



RCI STRATEGIC SOURCING



Greater Purchasing Power, a Lower Total Cost of Ownership

As the sourcing organization for RCI, Strategic Sourcing leverages the company's combined purchasing power to deliver measurable savings on the products and services you use every day. By working closely with affiliates, internal RCI brand teams, and world-class suppliers, Strategic Sourcing helps to:

- Deliver lower costs on higher-quality products and services.
- Ensure integrity in the supplier selection and management process.
- Increase customer satisfaction and loyalty by offering products that add value to their ownership at a lower cost, coupled with world-class customer service.

Sourcing with Savings in Mind

To ensure supplier programs deliver immediate and lasting savings — and a lower total cost of ownership (TCO) — the Strategic Sourcing team continually asks questions, listens to feedback, monitors market trends, and refines accordingly.

A dedicated team evaluates overall program utilization and affiliate feedback to identify opportunities to further add value and address the changing needs of the industry. A rigorous supplier selection and product-testing process delivers the highest-quality products at the lowest possible prices.

Integrated Initiatives

Customer obsession is a key pillar of the RCI corporate culture, and associates strive to deliver a customer-obsessed experience with every interaction. Strategic Sourcing works closely with RCI to bring suppliers together in innovative ways to support property initiatives, regional events, help you delight customers and keep them coming back. Strategic Sourcing also offers a wealth of educational resources and programs designed to keep you informed on trends and timely topics.

Buy More, Save More

Participating in Strategic Sourcing's programs will help lower your operating costs, deliver higher-quality products and services, ensure brand consistency, and enhance your customer experience. It may ultimately improve your TripAdvisor and RCI Comment Card scores — and your bottom line. Most importantly, purchasing from approved suppliers directly impacts our ability to reduce your costs further. The more you buy, the more you save. It's that simple.

WHY EVALUATE TCO?

Total cost of ownership (TCO) calculates the complete costs associated with purchases — from initial investment to disposal — giving you a more realistic view of your costs. Getting a lower price on a lower-quality product won't save you money if it needs to be replaced or repaired often, or if the right warranties aren't in place.

Contact Us

For information on approved suppliers and programs, visit rciaffiliates.com/strategicsourcing.html