



SANFORD ROSE ASSOCIATES®
EXECUTIVE SEARCH

SRA VALUE PROPOSITION: PROCUREMENT

Technology, telephony, job boards, insurance and business supplies are but some of the needs of a professional search firm. As a result of our ability to aggregate the collective buying power of our network and related organizations, we are able to secure substantial discounts with a wide variety of vendors. SRAI handles much of the information gathering, supplier proposals, pricing and contract negotiation, and fulfillment of many essential tools for efficiency and effectiveness.

We can also provide contract staffing solutions with partners who deliver a full range of services including employer of record service, payroll funding and payroll processing.

The list of our partners continuously evolves reflective of the needs and desires of our network. Partners are added or removed based on the network interest and the partner pricing and service. This procurement truly reflects the abundance concept, which is that a rising tide lifting all boats. The bigger the network demand, the greater our ability to drive amazing opportunities to our network.

Again this list modifies over time but significant current partner discount opportunities include:

- Job Boards and Networking Sites
- Video Interviewing and Messaging Tools
- Data Mining and Research Services
- Behavioral Profiling Tools, Relocation Services, and even E+O Insurance

Signature, our turnkey back office and employer of record provider for Interim services, provides us with rates not available to any other firms in our industry.

Additionally, while we have relationships with several recruiting software firms, we have an incredible partnership with PC Recruiter that allows us to offer their software at rates that are less than half of what can be secured through most any other source.

In the area of telephony, we have invested significantly in an internally hosted system that allows most offices to simply purchase actual telephone units and secure incredible telephony software, long distance, recording, tracking and monitoring capabilities at literally a fraction of what other outside organizations provide.

The collective savings from what an average sized and average use organization is currently paying is easily over ten thousand dollars a year. There are firms that will save several-fold that amount each year and in some cases it is conceivable that these annual savings alone could actually exceed the total annual royalties paid!

While this is NOT the reason why we want firms joining our network, it is certainly an integral component to our overall value proposition.