

5 Assumptions Suppliers Make That Cost Them Customers

In the home building materials industry, the relationship between suppliers and builders is mutually beneficial.

How do we make this relationship even better?

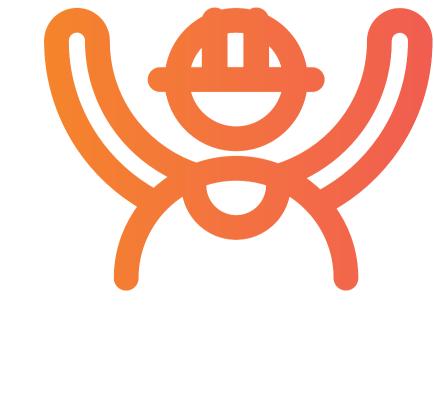
Fact #1

A majority of surveyed home builders say that speed of response from their supplier is more important than price to win a job.



correlated to how quickly their supplier responds to price inquiries.

Builders say their ability to win a contract is significantly



accurate bids faster, which significantly increases the likelihood they'll make you their supplier of choice.

Quick price confirmation helps customers build and send

to respond to a customer's RFQ.

Fact #2

Time is a luxury for home builders and remodelers.

Delayed response times from their supplier affects

The average number of days it takes suppliers



their chances of securing contracts and hitting project milestones. Fact #3

The average number of communications it takes

rate of overlooked opportunity costs.

their customer's workflows.

mistakes.

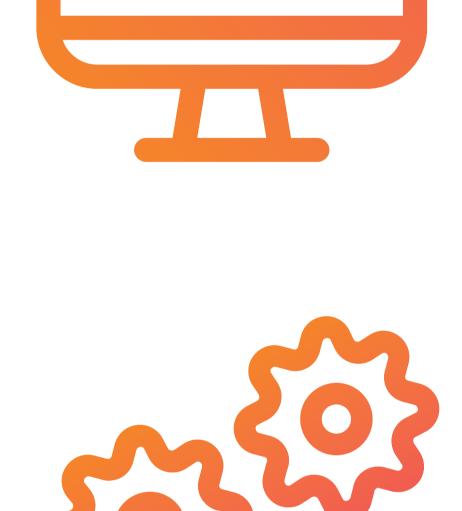
for sales teams to complete a customer's request.



Having one source for updated pricing information gives

customers peace of mind that they're avoiding costly

Too many communication touchpoints lead to a higher



Suppliers can make price lists easily accessible to builders by integrating that information directly into

are not aligned with what builders want.

Some of the value-added

services suppliers provide

Fact #4

Builder / Remodeler

suppliers so they can send quotes easily and quickly.

Fact #5

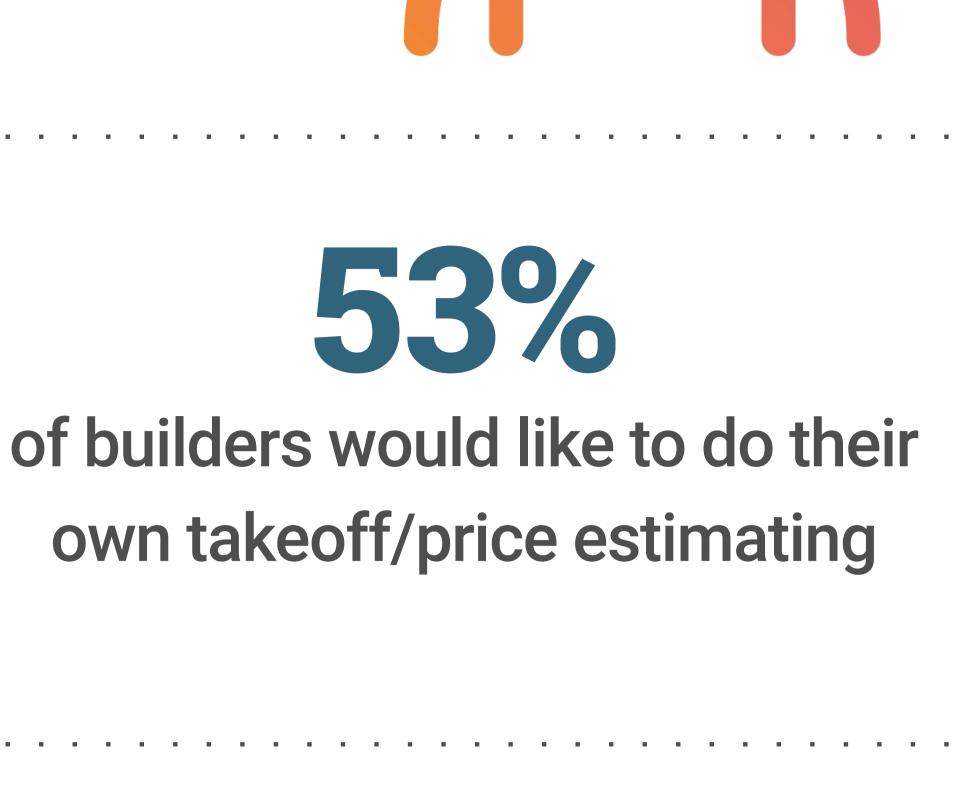
Majority of builders and

remodelers want inventory

and price lists from their

There is a disconnect between supplier's beliefs and builder's/remodeler's beliefs.

Supplier



82%

of builders agree it'd be easier to

self-quote using inventory and

prices provided by suppliers



of suppliers believe

their builders do not find it

easier to self-quote

What does this mean for suppliers and builders?

Targets are achieved when suppliers have a loyal base of builders who go to them for their supplies.



Builders know they can secure more projects with a reliable supplier ready to solve their supply needs.

Learn more about supplier price list integration as well as faster quotes, scheduling, cost tracking, and more

All findings are part of an in-depth research study on profitable opportunities in the residential home building industry conducted by Buildxact and the Farnsworth Group.

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