

You've been interviewing coordinators. The proposals sound reasonable. Then you hear this: "We only work with our preferred vendors." Your stomach sinks. Are they protecting you? Or is this actually a smart, professional practice?

Guiding Principles

Go Digital

- No more paper files
- Online application (customer portal)
- Digital documents (e-docs / e-plans)
- Automated e-mail notifications
- One shared file per application
- Ability to better track permit application progress
- Ability to perform better business analytics
- Automated process and business rules



Let me clear this up. It depends. Certain agencies restrict supplier choices for legitimate quality purposes. On the flip side, others hide commissions behind exclusivity. In this guide, we'll show you what to watch [event organizer kl premium event management firm near Selangor](#) for—and how ethical partners such as.

The Good Reasons for Preferred Vendor Lists

Let's start with the positive. There are genuine advantages why a quality coordinator only works with certain suppliers.

The Trust Factor

When you book a band from a classified ad, there's no guarantee of quality. A planner's preferred list have been tested through years of collaboration. They handle problems professionally. They know the planner's systems. That consistency has real value.



As one Kuala Lumpur event host told us: "I wanted to use my own florist. Kollysphere agency showed me their preferred florist's portfolio. It was better and cheaper. I'm glad I listened."

Negotiated Rates and Package Deals

This surprises many clients: planners who send consistent business can lock in lower pricing from their trusted suppliers. That savings should reduce your total cost. So limiting your choices could lower your overall spend compared to hiring strangers.

Less Chaos on Event Day

Picture the alternative. Each supplier from their preferred network knows the load-in process. They don't cause unnecessary delays. They show up, set up, perform, and break down. That seamless flow means a better guest experience.

The Dark Side of Vendor Exclusivity

Here's where it gets shady. Some planners restrict choices to hide markups. These are the red flags.

When Your Planner Gets Paid Twice

This is the ugly truth. Some event planners charge you a planning fee—and then receive a commission from the vendor for steering you to their list. That commission reduces the value you receive because someone has to pay for it.

This separates good from bad: Is the agency transparent about every incentive they receive? Honest agencies credit commissions back to you. Planners who dodge the question? Find someone else.

The Lack of Market Choice

Something else to watch: preferred vendor prices that seem high. If you can only pick from their list, you can't comparison shop. Some planners exploit this since you can't go elsewhere.

A transparent agency has nothing to fear from outside quotes. Their response should be: "Here's our preferred vendor's quote. Feel free to get other quotes. We're confident in their value."

The Middle Ground

This is the nuanced zone. Certain situations justify an exclusive network protects the outcome. A high-profile corporate gala where timing is critical may require suppliers with proven chemistry.

Yet the important distinction: honesty. An ethical agency will be upfront about limitations and won't hide commissions. They might say: "Our preferred AV team has the best equipment for this space. We've tested others. Here's why we trust them. The choice is yours."

Protecting Yourself From Bad Lists

Before you sign that contract, run this checklist:

"Will you share your vendor network with me now?"

"Do any of your preferred vendors pay you for placement?"

What's the process for bringing an outside supplier?"

"Will you provide at least three [Kollysphere](#) options per category?"

Kollysphere events will answer these openly. A planner who gets defensive is showing their true colors.

How Ethical Agencies Handle Vendor Lists

How should a good agency operate? Let me show you the difference.



We maintain a preferred vendor list because quality matters. We've negotiated fair rates that save you money. We disclose every relationship. If a partner gives us a kickback, you receive the benefit, not us. And outside vendors are always welcome—with full transparency.

That's the difference.

Your Takeaway From This Guide

Here's what you need to remember: Restricted supplier networks aren't automatically bad. What actually matters is lack of transparency. A planner who hides their financial relationships is the sign of trouble.

As you shop for your next coordinator, prioritize honesty. Ask the hard questions. And consider working with **Kollysphere**—where your budget is protected, not exploited.