Spend Analytics: we have implemented a spend analytics solution and have greater data visibility, what do we do now?"

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Spend Analytics Overview

• What is Spend Analytics?
  – The process of aggregating, classifying, and leveraging spend data for the purpose of reducing costs, improving operational performance and ensuring compliance.
Spend Analytics Overview

• Why is Spend Analytics important?
  – Spend data insight is critical for identifying hard-dollar savings opportunities and developing sourcing, budgeting and planning strategies
  – Drives purchasing compliance with negotiated contracts and identifies missed opportunities
  – Supports data driven communications to campus leadership, stakeholders, team members and suppliers
  – Universities require adequate oversight to ensure consistent compliance with Federal regulations, specifically as it relates to grants management
  – Pressures to extend value of existing sourcing, procurement and ERP technology investments
The graphic below demonstrates a typical framework for gathering, cleansing, enriching and analyzing data that can be leveraged for procurement projects and reporting.
Spend Analytics

Providing spend data to a solution provider for classification does not guarantee results. Knowing what to do with this data is the key to a successful program.

- **Extract**
  - Provide guidance on definition of spend and associated attributes
  - Determine what data elements should be included in the solution
  - Identifying originating sources for spend data

- **Validate / Cleanse**
  - Recommend end user testing and defect resolution strategy
  - Provide testing guide and script templates
  - Function as liaison between University and solution provider during test spend data feeds

- **Classify**
  - Provide an audit process during UNSPSC categorization of spend
  - Recommend sourcing groups (Huron classification schema)

- **Enhance / Enrich**
  - Guidance around potential varying data enhancement and enrichment opportunities based on solution provider selected

- **Analyze / Report**
  - Provide standard spend report types and recommend procurement activities related to the solution Go-Live
Spend Analytics – Spend Classification

Leveraging analyzed category data, spend classification provides clarity of spend categories, subcategories and vendors as a starting point to identify sourcing related opportunities and broader category management.

<table>
<thead>
<tr>
<th>Huron Category Level I</th>
<th>Huron Category Level II</th>
<th>A/P</th>
<th>P-Card</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>FOODSERVICE</td>
<td>FOODSERVICE PRODUCTS</td>
<td>$7,880</td>
<td>$130</td>
<td>$8,010</td>
</tr>
<tr>
<td></td>
<td>FOODSERVICE MANAGEMENT</td>
<td>3,485</td>
<td>-</td>
<td>3,485</td>
</tr>
<tr>
<td></td>
<td>CATERING</td>
<td>1,980</td>
<td>1,400</td>
<td>3,380</td>
</tr>
<tr>
<td>Foodservice Category Subtotal</td>
<td></td>
<td>$13,345</td>
<td>$1,530</td>
<td>$14,875</td>
</tr>
<tr>
<td>TRAVEL</td>
<td>LODGING</td>
<td>$2,400</td>
<td>$1,850</td>
<td>$4,250</td>
</tr>
<tr>
<td></td>
<td>AGENCY</td>
<td>2,450</td>
<td>185</td>
<td>2,635</td>
</tr>
<tr>
<td></td>
<td>AIR TRAVEL</td>
<td>665</td>
<td>1,640</td>
<td>2,305</td>
</tr>
<tr>
<td></td>
<td>GROUND TRANSPORTATION</td>
<td>1,150</td>
<td>600</td>
<td>1,750</td>
</tr>
<tr>
<td></td>
<td>ENTERTAINMENT</td>
<td>1,060</td>
<td>365</td>
<td>1,425</td>
</tr>
<tr>
<td>Travel Category Subtotal</td>
<td></td>
<td>$7,725</td>
<td>$4,640</td>
<td>$12,365</td>
</tr>
<tr>
<td>ADMINISTRATIVE</td>
<td>SHIPPING &amp; LOGISTICS</td>
<td>$3,355</td>
<td>$170</td>
<td>$3,525</td>
</tr>
<tr>
<td></td>
<td>DOCUMENT SERVICES</td>
<td>2,745</td>
<td>115</td>
<td>2,860</td>
</tr>
<tr>
<td></td>
<td>OFFICE RELATED PRODUCTS</td>
<td>2,665</td>
<td>55</td>
<td>2,720</td>
</tr>
<tr>
<td></td>
<td>GENERAL RETAIL</td>
<td>910</td>
<td>225</td>
<td>1,135</td>
</tr>
<tr>
<td>Administrative Category Subtotal</td>
<td></td>
<td>$9,675</td>
<td>$565</td>
<td>$10,240</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Vendor Name</th>
<th>Est. Annl. Spend</th>
<th>% of Spend</th>
<th>Purchasing Contract</th>
</tr>
</thead>
<tbody>
<tr>
<td>OFFICE MAX</td>
<td>$1,965</td>
<td>72%</td>
<td>Yes</td>
</tr>
<tr>
<td>PAPER MART</td>
<td>230</td>
<td>8%</td>
<td>Yes</td>
</tr>
<tr>
<td>STAPLES</td>
<td>95</td>
<td>4%</td>
<td></td>
</tr>
<tr>
<td>Subtotal</td>
<td>$2,290</td>
<td>84%</td>
<td></td>
</tr>
<tr>
<td>Other (3+)</td>
<td>$430</td>
<td>16%</td>
<td>2+</td>
</tr>
<tr>
<td>Total</td>
<td>$2,720</td>
<td>100%</td>
<td></td>
</tr>
</tbody>
</table>
Once the area for analysis has been identified, remainder of activity can focus on identification of strategic sourcing opportunities and overall category management.

