



Your Trusted Procurement Partner

With more than 50 years of hospitality industry expertise, HSM is the only global procurement partner with the scale and systems in place to help you realize your full potential. Our support model offers you a dedicated point of contact to deliver consistent and personalized service. With end-to-end purchasing solutions and a steadfast commitment to inclusive, sustainable and responsible sourcing, HSM empowers you to thrive in today's dynamic hospitality market.

\$16B

purchasing power

25K

properties served globally

153

countries and regions

147

unique hotel brands

4.1K

suppliers worldwide

600K

products



CATEGORIES WE SOURCE:



Food & Beverage (F&B): High-quality consumable products your chefs need, plus uniforms, equipment, tableware, cooking supplies, servingware, food-safety tech, and more.



Operating Supplies & Equipment (OS&E): Essential guest room and public-space elements critical to daily operations, including linens, towels, bath amenities, room accessories and small electrics, spa and fitness equipment, cleaning supplies, F&B disposables, uniforms, office supplies, printed collateral, and more.



Equipment: Equipment that keeps your kitchen, in-house laundry, and fitness center running plus guest-facing appliances such as ice machines, televisions, and thermostats.



Energy: Turnkey programs supporting energy procurement (including renewable energy), utility bills management, electrical vehicle charging stations, energy audits, building energy compliance, water, and lighting (LED) consumption efficiency.



Services: Contracts in 60+ categories including key equipment maintenance (i.e. elevators, pools, etc.), cleaning chemicals, pest control, deep cleaning, contingent workforce, waste management, fire-life-safety, and more.



Furniture, Fixtures & Equipment (FF&E): Guest room and public-space furniture and fixtures including flooring, wall covering, window treatments, and lighting. FF&E project procurement for new builds, conversions, and renovations.



STREAMLINED SAVINGS WITH HSM

Competitive Cost Reductions

Partnering with HSM brings **unparalleled cost savings**, as we consistently evaluate pricing on the items your hotel purchases most through direct market comparisons to guarantee competitiveness. Our Category Management teams receive continuous feedback through category intelligence, enabling us to adjust promptly and optimize pricing strategies.

Pricing Transparency

At HSM, transparency is paramount. You can trust that **our product pricing comes with no hidden fees or unexpected charges**. We communicate any changes to fees or cost structures well in advance, empowering you to plan effectively.

eProcurement

HSM offers flexible eProcurement solutions tailored to your needs. Whether you have an existing system or require guidance, we facilitate seamless transitions. Partnering with BirchStreet, a leading hospitality eProcurement platform, we ensure **efficiency and streamlined purchasing processes**. We also offer comprehensive training and onboarding. Our HSM Portal makes it easy to find suppliers and track spend and savings.