



Supplier Programs

With best-in-class suppliers across six main categories, we offer hotels of all brands the ability to leverage the strength and scale of HSM.



SOURCING EVERYTHING YOU NEED

From farm to restaurant, manufacturer to room, and project inception to completion, HSM delivers comprehensive solutions across F&B, rooms, property operations, energy, and sustainability. Our industry-leading category management is rooted in deep supplier relationships, allowing us to bridge the gap between operational efficiency and exceptional value.

We take a portfolio-based approach, selecting partners specific to each category and leveraging regional strengths to **minimize cost, maximize efficiency, and secure a resilient end-to-end supply chain**. Our national programs deliver strong, cost-competitive pricing, while local programs provide flexibility to meet specific market needs. By negotiating volume discounts directly with manufacturers and regularly auditing programs, we ensure consistent value without sacrificing quality.



SUPPLIER SELECTION PROCESS

While competitive pricing is critical, it is only one component of how HSM selects partners. Each potential provider undergoes a rigorous review and is evaluated on quality, cost, delivery, management, and innovation, along with proven hospitality capability.

By aligning suppliers to specific categories and market strengths, we build a network designed to **support efficiency, reliability, and long-term performance**. We also hold partners accountable to our Responsible Sourcing Policy, periodically evaluating them against key priorities.

TOP SUPPLIERS

HSM connects you with top trusted suppliers selected for their category expertise, scale, and regional strengths, helping meet most of your property's needs. With thousands of additional partners, we offer best-in-class flexibility and support. Contact our team to explore our full supplier portfolio and discover how we can drive exceptional value for your business.