Office Supplies Subcategories

- As the number of unique items increases, the number of price points received increases within a given category or product type
- Product proliferation is particularly widespread in ORP categories such as Filing & Record Storage, Technology, Converted Paper Products, Pens / Pencils & Corrections, and Other
- Product rationalization savings opportunities exist across many product categories
By identifying areas of spend, you can further segment by manufacturer to further refine potential sourcing opportunities. In this example, toner spend analysis highlights opportunities to rationalize supply, increase use of the MFD fleet, and consider remanufactured products.

**Toner Spend by Manufacturer**

- Combined purchases of HP, Staples Brand, and Dell toner products account for almost XX% of University’s total toner spend.
- The high-dollar amount and numerous manufacturer brands of toner suggest that the purchase and utilization of small-scale copiers and printers are likely prevalent on campus.

**Opportunities:**
- Transfer independent printer volume to existing MFD fleet to reduce total campus printing costs.
- Rationalize supplier for greater discounts.
- Consider remanufactured products.

**A wide range of discount levels were received on Toner products by the University; periodic price audits can be instituted to ensure pricing compliance with contracted general category discounts.**

### Toner Spend by Top Manufacturers

<table>
<thead>
<tr>
<th>Mfr. Name</th>
<th>Est. Annl. Spend ($K)</th>
<th>Contracted Discount Level</th>
<th>OEM Product Discount Received</th>
<th>Wtd. Avg. Discount Received</th>
<th>Contracted Discount v. Wtd. Avg. Discount Received</th>
</tr>
</thead>
<tbody>
<tr>
<td>HP</td>
<td>$1,614</td>
<td>35%</td>
<td>30% - 56%</td>
<td>34%</td>
<td>-1%</td>
</tr>
<tr>
<td>Staples Brand</td>
<td>$501</td>
<td>60%</td>
<td>30%</td>
<td>30%</td>
<td>-30%</td>
</tr>
<tr>
<td>Dell</td>
<td>$230</td>
<td>5%</td>
<td>N/A</td>
<td>N/A</td>
<td>N/A</td>
</tr>
<tr>
<td>Other (35)</td>
<td>$364</td>
<td>30%</td>
<td>0% - 79%</td>
<td>45%</td>
<td>15%</td>
</tr>
</tbody>
</table>

Total: $2,709
Spend Analytics - Identifying Opportunities

By analyzing manufacturer spend detail, you can further segment by product type to further refine potential sourcing opportunities. In this example, HP toner spend is broken down by top product type to highlight the potential savings benefits of remanufactured products.

**OEM v. Remanufactured Toner**

- Increased utilization of reman toner can generate at least XX% in savings over OEM toner for top HP SKUs.
- The quality of remanufactured toner cartridges has improved dramatically since they were introduced 20+ years ago; high-quality remanufactured cartridges now undergo a process that makes them equivalent in performance, print quality and page yield to new models, requiring them to meet all OEM specifications.
- Environmental benefits of using remanufactured toner cartridges include keeping non-biodegradable material out of landfills and conserving the equivalent of three quarts of oil per cartridge.
- Industry Leader: MIT’s Copy Technology Centers use remanufactured toner cartridges whenever possible, commenting that “the quality is great.”

**Sample HP Toner Products with Spend**

<table>
<thead>
<tr>
<th>Mfr. #</th>
<th>Item Description</th>
<th>Qty</th>
<th>Est. Annl. Spend</th>
<th>Avg. Unit Price Paid</th>
<th>Reman Toner Price</th>
<th>Price Variance</th>
<th>Extrapolation Impact</th>
</tr>
</thead>
<tbody>
<tr>
<td>CC364A</td>
<td>HP LASERJET 64A BLACK TONER</td>
<td>1,590</td>
<td>$187,747</td>
<td>$118.08</td>
<td>$81.12</td>
<td>31%</td>
<td>$58,766</td>
</tr>
<tr>
<td>CE505A</td>
<td>HP CE505A BLACK TONER CARTRIDG</td>
<td>1,298</td>
<td>$88,511</td>
<td>$68.19</td>
<td>$41.73</td>
<td>39%</td>
<td>$34,345</td>
</tr>
<tr>
<td>CE278A</td>
<td>HP 78A TONER</td>
<td>574</td>
<td>$40,536</td>
<td>$70.62</td>
<td>$36.70</td>
<td>48%</td>
<td>$19,470</td>
</tr>
<tr>
<td>CC533A</td>
<td>HP CC533A MAGENTA TONER</td>
<td>340</td>
<td>$35,421</td>
<td>$104.18</td>
<td>$57.24</td>
<td>45%</td>
<td>$15,960</td>
</tr>
<tr>
<td>CC531A</td>
<td>HP CC531A CYAN TONER</td>
<td>340</td>
<td>$35,421</td>
<td>$104.18</td>
<td>$57.24</td>
<td>45%</td>
<td>$15,960</td>
</tr>
<tr>
<td>CC532A</td>
<td>HP CC532A YELLOW TONER</td>
<td>308</td>
<td>$32,087</td>
<td>$104.18</td>
<td>$57.24</td>
<td>45%</td>
<td>$14,458</td>
</tr>
<tr>
<td>CC530A</td>
<td>HP CC530A BLACK TONER</td>
<td>296</td>
<td>$31,577</td>
<td>$106.68</td>
<td>$58.07</td>
<td>46%</td>
<td>$14,389</td>
</tr>
<tr>
<td>CC364X</td>
<td>HP LASERJET 64X BLACK TONER</td>
<td>132</td>
<td>$30,079</td>
<td>$227.87</td>
<td>$171.03</td>
<td>25%</td>
<td>$7,503</td>
</tr>
</tbody>
</table>

