



HOSPITALITY PROCUREMENT MANAGEMENT SERVICES PVT. LTD.





**GIVING A NEW DIMENSION TO HOSPITALITY PROCUREMENT . . . . .**





Hospitality Procurement Management Services Pvt. Ltd. is a Company, having global experience, specializing in providing Purchasing Management Services for the Hospitality Industry, headquartered in New Delhi, India.

HPMS is headed by Mr. Lalit Kapoor, as the Managing Director, who has 25 years of experience & expertise in Project and Procurement Management in the Hospitality Industry. He pioneered and successfully introduced Purchasing Management as an “outsourced service”, to the Indian Market and has rich experience as Head of Procurement for various renowned Hotel Groups. He has also headed an American Global Hospitality Sourcing Company for their Middle-East and Asian Operations.



**HPMS** has been established with a clear focus on sourcing products for the Hospitality Industry only and is dedicated to procure Right products of Right specifications & quality, at the Right prices from the Right source and delivered at the Right time. This makes HPMS a “Right Choice” for all procurement needs of the Hospitality Industry.

HPMS carefully studies procurement needs of its Clients and offers customized Procurement Solutions. HPMS has a team of well-experienced and qualified professionals from the hospitality industry having a proven track record in the field of procurement for renovation and new hotel projects.

Apart from managing the Project Procurement, HPMS also proposes to profitably manage the Purchasing Operations of already Operational Hotels. HPMS; with its sourcing abilities, experience and vital contacts can finalize the Annual Rate Contracts for fruits, vegetables, groceries, meat & poultry and other F&B items with efficient delivery schedules and competitive rates.

# services



HPMS is a Purchasing Management Company focused on the Hospitality Industry. We have expertise to procure Capital Equipments, (CE), Furniture, Fixtures & Equipments (FF&E) and Operating Supplies & Equipments (OS&E) for new upcoming hotels as well as for renovation & refurbishments of existing hotels.

Capital Equipments include the major equipments & machinery like Laundry Equipments, Kitchen Equipments, HVAC, Boilers, STP, WTP, Pumps, Fire fighting, Electrical Switches, Generators, Transformers, etc.

The FF&E includes items like carpet, bedding, drapery, speciality lightings, functional lightings, decorative lightings, guest-room furniture, public area furniture, back-of-the-house furniture, mirrors, drapery, artwork, other furnishings and all accessories.

The OS&E includes operating items like kitchen utensils, F&B equipments, chinaware, glassware, silverware, hollowware, flatware, television sets, safes, minibars, etc. and all other items, which are required to operate a hotel.



HPMS majorly contributes in Alternative Product Development, Value-Engineering, Techno-Commercial Comparisons, EPCG Co-ordination, Logistics Management, Co-ordination of Customs Clearances, Supplier Payments and Online Status from the beginning of the Project till its Completion and Handing-Over.



Total transparency, high levels of integrity & keeping our clients informed about each step in purchasing is our differentiating factor. We provide our clients with -

- BOQs and budgets.
- Alternative products sourced without compromising the original Design Intent of the Project.
- Prioritization of Orders and Purchasing schedules.
- Negotiated Techno-commercial Comparatives for approvals.
- Cash-flow projections.
- Timely delivery of material after receiving the approvals / consent to order.
- Online Project Status Reports on a weekly basis through [hpmsworld.com](http://hpmsworld.com) available 24X7 to the Clients.

# Purchasing Power & Resources

At HPMS, we understand very well that during the procurement process, resources are valuable, time is money, and deliverables are critical.

HPMS brings its Clients truly global sourcing. The strength of HPMS lies in its vast purchasing power because of worldwide networking & long-standing relationship with manufacturers / vendors. HPMS has a database of over 1,500 manufacturers and vendors from across the world, who ensure timely delivery of our commitments to the Clients.

HPMS not only finds the best and most affordable sources throughout the world, but dedicates Company personnel and resources to ensure that our sources meet the highest standards of efficiency, cost controls, customer service, and quality.

