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Published on 4th of every month. Posting date: 6th & 7th of every month. Posted at Patrika Channel Sorting Office, Mumbai-400001  
Registered with Registrar of Newspapers under RNI No. MAHENG/2009/34648

Total pages 86

Volume 11 | Issue 9 | October 2019 | ₹100

# hotelier *india*

THE DEF... MANAGEMENT

**DESIGN**  
EVOLUTION OF  
HOTEL LIGHTING

**BIG INTERVIEW**  
PRASHANTH RAO AROOR  
IntelliStay HOTELS

## PROFIT, PASSION & PANACHE

A LOVE FOR LUXURY, AN EYE FOR FINER DETAILS,  
AND AN INCISIVE BUSINESS ACUMEN HAS  
CATAPULTED ATUL CHORDIA AND RANJIT BATRA  
INTO THE LEAGUE OF THE BEST HOTELIERS IN INDIA

Published by FP Media India

## PURCHASING POWER



**VIRUPAKSH GANGANNA,  
PURCHASE MANAGER,  
SHERATON GRAND  
BANGALORE HOTEL AT  
BRIGADE GATEWAY**

### **What is the most crucial part of purchasing in today's dynamic market scenario?**

The purchase department is the backbone of the hospitality industry. We bring the best from the market for our hotel. Compared to previous year's market situation, currently it is far more unstable. As we see the trends changing every year, it is very difficult to hold the rate for a particular period. Quality is our major concern and we try to get the best quality materials from the market. Ensuring quality, specification and maintaining hygiene standards, while procuring food products is the most important task. Purchase managers are also responsible for sustainable sourcing, which is a mandatory criteria in the current scenario.

### **What vendor compliance systems have you initiated for cost savings?**

Negotiations are not only about bargaining the rates, but also working on the specifications. We conduct departmental meetings with the heads of the departments to discuss the requirements, which in return helps us in scrapping unnecessary products/items. We usually try to contact the manufactures and negotiate directly wherever possible to get better rates along with guarantee/warranty to avoid maintenance cost of the equipment. Also we check with the other hotels in the city to justify the rates. We conduct surveys to understand the market and the availability of new products in the market. Before we start business with any of the vendors, we check vendor compliances as per our company requirements. We collect few documents as below.

1. Vendor registration form
2. Vendor evaluation form
3. FSSAI Certificate
4. Authorized distributor letter from the manufacture.
5. Necessary licenses/certificates.

We do conduct vendor premises visit/audit. This helps us save cost by sourcing the material directly from manufacturer/authorized distributor.

### **How do you train your team to follow procedures for smooth coordination in supply chain management?**

All the team members are trained as per the company's standard operating procedures. They are briefed about their roles and responsibilities on the job at the time of joining, and are familiarised with the subjects concerning procurement such as market survey, vendor selection and sourcing the right material.



### **GRAFF LAUNCHES DUAL FINISH VINTAGE COLLECTION**

**G**RAFF, the manufacturers of contemporary precision-engineered kitchen and bath products, has launched the Vintage Collection with a double finish handle for the Indian marketplace. The dual finish Vintage Collection by GRAFF draws inspiration from the design of classic fire hose nozzles, pairing a modern spout with bold handles. Each element, from the rounded brim at the spout's top to the undulating handles, complete with carefully designed cut outs, resemble the traditional forms of the fire hose featured in the historic Chicago Fire Department logo. The design acts in tribute to the brave members of the Chicago Fire Department and Illinois Fire Safety Alliance, who have recognized the product. The dual finish Vintage Collection is offered in polished chrome and architectural black, brushed gold and architectural black. GRAFF's Dual Finish Vintage Collection enriches bathroom suites through its elevated design. The G+Design Studio honed-in on the collection's handle design to create a beautiful, practical and ergonomic solution that facilitates easy use. The collection offers a choice of circular or linear lever handles (with a knurled accent for added allure) for deck-mounted, wall-mounted or freestanding installations.