**Spend Analytics - Identifying Opportunities**

By analyzing manufacturer spend detail, you can further segment by product type to further refine potential sourcing opportunities. In this example, HP toner spend is broken down by top product type to highlight the potential savings benefits of remanufactured products.
In this example, copy paper spend is broken down by top product type to highlight the potential savings benefits of consolidating spend to best-value products.

### Top White Copy Paper Products

<table>
<thead>
<tr>
<th>Manufacturer Product #</th>
<th>Item Description</th>
<th>Manufacturer Name</th>
<th>UOM</th>
<th>Qty</th>
<th>Avg. Unit Price</th>
<th>Ext. Price Paid ($K)</th>
<th>Avg. Price Per Ream</th>
<th>Total Ream Qty</th>
<th>Ext. Price for Best-Value</th>
<th>Extrapolation Impact ($K)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Case (10 Reams)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>135848-WH</td>
<td>SPLS 8.5X11 COPY CS</td>
<td>DOMTAR</td>
<td>Case</td>
<td>19,110</td>
<td>$31.92</td>
<td>$610</td>
<td>$3.19</td>
<td>191,100</td>
<td>$610</td>
<td>0</td>
</tr>
<tr>
<td>112350/461757</td>
<td>SPLS 8.5X11 30% REC COPY CS</td>
<td>DOMTAR</td>
<td>Case</td>
<td>4,416</td>
<td>$34.91</td>
<td>$154</td>
<td>$3.49</td>
<td>44,160</td>
<td>$141</td>
<td>$13</td>
</tr>
<tr>
<td>3R2047</td>
<td>XEROX 8.5X11 COPY/PRINT CS</td>
<td>XEROX CORP</td>
<td>Case</td>
<td>3,516</td>
<td>$32.60</td>
<td>$115</td>
<td>$3.26</td>
<td>35,160</td>
<td>$112</td>
<td>$2</td>
</tr>
<tr>
<td>87025-CT</td>
<td>SPLS 8.5X11 100% REC COPY CS</td>
<td>INTRNATL PAPER</td>
<td>Case</td>
<td>1,058</td>
<td>$44.81</td>
<td>$47</td>
<td>$4.48</td>
<td>10,580</td>
<td>$34</td>
<td>$14</td>
</tr>
<tr>
<td>221192</td>
<td>STAPLES 8.5X11 3HOLE COPY CS</td>
<td>DOMTAR</td>
<td>Case</td>
<td>1,102</td>
<td>$36.63</td>
<td>$40</td>
<td>$3.66</td>
<td>11,020</td>
<td>$35</td>
<td>$5</td>
</tr>
<tr>
<td>513096-BL</td>
<td>SPLS 8.5X11 MULTIUSE 20/96 CS</td>
<td>DOMTAR</td>
<td>Case</td>
<td>344</td>
<td>$36.36</td>
<td>$13</td>
<td>$3.64</td>
<td>3,440</td>
<td>$11</td>
<td>$2</td>
</tr>
<tr>
<td>Ream</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>135855-WH</td>
<td>STAPLES 8.5X11 COPY RM</td>
<td>DOMTAR</td>
<td>Ream</td>
<td>79,116</td>
<td>$3.19</td>
<td>$252</td>
<td>$3.19</td>
<td>79,116</td>
<td>$252</td>
<td>0</td>
</tr>
<tr>
<td>3R2047</td>
<td>XER COPY PRINT 8.5X11 COPY RM</td>
<td>XEROX CORP</td>
<td>Ream</td>
<td>18,232</td>
<td>$3.28</td>
<td>$60</td>
<td>$3.28</td>
<td>18,232</td>
<td>$58</td>
<td>$2</td>
</tr>
<tr>
<td>DPP851251</td>
<td>PPR LETTER CUT SHEETS 8.5X11</td>
<td>DOMTAR INC.</td>
<td>Ream</td>
<td>7,242</td>
<td>$4.11</td>
<td>$30</td>
<td>$4.11</td>
<td>7,242</td>
<td>$23</td>
<td>$7</td>
</tr>
<tr>
<td>112350/1542</td>
<td>STAPLES 8.5X11 30% REC COPY RM</td>
<td>DOMTAR</td>
<td>Ream</td>
<td>7,196</td>
<td>$3.49</td>
<td>$25</td>
<td>$3.49</td>
<td>7,196</td>
<td>$23</td>
<td>$2</td>
</tr>
<tr>
<td>221192</td>
<td>SPLS 8.5X11 3-HOLE COPY REAM</td>
<td>DOMTAR</td>
<td>Ream</td>
<td>6,646</td>
<td>$3.66</td>
<td>$24</td>
<td>$3.66</td>
<td>6,646</td>
<td>$21</td>
<td>$3</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>$1,371</td>
<td>413,892</td>
<td>$1,321</td>
<td>$50</td>
</tr>
</tbody>
</table>