HPMS strongly believes in investing in its human resources. An efficient, well trained, courteous and ever learning team is of utmost importance to the Company. The team at HPMS is constantly trained on the ever-changing needs of the Hospitality Industry, which include Refresher Programs on the existing products available in the market as well as any new products / solutions being launched. Brain storming sessions with manufacturers, vendors and HPMS team on key issues helps getting newer, innovative ideas and ultimately the best possible solutions for the benefit of our clients.





HPMS team studies each & every activity of the Project in detail and offers the most suited solutions for the same. Our focus is:

- Value-engineering of specifications, proposing the right vendor, right prices and placement of orders on a timely basis.
- Constant monitoring of quality during the Manufacturing Process, follow-up with manufacturers, freight forwarders / transporters & Clearing Agents to ensure timely delivery of material.
- Providing the Clients with the vital and timely information with the help of online systems to plan the site activities.

# HPMS, the Clients and the Interior Designers

Building a Hotel is a complex task. While building, every owner has a vision and it is the Interior Designer who conceptualizes and gives a shape to the vision of the owner.

And, finally it is the challenge & responsibility of the Procurement Company to transform these ideas and concepts into a reality by sourcing the products as per the design intent, without any deviations in terms of material, quality and design within the stipulated time period and as per the budgets pre-defined by the Client.

However, if the Owner's vision and the Designer's Design Intent is not equally complimented or supported by the Procurement Company, the whole Project can go wrong or get delayed.

Having worked with the leading brands across all categories and with Architects, Interior Designers and other Consultants of international repute, HPMS knows what works in the Hospitality Industry.





# Effective Information Systems



HPMS strongly believes in total transparency in its operations. HPMS understands and appreciates the Client's right to have access to the Project Status, as and when needed.

The team at HPMS follows the clearly defined Procedures and Systems. HPMS offers an Online Reporting System, which gives the Clients access to their Project MIS, available to them on 24X7 basis. HPMS trains its team to constantly monitor the purchasing process and update the Reports accordingly. Our Systems help in highlighting problems as soon as they arise ensuring smooth and hassle-free progress of the Project

The Project MIS contains the defined budgets vis-à-vis the actual budgets, the status of manufacturing, status of EPCG license and ETA. The reports can be accessed from anywhere in the world through a unique User Name and Password issued to every Client.

# Partnering with HPMS



As we all know, we are living in a dynamic world. Every new upcoming Hotel, therefore, has new dimensions and product requirements, and to match the vision of the Owners and Designers, it needs a Company like HPMS to transform their ideas into a reality.

HPMS constantly develops its Vendors to constantly deliver the desired products and to offer innovative new products to keep pace with the changing world. "Essentially, vendor development is needed to meet the techno-commercial requirements of the client," says Mr. Lalit Kapoor.

HPMS constantly monitors the upcoming new manufacturing units as well as trends across the globe and introduces them to our valued clients. HPMS not only has access to the major global players, but also has direct access to the local suppliers, who can develop products as per the required specifications and at much competitive pricing. The ultimate objective is to provide maximum options to the owners and the designers at the most suitable prices.

HPMS is committed to being a catalyst for progress, right from keeping track of the changing trends and the industry requirements to offering its Clients, "value for their money".



HPMS provides Purchasing Management Services for a variety of Hospitality Projects including:

- Mid-tier to Ultra Luxury Hotels
- Health Resorts & Spas
- Boutique/Lifestyle Hotels
- Convention Centers & Banquets
- Service Apartments



**Hospitality Procurement Management Services Pvt. Ltd.**

**F-55, East of Kailash New Delhi 110 065 India**

**Tel: +91-11-26287100 Fax: +91-11-26287200 Email: [info@hpmsworld.com](mailto:info@hpmsworld.com)**

**[www.hpmsworld.com](http://www.hpmsworld.com)**