Leveraging eProcurement Technologies and Strategic Partnerships for Maximum Savings
ICCCFO Spring Conference - April 23, 2014
Challenges Facing Education

Need to do more with less

- Less money
- Fewer resources
- Increased enrollment

Closer scrutiny by the public

- Cost reduction tools
- Evaluation of existing processes

Vastly changed world

- Technology and digitization
- Complex marketplace (more choices than ever)
JJC Drivers

• Emphasis on program and process review
  – Reduce operational costs
  – Business & Auxiliary Service operations
    • Purchasing
      – Cost
      – Man hours
Purchasing - Opportunities for Improvement

- Streamline processes
- Reliable documentation
- Integration with Colleague
- User friendly / Web-based
Leverage and improve technologies and third-party partnerships

- E-procurement technology
- Optimized business processes
- Cooperative purchasing
- External relationships and resources
ESM Solutions offered multiple intuitive, tailorable and affordable cloud-based applications.

- Reduced transaction and administrative costs – all steps in process
- Increased contract compliance – Single repository for all contracts
- Reduced item and inventory costs
- Reduced purchase/acquisition cycle times
- Reduced data entry errors – Duplication in effort, wrong shipments
E-procurement Software at Joliet Junior College

• How we started
  – Project lead
  – Timeline
  – Pilot Group
easyPurchase Modules
eProcurement & Cooperative Purchasing
Benefits of eProcurement

- Reduced Process Costs
- Data Access and Analysis
- Standardize Processes
- Ease of Use
- Compliance
- Greater Control
Reporting – Spend Management

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E&I Cooperative Services and ESM Solutions
E&I Cooperative Services

- Member-Owned, not-for-profit Sourcing Cooperative
- Offers Expertise, Solutions and Services to higher education and related institutions.
- More than 3,000 member institutions,
- Helps Members Reduce Costs and Optimize Supply Chain Efficiencies.
- Portfolio Experts in the Field Working Directly with Members
- Member-Driven Competitive Solicitation Process - Validated by the National Institute of Governmental Purchasing (NIGP).
Contract Incentives: City Colleges of Chicago Focused Spend multiple E&I Contracts, Receiving a $13,000 rebate from Grainger last year

Save Time and Resources: Elgin Community Colleges had a Major Expansion Plan to move a suburban campus to downtown. The E&I Steelcase Contract was used and they furnished the new building without having to go out to bid

Outsourcing: Texas A&M moved facilities services to SSC, keeping existing staff, lowering risk and created greater efficiency after a $40 Million reduction in state appropriations.
1. Software Licenses for a Major Private University:
   • saved approximately $45k (3.4%), 33 bids received from 5 suppliers

2. Electricity and Natural Gas for a Private Institution in DC:
   • saved approximately $3.0M (29%), 50 bids received from 13 suppliers

3. Waste Hauling for a Major North-Eastern Institution:
   • saved approximately $60k (8%), 33 bids received from 5 suppliers

4. Computers for a Texas Community College District:
   • saved approximately $500k (21.7%), 6 bids received from 2 suppliers

5. Security Guard Services for a Multi-Campus Western Institution:
   • saved approximately $33k (16%), 45 bids received from 9 suppliers
**E-Procurement Technology** – One Purchasing application and process with access to preferred supplier catalogs and the ability to put 100% PO volume through online system. Reflecting your business rules, your specific pricing and controls.

**Cooperative Purchasing** – Leverage the knowledge and expertise of your Cooperative Purchasing Partner as a primary resource for Supplier contracts that have thoroughly vetted through the competitive bid process.

JJC