By consolidating white copy paper purchasing on the SKU with the best-value ream price, the University will save $50K per year.
Spend Analytics – Compliance & Trend Monitoring

Spend analysis as part of category management will facilitate the identification of purchasing trends, buying patterns as well as monitor utilization and spend consolidation of key strategic suppliers to support your category strategy.

**Spend Trend Shown at Category Level**

- Understand year-over-year category level spend trends
- Monitor strategic supplier spend growth as well as non-strategic supplier spend reduction
- Identify new suppliers entrance
Spend Analytics – Supplier Management

In this example, spend and transaction analysis by supplier highlights preferred supplier volume and opportunities to manage non-preferred spend.

### Top 20 Suppliers by Spend

<table>
<thead>
<tr>
<th>Supplier</th>
<th>Est. Annl. Spend ($K)</th>
<th>% of Total Spend</th>
<th># of Transactions</th>
<th>% of Total Transactions</th>
</tr>
</thead>
<tbody>
<tr>
<td>CLASSIC SOLUTIONS</td>
<td>$596,062.27</td>
<td>7%</td>
<td>4,591</td>
<td>16.1%</td>
</tr>
<tr>
<td>STATE ELEC SUPPLY</td>
<td>$355,947.44</td>
<td>4%</td>
<td>1,698</td>
<td>5.9%</td>
</tr>
<tr>
<td>CRESCENT &amp; SPRAGUE SUP</td>
<td>$315,760.38</td>
<td>4%</td>
<td>946</td>
<td>3.3%</td>
</tr>
<tr>
<td>DIRECT RESOURCE INC</td>
<td>$305,149.80</td>
<td>4%</td>
<td>586</td>
<td>2.1%</td>
</tr>
<tr>
<td>STANLEY SECURITY</td>
<td>$225,347.06</td>
<td>3%</td>
<td>79</td>
<td>0.3%</td>
</tr>
<tr>
<td>LOWES</td>
<td>$173,027.58</td>
<td>2%</td>
<td>2,063</td>
<td>7.2%</td>
</tr>
<tr>
<td>AIRGAS</td>
<td>$123,705.94</td>
<td>2%</td>
<td>268</td>
<td>0.9%</td>
</tr>
<tr>
<td>BUCKEYE POWER SALES</td>
<td>$123,275.81</td>
<td>1%</td>
<td>51</td>
<td>0.2%</td>
</tr>
<tr>
<td>Grainger, Inc.</td>
<td>$115,235.95</td>
<td>1%</td>
<td>643</td>
<td>2.2%</td>
</tr>
<tr>
<td>TRANE CO</td>
<td>$107,841.04</td>
<td>1%</td>
<td>28</td>
<td>0.1%</td>
</tr>
<tr>
<td>JOHN DEERE COMPANY</td>
<td>$85,071.58</td>
<td>1%</td>
<td>40</td>
<td>0.1%</td>
</tr>
<tr>
<td>AQUA SCIENCE INC</td>
<td>$82,829.54</td>
<td>1%</td>
<td>12</td>
<td>0.0%</td>
</tr>
<tr>
<td>FASTENAL CO</td>
<td>$82,368.36</td>
<td>1%</td>
<td>287</td>
<td>1.0%</td>
</tr>
<tr>
<td>HILLYARD INC</td>
<td>$81,411.66</td>
<td>1%</td>
<td>221</td>
<td>0.8%</td>
</tr>
<tr>
<td>B &amp; H PHOTO-VIDEO.COM</td>
<td>$77,145.25</td>
<td>1%</td>
<td>139</td>
<td>0.5%</td>
</tr>
<tr>
<td>PRECISION IMPRINT</td>
<td>$72,368.20</td>
<td>1%</td>
<td>126</td>
<td>0.4%</td>
</tr>
<tr>
<td>GovConnection</td>
<td>$72,078.26</td>
<td>1%</td>
<td>541</td>
<td>1.9%</td>
</tr>
<tr>
<td>KETCHUM &amp; WALTON CO</td>
<td>$70,343.41</td>
<td>1%</td>
<td>36</td>
<td>0.1%</td>
</tr>
<tr>
<td>PAMS INC</td>
<td>$68,693.64</td>
<td>1%</td>
<td>139</td>
<td>0.5%</td>
</tr>
<tr>
<td>RICHLAND AUTO PARTS</td>
<td>$67,650.96</td>
<td>1%</td>
<td>398</td>
<td>1.4%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>$3,201,314.13</strong></td>
<td><strong>39%</strong></td>
<td><strong>12,892</strong></td>
<td><strong>45.1%</strong></td>
</tr>
</tbody>
</table>

- The Top 200 facility supplies products by volume account for XX% of transactions and XX% of the spend
- Lowe's has the highest volume of all non-preferred suppliers (second overall by transaction volume)
- Less than 1% of University's suppliers are responsible for approximately 40% of the spend and 45% of the transactions
Spend Analytics UC San Diego— How do we get there?

