

7 Things To Consider When Selecting a Lighting Supplier



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Overseeing your business's lighting needs can be challenging unless you have the right lighting supplier by your side.

A lighting supplier who can consistently deliver the right materials, undamaged and on time, makes leading your business's lighting purchase a smooth and worry-free process.

Finding a great supplier is critical now more than ever, primarily due to today's worldwide supply chain challenges. According to [IBM's Institute of Business Value](#), over 90 percent of the Fortune 1000 companies have tier 2 suppliers overseas. Thus, the recent supply shortages outside the US likely affect your business's ability to order lighting products and complete projects on time. According to today's leading experts, these shortages aren't going away any time soon.

A whole host of issues can arise from lighting supply shortages, including:

- Severe shipping delays
- Damaged or broken equipment
- Low-quality components
- Inflated prices
- Failed projects
- and more

Thankfully, it's easy to avoid these challenges if you and your team make a few essential considerations during your vendor selection process. These considerations will ensure you find the right lighting supplier who will meet your needs and make your lighting projects a breeze.

This e-book discusses these considerations and why they are crucial to your business's lighting success.



1. Properly Vetting Prospective Suppliers

Proper vetting means researching your prospective vendor and asking the right questions. Reasonable due diligence in the initial phase of your research will give you confidence your future lighting supplier will be reliable now and in the future.

It's also important to remember that product is only a portion of the process. You're vetting a potential lighting partner to understand better the kind of relationship, trust, and service you can come to expect in the long run.

To properly vet your lighting vendors, ask things like:

- How long have they been in business?
- What companies similar to yours work with this vendor?
- What level of customer service do they offer?
- How many points of contact will you be dealing with day-to-day?
- How long do companies remain their client on average?

Additionally, is this potential supplier asking you what your unique challenges and goals are?

For example, at GCE National, our lighting experts make sure to ask you about your

goals and challenges right away. Understanding our clients' short and long-term goals, needs, and past pain points early on lets us know how we can bring value and helps us build a long-term relationship with your business.



2. Ensuring Your Supplier Prioritizes Project Management

Virtually every lighting supplier you come across offers some level of project management services. But unfortunately, we have heard from several clients that once they signed with a past supplier, the promised project management services are quickly neglected.

For someone who oversees their business's lighting needs, it can be highly beneficial to select a lighting partner who keeps project management services a priority in addition

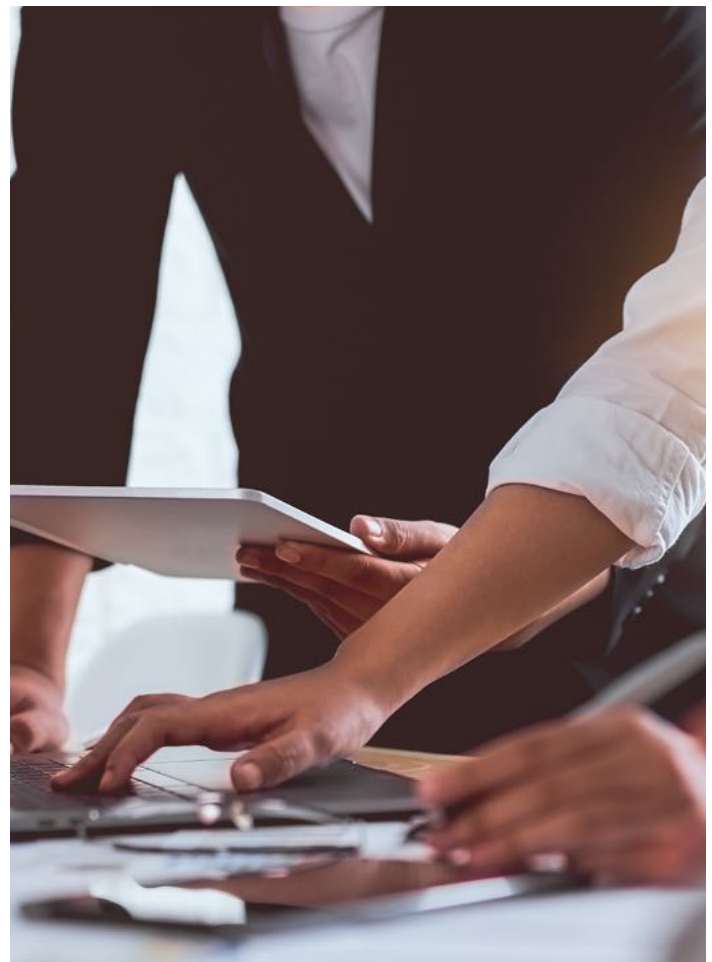
to shipping products. Without stellar project management services, it can be challenging to ensure your lighting and electrical work is completed on time, within budget, and meets your quality, reliability, and energy efficiency expectations.

Suppliers offering professional project management services will afford you complete control over your costs, scheduling, and product quality.

At GCE National, we obsess over our project management services from the beginning of your project to the end. Our team begins by understanding your specific requirements — everything from lighting and electrical specifications to design, equipment, budgets, and deadlines. Once we understand your needs, we will put our century of experience managing complex lighting and electrical projects across the country to work for you. We obsess in this area because it helps make your project a success and builds long-lasting relationships.

Another benefit of working with GCE National is we can help manage your projects across the country. So, you don't have to reinvent the project management process with each contractor you use. We already know your preferred process and will execute it wherever you need.

