

Narven Uses Avendra Purchasing Power and eProcurement Technology to Meet Company Goals

ABOUT NARVEN ENTERPRISES

Narven Enterprises is a hotel and real estate management and investment firm with operations in the U.S. and Canada. We spoke with Budd Barmeyer, Director of Corporate Administration, to learn how Avendra is helping the company meet its business goals.

How is Avendra helping your business?

IMPACT THE BOTTOM LINE

“First and foremost, Avendra is helping us to save money. The purchasing power of Avendra is huge. Everything — from office supplies to core goods — costs less with Avendra. We estimate we are saving 12-16% on costs — and that is for just one hotel. That’s a lot of money for one property.”

With a strong track record of developing high performing commercial properties and hotels, it’s not uncommon for Narven to have multiple projects in various stages. Be it renovating an older hotel or building a new one from the ground up, Avendra provides Narven a one-stop-shop for all of their purchasing needs.

IMPROVE OPERATIONAL EFFICIENCY

“We are also using Avendra’s eProcurement solution, iBuyEfficient, to improve operational efficiencies. The purchase order functionality is fantastic — we’re using it in our hotels and in our corporate offices.”

Easy to learn and easy to use, Avendra’s eProcurement platform, iBuyEfficient, includes controls and reporting that make online ordering, tracking and payment more effective and efficient. Budd highlighted some of iBuyEfficient’s functionality that rises to the top. For example, the “punch out option” provides real-time availability and product pricing. The “favorites” feature makes it easy for hotels to save and re-order their favorite items.

BETTER SERVE GUESTS

“Avendra enables us to better serve our guests. Take food service, for example — that’s really important. With Avendra, we’re able to better manage our inventories to make sure we are not running out of food. You don’t want to run out at breakfast. That can really impact guest satisfaction.”

Narven’s 148-room Holiday Inn Express in San Diego sees as many as 250 people go through their breakfast line each day. Avendra enables the hotel to adjust and manage its food inventory in a manner that meets guest demands and avoids waste.

ABOUT AVENDRA

Avendra is North America’s leading hospitality procurement services provider. Our supply chain management solutions are tailored to our clients’ business strategies and deliver benefits beyond great savings. We combine years of hospitality expertise, purchasing power, services and software to help customers impact the bottom line, improve operational performance and better serve guests. More than 8,000 customers rely on Avendra as a trusted partner.



“ Simply put, Avendra makes it easier to do my job better. We are all doing the jobs of multiple people these days and we are trying to do things as efficiently as we can. Avendra helps us achieve that and really helps us accomplish our core business focus – to better serve our guests.”

Avendra understands that creating unforgettable experiences for your guests is what's really important. Less time spent working on — and worrying about — the procurement process means more time to focus on guest satisfaction.

What Avendra capabilities stand out?

“ The service and responsiveness from Avendra and the suppliers has been outstanding. Everyone treats us like we are VIPs. They go above and beyond to help us meet our business goals.”

According to Budd, the hospitality industry know-how that Avendra brings to the table makes a big difference. Whether it's partnering with Avendra's FF&E Services team to determine the best products for renovating a hotel, collaborating with their account executives to refine Narven's procurement strategy, or working with their customer care specialists to help optimize their supply chain, Narven counts on Avendra for insight, innovation and superior customer service.

How are you using Avendra's services?

“ More than just food and beverage, we use it for everything we need. We buy as much as possible from Avendra. If we need to use a vendor for something new, Avendra is extremely helpful in pointing us in the right direction.”

Narven uses Avendra for daily supplies, as well as items they don't buy every day. Budd also works with Avendra's FF&E Services team in depth — he recently bought most of the lighting, wall vinyl, and other supplies from Avendra for a newly purchased property. From the elevators and landscaping in the public areas of a hotel to the soap and sheets in the guest rooms, Narven counts on Avendra as an essential supply chain management partner.



Find out what **Avendra** can do for you.

To learn more call **866-AVENDRA** or visit **www.avendra.com**