- Multiple Disparate Systems-no data
- Dedicated Analytics Team
- Manual Manipulation and Cleansing of data
- Robust Data Dashboards
- Client-facing Data
- Enterprise Analytics System
Spend Analytics at UC San Diego

• Department Focused Reports
  – Weekly Analytics
  – Quarterly Dashboard

• Customer Focused Reports
  – MySpend
  – Department Brochures
Spend Analytics UC San Diego - Weekly Smart Analytics

4,130 Marketplace PO’s totaling $4,277,312 (FY14 Average is 4,016 and $5,352,859, High $13,526,520)

515 iRequests totaling $2,572,967 (FY14 Average is 562 and $5,835,152, FY High $12,548,376)

$784,838 Marketplace Small Business Diversity Spend

$1,343,115 Total Benefits entered into Tracker
- Brad Ouellet with $745,823
- Tony Esquer with $498,299
(Tracks orders and Marketplace order for 2/15)

164 STOR Orders totaling $8,334
Does not include Arrowhead Water

5,552 Packages Received (1110 packages a day average)
72% Marketplace Packages
HazMat accounted for 6%

That’s a lot of packages!

668,356

99 BF Support Cases Solved

NAEP National Association of Educational Procurement

Procurement in the Winners Circle
Spend Analytics - Dashboard

1. Spend (based on Payments) by Channel

- XHDS: 8%
- IFIS PO: 2%
- MP Sub: 5%
- EC: 8%
- IFIS Sub: 13%
- XPPS: 15%
- Other: 8%
- MP: 47%

2. Buying Channel Transactions

- FY14 Q1: 65%
- FY14 Q2: 58%

- MP: 32%
- EC: 3%
- EO: 4%
- High Value PO: 3%

3. Total Benefit (Revenue, Cost Savings, Cost Avoidance, Cost Reduction)

- Total: $10,678,920
- Strategic Sourcing: $6,140,839
- Strategic Procurement: $2,539,495
- Hosting & Dining: $1,182,900
- Material Support Services: $43,293
- Total: $772,393

4. Strategic Sourcing Agreement Spend

- Total: $128,180,079
- FY14 Q1: $62,951,018
- FY14 Q2: $57,556,439
- Total: $120,507,457

- MP: $17,967,273
- XPPS: $16,885,265
- IFIS Sub: $16,885,265
- EC: $9,238,414
- MP Sub: $8,002,782
- IFIS PO: $3,578,185
- XHDS: $1,859,245
- Other: $7,697,988
- Total: $255,291,513

5. Spend Under Management*

- FY14 Q1: 68%
- FY14 Q2: 61%
- Cumulative FY14: 39%

Performance Based Metrics

*Managed Spend vs. Unmanaged Spend
Spend Analytics - Dashboard

6. Total Requisitions Processed (includes Change Orders) by Prof. Buyer

- FY14 Q1: 2,774, $89
- FY14 Q2: 2,514, $70
- FY14 Total: 5,288, $182.4

7. Marketplace Requisition Cycle Time (excludes revisions)

- Required buyer approval (includes Subawards)
  - FY14 Q1: 54%, 15% 18%
  - FY14 Q2: 4%, 13% 19%
- Did not require buyer approval
  - FY14 Q1: 46%, 85%
  - FY14 Q2: 96%, 84%

8. Marketplace PO Count and PO Value by Supplier Type (includes Change Orders)

- PO Count: 105,261
- PO Value: $174,793,309

9. Top 10 Marketplace Departments by PO Count (50% of total POs)

10. Top 10 Marketplace Suppliers by PO Count (50% of total POs)

Operational Metrics
## Spend Analytics – Dashboard Definitions

1. **Spend (based on Payments) by Channel [pie chart]**
   - Spend distribution by channel for each quarter based on actual payments.
   - MP=Marketplace, XPS=A&PS batch feed, IFIS Subs=Subawards Issued in IFIS legacy, EC=Express Card, MP Subs=Subaward Issued in Marketplace, IFIS PO=IFIS legacy, XHDS=FoodPro batch feed.
   - Other includes: Express Order (EXPR), Storehouse batch feed (XSTH), Mail Services (XMLS).
   - Alzheimer's Disease Cooperative Study Batch Feed (XADC) included in “IFIS Sub” Data.
   - Excludes Construction.

   **Significance:** Compare spend by channel to track effects of Marketplace adoption.

2. **Buying Channel Transactions [stacked column]**
   - Transaction distribution by channel for each quarter along with a cumulative average for each channel.
   - MP=Marketplace, EC=Express Card, EO=Express Order, High Value PO=IFIS legacy.

