

Renue Systems Preferred Vendor Partnerships
Updated January 2021

Avendra www.avendra.com

- largest procurement group in the hospitality industry, includes 8,500+ hotels over many brands including Marriott, Hyatt and Sonesta (although not every hotel from those brands are included) and many management groups; includes a small number of non-hospitality customers including residential complexes, movie theaters, restaurants and more; owned by ARAMARK which provides services for non-hotel commercial customers such as schools, stadiums and healthcare
- terminology is “Preferred Supplier”
- no negotiated pricing – include in proposal “most favorable preferred vendor pricing”
- geography: USA, Canada, Mexico, Central America, Bermuda, Caribbean



Hilton Supply Management www.mysupplymanagement.com

- procurement arm of Hilton that has expanded into other hotels; represents 11,000+ hotels of which 4,500 are non-Hilton brands
- terminology is “Preferred Supplier”
- no negotiated pricing – include in proposal “most favorable preferred vendor pricing”
- geography: world



Foodbuy/Compass www.foodbuy.com

- large group purchasing organization which along with owner Compass and affiliates target a wide variety of industries including healthcare, education, hospitality and industrial; hotels include many different brands and management groups
- terminology is “Supplier”
- no negotiated pricing – include in proposal “most favorable preferred vendor pricing”
- geography: USA, Canada



InterContinental Hotel Group www.ihg.com

- procurement arm of IHG, covering IHG properties almost all of which are franchised
- terminology is “Preferred Supplier”
- no negotiated pricing – include in proposal “most favorable preferred vendor pricing”
- geography: world



Radisson www.radisson.com

- procurement organization of Radisson, representing their brands
- terminology is “Preferred Supplier”
- no negotiated pricing – include in proposal “most favorable preferred vendor pricing”
- geography: USA, Canada



Best Western www.bw.com

- consists of all Best Western brand hotels; Best Western is not a franchise but rather a membership organization so compliance is voluntary
- terminology is “Endorsed Supplier”
- no negotiated pricing – include in proposal “most favorable preferred vendor pricing”
- geography: world



CHAMPS www.champsgpo.com

- members consist primarily of non-hospital healthcare industry representing more than 13,000 locations
- terminology is “Supplier”
- no negotiated pricing – include in proposal “most favorable preferred vendor pricing”
- geography: USA