As you can see, a lighting partner who prioritizes project management services can help you achieve your lighting goals much faster and with less stress.



3. Hiring a Partner Experienced in Lighting Design

Hiring a lighting vendor who will carefully consult and advise you through the lighting design process can also be a massive value-add when selecting a lighting supplier.

As we know, great lighting starts with excellent planning. Your business may not have lighting experts on staff with the tools and expertise to ensure your new lighting system meets the needs of your associates or customers. And you can't afford to waste valuable time and budget on a flawed lighting plan.

This is why an expert partner who can help you craft a lighting system design and plan that meets all of your facility's unique needs is essential.

At GCE National, we can help bring together

the right team to build a carefully constructed lighting and controls system unique to your facility, your needs, and your situation.

If you don't know what your facility needs, don't worry. Our experts can do a review and offer you tailored lighting recommendations based on your resources and environment. We have the experience, knowledge, and dedication to get you the lighting design you need, and you can leverage our extensive list of lighting design contacts every step of the way.

After working with our team, you will have a lighting system design and plan that meets your desired aesthetics.

A partner experienced in lighting design is a significant value you won't want to miss.



4. Finding Suppliers Who Can Manage Your Inventory & Warranties

Without knowing, many companies do not ask potential lighting vendors about inventory and warranty management for the lighting materials and components they need. As mentioned above, this issue may be amplified by the global material and component shortages and shipping delays happening right now. Unfortunately, many lighting providers have been unable to fill their client's orders because they do not have strong relationships with lighting manufacturers or stock ample product quantities.

GCE National has been able to mitigate and manage many of these recent supply chain challenges. Due to our deep and extensive relationships with our premier OEMs worldwide, we continue to provide high-quality lighting materials as fast as is humanly possible in today's market. We also offer superior communication during the delivery process and help you manage your internal inventory.

Curious how we can help you overcome today's supply chain challenges? **Speak to one of our Lighting Supply Experts today.**

Our inventory and warranty management teams take the responsibility of inventory warehousing, staging, releasing, and shipping schedule management off of your shoulders.

If equipment is damaged, we've got you covered. Our teams handle the headaches of damage and freight claims. And, based on our extensive manufacturer relationships, we can often negotiate extended warranty terms.

We let you know precisely where your lighting and electrical equipment are at all times. And we deliver the equipment to your locations according to your agreed-upon schedule. We can ensure timely delivery because we control the entire shipping and transportation process by storing our equipment in fully insured warehouses we own.

Think of GCE national as an extension of your team with solid manufacturer relationships and the same level of commitment to your project as a faithful member of your staff.

To help move your lighting project across the finish line, even during unprecedented times, a partner with solid manufacturer relationships, and the proper logistics, who can ensure inventory and warranty management is a must-have.



5. Selecting a Vendor Who Can Protect You From Long-Term Price Increases

Long-term price increases are something few businesses predict. However, nearly every company has experienced them, especially with today's global supply shortages. But, with the right supplier, price increases may be avoided.

Partners like GCE National can help you keep your lighting costs at bay by negotiating potential price freezes and empowering you with rebate and incentive opportunities.

Despite the recent lighting supply shortages, our relationships with the world's

top manufacturers have allowed us to negotiate price freezes in some cases for as long as 18 months.

Wondering if we can negotiate price increases for your business?
Speak to one of our Lighting Supply Experts today.

Additionally, our experts can assist you in understanding state-by-state utility rebates and incentives by providing essential resources and collaborating with your teams, whether internal or a 3rd party. We also offer you a detailed site-by-site ROI analysis, energy-saving estimates, and annual payback projections.

6. Hiring a Vendor Who Does Not Overwhelm You With Invoices

The simple truth is you likely spend far more time on invoicing than is necessary. With multiple vendors to pay at all times, it can be challenging to remember who to pay when and get approvals for those payments by the due date. However, invoices do not have to be a headache.

GCE National can fulfill all of your lighting needs across the country and work with

you to find an invoicing frequency that saves you time. Some clients prefer to receive invoices per purchase, and others choose to receive one consolidated invoice every month. We understand the pain of invoicing, which is why we happily honor individual or consolidated invoices. This way, our clients have enough time to pay bills and keep their businesses running smoothly. With our tailored invoicing services, you get more time for critical business tasks and no gaps in service.

7. Choosing One, National, Full-Service Partner

The final consideration your business should make during the vendor selection process is the value of using one national, full-service lighting partner. Unfortunately, many companies manage multiple lighting suppliers for all their needs across the United States. So, the time spent managing them all adds up quickly. But, it doesn't have to be this way.

Suppliers like GCE National can cover all of your lighting needs - at every location across the US - all while providing you with

a single point of contact to communicate with throughout the entirety of your project. This means working with one dedicated project manager who is an extension of your team and invested in your project's success. No calling a 1-800 number and explaining yourself multiple times to multiple customer service representatives to get the answers you need. At GCE national, we offer you our direct cell phone numbers.

Additionally, working with us gives you access to our many manufacturer relationships, which provide you with more buying power.



In short, GCE National can help you avoid potential pitfalls during your lighting program and guide you in making lighting a stress-free process.

Ready to ensure your next lighting supplier is the right one?

**Speak with a member of the GCE National Accounts Team today.
Call (866) 985-4928**