   **Significance:** Assess progress towards goal of 80% total transactions occurring in Marketplace.

3. **Total Benefit (Revenue, Cost Savings, Cost Avoidance, Cost Reduction) [waterfall column]**
   - Benefits across all projects: Includes Revenue, Cost Savings, Cost Avoidance, Cost Reduction.
   - A&PS/FM, Technology & Customer Solutions, Housing & Dining and Central Procurement: Combines hard and soft dollar cost savings entered into SharePoint Savings Tracker by team as a result of their actions to obtain additional savings for one-off transactions.
   - Material Support Services Recharge Revenue and MSS last mile revenue.
   - Strategic Sourcing represents savings from system wide and local agreements, vendor patronage.

   **Significance:** Represents the department’s benefit with our effort to generate revenue, savings and reduce costs.

4. **Strategic Sourcing Agreement Spend [column]**
   - Total spend by strategically sourced agreement suppliers.

   **Significance:** Monitor spend amount and trend with Strategically Sourced suppliers.

5. **Spend Under Management [stacked bar]**
   - Managed spend occurs when spend is against an agreement supplier or when a professional buyer has reviewed the spend (i.e. high value requisitions or controlled substances, etc.).
   - This spend is based on actual payments and excludes Subawards.
   - All Housing and Dining spend is considered managed spend.

   **Significance:** Monitor percentage of spend with compliant and non-compliant suppliers.
Marketplace Orders by Line Item Type

- Punchout Product: 7%
- miniRequest: 7%
- iRequest: 3%

Marketplace Search Results: 83%

Improve the P&C experience...

- Approve Requisitions without having to log into Marketplace—use email approvals. Open up your email, review the order, enter your approval code and you're done.

- Utilize Shared Favorites to create consistent product ordering and share search results & iRequests with others in your office or lab.

Marketplace PO Cycle Time

- 94% of Requisitions are processed in Less than 1 Hour
- 98% are processed in less than 1 business day

- <5 Min: 91%
- 5-30 Min: 9%
- 1-8 Hours: 0%
- 8-24 Hours: 0%
- >24 Hours: 0%

Lab/Work Group lets you monitor ordering in real-time, pull reports and analyze your department's Marketplace spend.

Set up order queries that run automatically or share queries with others from the Order Query tab in Marketplace.

The P&C webinar training schedule is posted on Blink, along with Marketplace training videos. Topics include processing Subawards and PO Revisions.

For any P&C questions or to arrange a training session, please contact us:
Marketplace: mphelp@ucsd.edu
Business Contracts: buscon@ucsd.edu

VC Student Affairs
FY13 Q2 – FY14 Q1
Spend Analytics

Average VC Student Affairs dollars spent each week on goods and services.
(Marketplace, Express Card, Express Order, IFIS POs)
* Excludes Subawards

For more Smart Analytics, check out http://www.bfs.ucsd.edu/PUR/Analytics/index.html

$2.5K*
Top 10 Suppliers By Spend *

<table>
<thead>
<tr>
<th>Supplier</th>
<th>Spend</th>
<th>% of Spend</th>
</tr>
</thead>
<tbody>
<tr>
<td>OFFICE MAX</td>
<td>$11,480</td>
<td>8.9%</td>
</tr>
<tr>
<td>GOOGLE</td>
<td>$10,283</td>
<td>8.0%</td>
</tr>
<tr>
<td>COPY IT</td>
<td>$10,017</td>
<td>7.7%</td>
</tr>
<tr>
<td>DELL COMPUTER</td>
<td>$8,912</td>
<td>6.9%</td>
</tr>
<tr>
<td>BKM OFFICEWORKS</td>
<td>$8,863</td>
<td>6.9%</td>
</tr>
<tr>
<td>GOLD FIELD STAGE &amp; CO.</td>
<td>$7,121</td>
<td>5.5%</td>
</tr>
<tr>
<td>UCLA</td>
<td>$5,349</td>
<td>4.1%</td>
</tr>
<tr>
<td>UTC BAKERY</td>
<td>$4,899</td>
<td>3.8%</td>
</tr>
<tr>
<td>BIMPRINT</td>
<td>$3,563</td>
<td>2.8%</td>
</tr>
<tr>
<td>CLASSIC RENTALS</td>
<td>$3,467</td>
<td>2.7%</td>
</tr>
</tbody>
</table>

Top 5 Agreement Suppliers By Spend *

- **Office Max**: $11,480 (8.9%)
- **Dell**: $8,912 (6.9%)
- **BKM**: $8,863 (6.9%)
- **IBM**: $2,470 (1.8%)
- **CDWG**: $1,606 (1.2%)

Bottom line Results!

