

Partnering with PremiStar to leverage collaboration & collective intelligence



In today's hyper-competitive commercial HVAC market, independent service providers have discovered the benefits of how joining forces with industry-leading peers yields significant advantages. Over the past six years, 30+ owners have joined the PremiStar family and report the following benefits:



Knowledge Sharing & Innovation

When it comes to improving business processes to increase margins and customer value creation, nothing beats getting experts together with industry leaders to share best practices. PremiStar's partners participate in peer groups for design/build projects, service, safety, and commercial growth. Rather than mandating top-down changes from "corporate," PremiStar enables each business to adopt changes best suited to its history, culture, workforce and customers.

Leveraging Group Purchasing

PremiStar's partners share in group purchasing networks to reduce costs and take advantage of pre-negotiated, bid-free cooperative purchasing agreements for sole-source procurement. In addition, project managers will discover significant savings by bundling parts and equipment orders with other PremiStar businesses on similar schedules to secure better buy-out prices.



Shared Adoption of Proven Technologies

Investing in new technology to stay ahead of the competition is challenging for independent operators. PremiStar's partners are increasing their technology advantages in two ways. They receive the investment and strategic planning expertise needed to replace outdated IT infrastructure and benefit from experienced change management support for deploying and adopting technology.

Commercial Growth Opportunities

Current economic realities are forcing commercial HVAC companies to find new ways to increase revenue. PremiStar's partners don't face these and other business challenges alone. From adding new national account customers in their region to collaborating on selling large design/build projects and preventive maintenance agreements, PremiStar's partners band together to improve collective success.



If you have a topic you'd like us to write about or want to learn more about partnering with PremiStar, please contact: Bill Tamul, Vice President of Mergers & Acquisitions: btamul@PremiStar.com