



restaurant
association
of new zealand

**Find out about
offering a deal in
our B2B member
marketplace.**

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What is the B2B member marketplace?

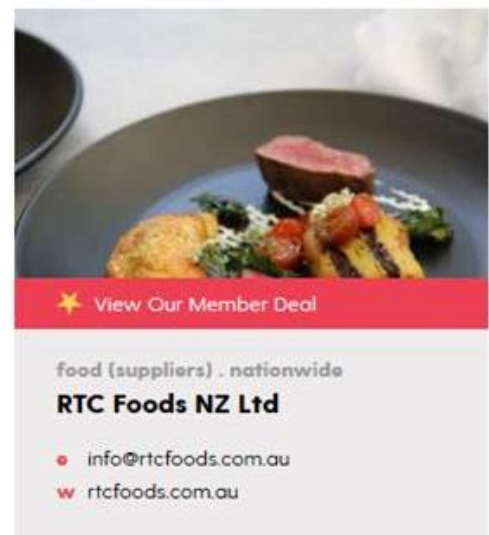
The Restaurant Association's B2B member marketplace, is a marketing opportunity available to supplier members of the Association who want to promote a 'deal' to other Restaurant Association members. This offering can be promoted through the online supplier guide on www.restaurantnz.co.nz.

Are there any conditions?

1. This offering is available to small* (Associate member) supplier businesses wanting to provide a "deal" to other Restaurant Association members.
*The qualifying criteria is that the member business has less than 50 employees nationwide. If your business is larger than this please contact the Restaurant Association to discuss.
2. An application outlining the details of the deal will need to be completed by the associate member business. The RA will review and confirm with each business once the deal has been accepted.
3. The deal must offer a minimum discount of 20%.
4. Associate members accepted to be part of the B2B marketplace agree to include details of the RA deal on their own website.
5. Associate members additionally agree to provide the RA with a monthly report of any members who have taken advantage of their deal – providing business name, contact person, address and details of the deal.

How does it work?

1. Associate members with a "deal" will have a logo marked on their supplier listing identifying the deal. Clicking on the "deal" will take the member through to a dedicated page on the Associate member's webpage identifying the deal.
2. Associate members will be provided with a monthly list of active RA membership numbers. Any member wanting to take advantage of the deal will need to provide their membership number to the supplier, which can be checked against the list of active membership numbers.
3. The Associate supplier agrees that they will verify the membership status with the RA, of any business that does not provide an active membership number.



Please note,

The Restaurant Association's B2B member marketplace is an opportunity to provide connections between restaurant and café member businesses and our suppliers to the industry.

- Any transaction is between the supplier and member only, the Restaurant Association accepts no liability on behalf of any transaction. If any disputes do arise they will need to be resolved between these two parties, the Restaurant Association will not be involved in dispute resolution in these situations.
- Accredited member logos can be provided to any active RA member; however, it should be noted that any deal offered by a supplier is not an endorsement by the RA and does not provide 'preferred supplier' status. However, additional opportunities are available if supplier members would like to discuss partnering with the Association. Give us a call to find out more.
- From time to time the B2B member marketplace programme will be promoted by the Restaurant Association through our various communication channels. However, if individual suppliers wish to further promote their offering, advertising (print, online and social media) is available at discounted member rates.

Need more information? Contact the RA team today on 0800 737 827, or, complete the application form on the following pages.



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application to provide a member benefit

If you are interested in providing a member benefit to Restaurant Association of New Zealand members, you are invited to complete this application form.

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If you are interested in providing a benefit to Restaurant Association members as part of the B2B member marketplace please complete the following questionnaire and return to info@restaurantnz.co.nz.

Once returned, this will be considered by our management team who will be back in touch.

1. Name of business:
2. Key contact:
3. Brief description of product/ services provided:

4. What category best matches your product/service?
 - Sales and marketing development
 - Business process improvement
 - Technology and IT
 - Staff Development and training
 - Recruitment
 - Legal advice
 - Accounting services and advice
 - Business planning and strategies
 - Shop supplies, consumables and fittings
 - Finance and banking
 - Equipment hire, lease and purchase

5. Member benefit / discount to be offered to the Association (please outline your proposed offer).

6. Key benefit statement - Why should I buy it?

Thank you for your interest in working with the Association and our members. We will be in touch!