

# FAIRWAY

## G·P·O

## Group Purchasing & Group Savings The Fair Way

With \$45 billion of total membership purchasing volume our Group Purchasing Organization (GPO) was established to provide savings to our members the “fair way”. While other GPO’s charge membership fees, have spending requirements, and require members to utilize specific vendors, Fairway GPO provides a solution that offers discounted pricing with vendors with no strings attached.

We serve industries including healthcare, hospitality and property management and help our members save money by leveraging our purchasing power to negotiate pricing and contracts for our members to utilize.

Our goal is to create mutually-beneficial long-term business relationships for each of our vendor partners. We accomplish this goal with our unique win-win-win model that was established to ensure that all of our partnerships are beneficial to our members, our vendor partners and to our organization as a purchasing group. Our key differentiators to our vendor partners include:

- **NO “HUNTING LICENSES” GIVEN**
- **TARGETED 3-STEP OUTREACH TO OUR MEMBERS**
- **CONSTANT COMMUNICATION WITH OUR PARTNERS**

To learn more about partnering with Fairway, please contact Isaac Farbowitz at (201) 530-5500 ext. 101 or via email at [isaac@fairwaygpo.com](mailto:isaac@fairwaygpo.com)

