

# WHY CLIENTS CHOOSE MASTER VENDOR

---

Master Vendor relationships which work effectively offer clients a number of tangible benefits as shown below. These relationships can be successful if run properly; however, they can lead to major issues in terms of supply and for 2<sup>nd</sup> Tier Supplier if the Master Vendor is inefficient or operationally/commercially unrealistic. Agencies with a Master Vendor agreement will usually try to mirror the terms and conditions that they have agreed with the client in those that they agree with their 2<sup>nd</sup> Tier Suppliers.

Benefits to the client of a Master Vendor relationship include:

- **Direct and indirect cost reduction** delivered through:
  - Effective supplier price negotiation
  - Identification and prevention of unauthorised spend with unapproved suppliers.
- **Process efficiencies** associated with streamlining and outsourcing candidate attraction, administration, management, monitoring, and invoicing procedures.
  - Automating **hours management, invoicing and billing to save time and eliminate errors.**
  - **Minimising, consolidating and reducing unnecessary paperwork.**
  - One bill / one payment run etc.
- **Time efficiencies** through outsourcing all aspects of the recruitment supply chain.
  - Single point of contact.
- Talent acquisition to ensure that sufficient specialist niche suppliers are approved to **fulfil all of an organisation's specialist skill sets, sectors and locations.**
  - **Reducing business risk** by ensuring authorised fulfilment of all vacancies in all locations.
- **Quality and consistency of service**, ensuring that:
  - **Measuring and managing performance of all suppliers** in line with minimum service level requirements, complete with a full audit trail.
  - All suppliers are governed and measured against the same performance metrics.
  - Ensuring compliance with legislation and corporate governance.
- **Speed of hire**, specifically reducing the time taken from placing an order to vacancy fulfilment.
- Evaluating purchasing habit and expenditures through **detailed reporting and interrogation of management information.**

## Disclaimer

---

*The material contained in this document is of a general nature. We cannot guarantee that it will meet your specific requirements and accept no liability for any loss or damage caused by the use thereof. If you are unsure then we recommend that you seek specific advice where evaluation of your precise factual circumstances can be determined. By providing this document to you we are not giving legal or financial advice and no responsibility for loss occasioned as a result of any person acting or refraining from acting on the basis of this material will be accepted by Brunton Consultancy or the Author. Brunton Bid Writing is a trading name of Brunton Consultancy. Sale of this document is strictly in accordance with Brunton Bid Writing's standard Terms & Conditions which can be found at [www.bruntonbidwriting.co.uk](http://www.bruntonbidwriting.co.uk).*