A System-wide, Collaborative Purchasing Process
A disciplined, systematic and coordinated process for reducing the total costs of externally purchased materials, products and services while maintaining or improving levels of quality, service and technology.
CRITICAL SUCCESS FACTORS

✔ Visible, Active Executive Sponsorship
  - A Single Vision
  - Internal Cooperation and Participation

✔ End User Focus and Involvement
  - Clear Understanding of User Requirements
  - Use of Cross Functional/Departmental Teams

✔ Data Integrity
  - Rigorous Analysis
  - Fact Based Decisions

✔ Appropriate Use Of Technology
  - Internet Enabled E-Procurement
  - Solid, Reliable System Infrastructure

✔ Continuous Process Improvement
  - Establish Best Practices/ Supplier Key Performance Indicators
  - Constantly Measure Results and Implement Improvements
Road Map

**INCREASED CUSTOMER SATISFACTION**

**PRODUCT QUALITY**

**SIGNIFICANT COST REDUCTIONS**

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**MISSION**

**STRATEGIES**

**TACTICS**

**Collaborative Purchasing Process**

- Conduct Detailed Analysis
- Identify/Prioritize Opportunities
- Launch Cross Functional/Divisional Teams
- Establish User requirements
- Execute Competitive RFP Process
- Monitor Compliance/Customer Satisfaction

**Technology**

- Develop Timely and Accurate View of Spending Data
- Simplify and Stream-line Processing (P-Card)
- E-Procurement Development

**Processes**

- Rationalize Current Specifications
- Evaluate New/Alternative Products
- Measure/Improve Supplier Performance

- Best Practices Analysis
- Business Process Analysis
- Identify/Eliminate Non-Value Activities
- Implement Continuous Improvement Practices/Metrics

**Implementation of Best Practices**

**Products and Services**
Major Commodity Relationship Groups

- **Professional Services**
  - Professional Services
  - Temporary Services

- **Miscellaneous**
  - Utilities
  - Misc. Equipment
  - Printing Services and Supplies
  - Furniture
  - Business Equipment
  - Freight & Shipping Supplies
  - Misc. Other, Includes:
    - Athletic & Rec. Supplies
    - Auto Rental
    - Collections
    - Departmental Stores
    - Explosives & Firearms
    - Literary Services
    - Medical Equipment
    - Misc. Supplies
    - Site Maintenance
    - Theater Supplies

- **Services**
  - Medical Services
  - Food Services
  - Entertainment Services
  - Travel
  - Misc. Services
  - Security
  - Environmental Services

- **Supplies**
  - Laboratory Supplies
  - Maintenance/Repair/Operations
  - Medical Supplies
  - Multimedia Supplies
  - Office Supplies
  - Pharmaceuticals

- **Telecommunications/Computer**
  - Computer Equipment
  - Computer Supplies/Software
  - Telecommunications Equipment/Services