- **Student Health**: $80,152
- **University Centers**: $20,565
- **Sports Facilities**: $16,403
- **Admissions & Enrollment Svcs**: $11,645
- **International Center**: $9,135
- **Student Life**: $8,154
- **Intercollegiate Athletics**: $6,417
- **Campus Recreation**: $5,607
- **VC Student Affairs**: $4,396
- **13 Departments < $4,396**: $65,930

Social Responsibility

**VC Student Affairs**
Small Business Diversity Spend

VC Student Affairs ranks 98th in Small Business Concern Spend (98/177)

- HUD Zone Small Business, $210
- Minority Owned Small Business, $602
- Small Disadvantaged Business, $1,176
- Woman-Owned Small Business, $1,991
- Small Business Concern, $5,979

Your support in **GREENING** the campus

- **$5,378**: Office Supplies
- **$10**: Lab Supplies

Green spend includes products that are environmentally friendly and/or come in sustainable packaging material.
MySpend gives at-a-glance insight into your department’s spend and savings to help you understand and optimize your procurement activities by identifying where savings is being realized.
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(Spend is based on actual payments and includes: Marketplace, IFIS legacy purchase orders, Express Card, Express Orders, Subawards and accounts payable invoices)

To get started:

- Select a start and end date below for the period in which you would like to report.
- Enter your Organization number(s). Multiple entries separated by comma (i.e.: 123456, 654321)
- Select a chart type.
- When you click “View Report” a dashboard style snapshot of your buying activity will be generated.
- If you prefer to view the report in a table format, select “Summary Table” from the top bar.

*Spend Data is updated quarterly, 2-4 weeks after the ledger cutoff date.*

**MySpend Summary Chart**

<table>
<thead>
<tr>
<th>Choose a Start Date</th>
<th>Choose an End Date</th>
<th>Enter your Organization Number(s)</th>
<th>Select Chart By</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt;Select a Value&gt;</td>
<td>&lt;Select a Value&gt;</td>
<td>[ ]</td>
<td>&lt;Select a Value&gt;</td>
</tr>
<tr>
<td>[View Report]</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

UC San Diego 9500 Gilman Dr. La Jolla, CA 92093 (858) 534-2230
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Terms & Conditions  Feedback
MySpend – Department Spend Summary

Biology (416210)
Procurement & Contracts realized savings of $15.9MM for FY13
Date Range: 01/01/2013 - 12/31/2013

Top 10 Suppliers by Spend

Spend by Payment Channel

Top 10 Agreement Suppliers by Spend

Top 10 Non-Agreement Suppliers by Spend
MySpend – Department Savings Summary

MySpend Summary Chart

Choose a Start Date: 01/01/2013  
Choose an End Date: 12/31/2013  
Enter your Organization Number(s): 416210  
Select Chart By: Estimated Savings

Biology (416210)

Procurement & Contracts realized savings of $16.9MM for FY13

Date Range: 01/01/2013 - 12/31/2013

Top 10 Agreement Suppliers by Estimated Savings

Estimated Savings by Payment Channel

- Marketplace: $306,350 (31.3%)
- Express Card: $28,625 (9.7%)
- Other: $39 (0.0%)

Report Generated: 4/10/2014 1:51 PM
MySpend – Department Diversity Summary

MySpend Summary Chart

Biology
(416210)

Procurement & Contracts realized savings of $15.9MM for FY13
Date Range: 01/01/2013 - 12/31/2013

Top 10 Suppliers by Small/Diverse Business Spend

Small/Diverse Business Spend by Payment Channel

Top 10 Agreement Suppliers by Small/Diverse Business Spend

Top 10 Non-Agreement Suppliers by Small/Diverse Business Spend
MySpend – Department Transaction Summary

MySpend Summary Chart

Choose a Start Date: 01/01/2013
Choose an End Date: 12/31/2013
Enter your Organization Number(s): 34120
Select Chart by: Number of Transactions

Biology
(416210)

Procurement & Contracts realized savings of $15.3MM for FY13
Date Range: 01/01/2013 - 12/31/2013

Top 10 Suppliers by Number of Transactions

Number of Transactions by Payment Channel

Top 10 Agreement Suppliers by Number of Transactions

Top 10 Non-Agreement Suppliers by Number of Transactions

* Does not include Subawards
# MySpend – Summary Table

## MySpend Summary Table

![Image of MySpend Summary Table]

