PROPERTY MANAGEMENT

Turning site-by-site quote chasing into a pre-approved partner network

A national property management company needed three competitive quotes for every technology purchase. We built a vetted roster across eight service categories, so property managers get qualified options fast and never negotiate alone.



THE RESULT

0

negotiations required from property managers

8
Service categories with pre-approved partners

3
Qualified options, one advisory contact

0
Negotiations required from property managers

THEIR STORY

Every hour a property manager spends chasing quotes is an hour taken away from residents and operations.

Our client is a large national property management company overseeing residential communities across multiple states. A central IT team supports on-site property managers, who source technology and services for each property and must present ownership with three competitive quotes before any purchase is approved.

AT A GLANCE

INDUSTRY
Property management

FOOTPRINT
Residential communities across multiple states

SERVICES
Phone Systems · Internet & Bulk Cable · Cameras & Access Control · Copiers · On-Demand IT

The challenges

- **Inconsistent technology across sites.** Each property sourced its own phones, internet, cameras and copiers, creating a patchwork of equipment, contracts and support.
- **Negotiating outside their expertise.** Managers negotiated technology agreements on their own, leading to inconsistent pricing and terms from site to site.
- **Overburdened IT and leadership.** Vetting providers for each property request consumed time needed for strategic initiatives.
- **The three-quote requirement.** Property managers spent hours finding, contacting and comparing providers for every service.
- **High-stakes, specialized services.** Bulk internet and cable for residents, emergency lines and access control need providers who understand property management.

WHAT WE DID

The solutions

Our advisors worked side by side with the client's IT team and leadership to standardize technology across properties and give property managers rapid access to the right providers.

Pre-approved technology partner network

Drew on MRP's network of 400+ technology partners to build a vetted roster, matched to the needs of property management, across eight categories:

- Phone systems and phone hardware
- Internet, plus bulk internet and cable for residents
- Emergency lines
- Cameras and access controls
- Copiers
- On-demand IT services

Rapid access to options

One advisory point of contact for technology requests. We deliver three qualified options for ownership quickly, coordinate demos and site surveys, and stay on as liaison through installation.

Pricing and terms, handled

Competitive pricing and terms secured up front, with consistent terms across the portfolio. Property managers are out of the negotiation entirely.

On-demand IT services

On-demand IT partners for site surveys of new acquisitions, installations, troubleshooting and repairs, extending the central IT team to every property without adding headcount.

Technology standardization

Aligned with IT on preferred solutions for each category, creating consistent equipment, service levels and support across sites.

THE RESULTS

What changed

- **Simplified quoting.** Fast access to three qualified, pre-approved options for ownership, and more time for residents and operations.
- **Competitive pricing without the negotiation.** Pricing and terms secured up front; property managers no longer negotiate technology agreements.
- **Time back for IT and leadership.** Significant time once spent vetting providers is now focused on strategic initiatives.
- **Standardization across the portfolio.** Consistent technology, service levels and support at every property, plus a repeatable process for bringing new properties online.

> KEY TAKEAWAY
>
> By partnering with IT and leadership on a pre-approved partner network, we turned site-by-site sourcing into a standardized, repeatable system that protects pricing and frees IT and leadership to focus on growth.

Is your team still chasing quotes?

Let's talk about how a pre-approved technology partner network can simplify technology across your properties.

SCHEDULE A CONSULTATION

myresourcepartners.com · 561.614.1500 · Results are the proof. Relationships are the reason.