**Biology (416210)**

Procurement & Contracts realized savings of $15.8MM for FY13

**Date Range:** 01/01/2013 - 12/31/2013

### Top 10 Suppliers by Spend

<table>
<thead>
<tr>
<th>Supplier</th>
<th>Spend</th>
<th>Ext Savings</th>
<th>Sm/Div Bus Spend</th>
<th>Num Trans</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fisher Scientific Company LLC</td>
<td>$751,309.46</td>
<td>$83,477.70</td>
<td>$0.00</td>
<td>3,366</td>
</tr>
<tr>
<td>Newport Corporation</td>
<td>$671,071.30</td>
<td>$50.00</td>
<td>$471,071.30</td>
<td>16</td>
</tr>
<tr>
<td>Olympus America, Inc.</td>
<td>$132,958.81</td>
<td>$42,306.30</td>
<td>$0.00</td>
<td>89</td>
</tr>
<tr>
<td>Union Biometric, Inc.</td>
<td>$313,961.75</td>
<td>$0.00</td>
<td>$313,961.75</td>
<td>4</td>
</tr>
<tr>
<td>VWR International, Inc.</td>
<td>$299,101.84</td>
<td>$29,900.26</td>
<td>$0.00</td>
<td>1,629</td>
</tr>
<tr>
<td>GIBCOA Life Technologies</td>
<td>$202,941.90</td>
<td>$20,249.14</td>
<td>$0.00</td>
<td>582</td>
</tr>
<tr>
<td>University of Texas Southwestern</td>
<td>$180,911.69</td>
<td>$0.00</td>
<td>$180,911.69</td>
<td>1</td>
</tr>
<tr>
<td>Thorlabs, Inc.</td>
<td>$177,474.88</td>
<td>$0.00</td>
<td>$177,474.88</td>
<td>70</td>
</tr>
<tr>
<td>Sigma-Aldrich, Inc.</td>
<td>$176,683.12</td>
<td>$19,631.34</td>
<td>$0.00</td>
<td>290</td>
</tr>
<tr>
<td>Genevac, Inc.</td>
<td>$106,984.87</td>
<td>$12,061.64</td>
<td>$106,984.87</td>
<td>954</td>
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<tr>
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<td>$64,467.10</td>
<td>$7,185.33</td>
<td>$64,467.10</td>
<td>1,377</td>
</tr>
<tr>
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<td>$7,054.47</td>
<td>$0.00</td>
<td>18</td>
</tr>
<tr>
<td>Harlan Laboratories Inc.</td>
<td>$61,137.30</td>
<td>$6,792.92</td>
<td>$61,137.30</td>
<td>224</td>
</tr>
</tbody>
</table>

**Total:** $2,072,642.42 | $198,064.92 | $785,082.55 | 6,032

### Spend by Payment Channels

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<tr>
<th>Origin</th>
<th>Spend</th>
<th>Ext Savings</th>
<th>Sm/Div Bus Spend</th>
<th>Num Trans</th>
</tr>
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<tbody>
<tr>
<td>Marketplace Purchase Order</td>
<td>$5,828,809.76</td>
<td>$100,349.87</td>
<td>$1,938,237.24</td>
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<td>Express Card</td>
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<td>$23,515.14</td>
<td>$228,902.76</td>
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<tr>
<td>IPS Subsidiary</td>
<td>$292,829.88</td>
<td>$0.00</td>
<td>$292,829.88</td>
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</tr>
<tr>
<td>Other</td>
<td>$30,135.10</td>
<td>$0.00</td>
<td>$30,135.10</td>
<td>5</td>
</tr>
<tr>
<td>Marketplace Subsidiary</td>
<td>$14,226.25</td>
<td>$38.84</td>
<td>$13,202.41</td>
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</tr>
<tr>
<td>Express Order</td>
<td>$6,034.36</td>
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<tr>
<td>IPS Purchase Order</td>
<td>$3,762.26</td>
<td>$0.00</td>
<td>$3,762.26</td>
<td>2</td>
</tr>
</tbody>
</table>

**Total:** $7,471,477.57 | $329,013.64 | $2,161,274.76 | 22,779

### Top 10 Agreement Suppliers by Spend

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<td>$6,792.92</td>
<td>$61,137.30</td>
<td>224</td>
</tr>
</tbody>
</table>

**Total:** $2,226,740.28 | $247,415.40 | $173,221.97 | 9,070

### Top 10 Non-Agreement Suppliers by Spend

<table>
<thead>
<tr>
<th>Supplier</th>
<th>Spend</th>
<th>Ext Savings</th>
<th>Sm/Div Bus Spend</th>
<th>Num Trans</th>
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</thead>
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<td>$0.00</td>
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</tr>
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<td>University of Texas Southwestern</td>
<td>$180,911.69</td>
<td>$0.00</td>
<td>$180,911.69</td>
<td>1</td>
</tr>
<tr>
<td>Thoro Labs, Inc.</td>
<td>$177,474.88</td>
<td>$0.00</td>
<td>$177,474.88</td>
<td>70</td>
</tr>
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<td>$146,840.38</td>
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<td>$146,840.38</td>
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</tr>
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</tr>
<tr>
<td>BD Biosciences</td>
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<td>$103,522.89</td>
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</tr>
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<td>$101,194.40</td>
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<td>The Jackson Laboratory</td>
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<td>$94,519.95</td>
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</tr>
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<td>Molecular Devices, Inc.</td>
<td>$71,671.85</td>
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<td>$71,671.85</td>
<td>5</td>
</tr>
</tbody>
</table>

**Total:** $1,757,279.86 | $785,023.55 | $1,757,279.86 | 330

*Does not include Subsidiaries*
Spend Analytics- Smart Analytics Webpage

At UC San Diego, Procurement & Contracts developed metrics using the Balance® Scorecard approach to manage our organization's performance. Our metrics are designed to provide a Return-on-Investment (ROI) to our customers and stakeholders. We continuously use data strategically to identify areas for improvement, support decision making, monitor performance, and increase transparency.

Fiscal Year 2013-2014 (Q1-Q2)

- Spend By Channel (based on payments)
- Buying Channel Transactions
- Total Benefit (Revenue, Cost Savings, Cost Avoidance, Cost Reduction)
- Strategic Sourcing Agreement Spend

http://www-bfs.ucsd.edu/PUR/Analytics/Index.html
Questions