Using Agreements with Contracted Suppliers

November 12, 2019
Julie Alvarez
11:15 am to 11:30 am
WHAT IS STRATEGIC SOURCING?

- The mission of UC Strategic Sourcing is to harness the combined buying power of the university system to lower costs of goods, lower cost of administration, improve product quality and increase service levels.

- UC Davis Strategic Sourcing supports the missions and objectives of UCOP by working together to advance the use of UC system wide contracts and programs.
WHY DO WE NEED STRATEGIC SOURCING?

2002 California state policy to establish sourcing guidelines on purchases greater than $100,000 - Strategic Sourcing defined

2004 University of California Strategic Sourcing Initiative

2016 UC Davis Strategic Sourcing - Information Technologies, MRO - Maintenance/Repair/Operations, Commercial Services, Life Sciences

1990’s eCommerce
Sourcing methodology

- Sourcing methodology refines supplier selection process
  - Clear business requirements and scope of work
  - Life Cycle Assessment studies for many system wide UC contracts
  - Lowest overall cost to the university
  - Technical experts needed to participate
- UC Terms & Conditions accepted
- Risk analysis and mitigation plans
- Supplier compliance with UC policies while conducting business on campus
Benefits of using contracted suppliers

- Price confidence
  - Less time shopping and price comparing
  - Consistent pricing and across campuses and departments
- Promotionals and additional discounts
- Negotiated Delivery/Freight/Handling
- Negotiated returns and warranty protection
- Supplier funded programs for sustainability, internships, special programs
- Faster purchasing process
Added value from contracted suppliers

- Socially responsible purchasing meets UC standards
- Leverage suppliers expertise and knowledge
- Training and vendor shows
- Business reviews for continuous improvement
  - Better data means better negotiating power
  - Change management and communication
  - Supplier performance and relationship management
As part of that refresh, we've moved their tile next to that of the other 5 tax-free alcohol from the Central Storehouse directly in AggieBuy! As of 9/16/2019, these gas cylinder rentals and special services work requests.
CalUSource is a resource for UC, CSU and California Jr. Colleges
Repository of RFX “Request for X” and contracts
Instructional Guides, quick reference guides, webinars, online training videos, job aids

https://calusource.net/
Request access on the “Access Request Form”
Additional instructions can be found at

https://supplychain.ucdavis.edu/procure-contract/strat-sourcing/uc-agreement
Strategic sourcing agreements

- New list of agreements coming soon to SCM webpage
- 276 agreements

<table>
<thead>
<tr>
<th>Expiration Range</th>
<th>Agrmnt #</th>
<th>Buyer</th>
<th>Supplier</th>
<th>Agrmnt Desc</th>
<th>Agrmnt End Dt</th>
<th>Days to Expiration</th>
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<td>Less than 30</td>
<td>A42613</td>
<td>TOM, DAISY L</td>
<td>REXEL INC</td>
<td>As needed electrical parts and supplies, Pr.</td>
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<td>PRODUCE EXPRESS INC</td>
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<td>ALVAREZ, JULIE A</td>
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<td>&quot;Hazardous Waste Management: Transportation &amp; Disposal of Hazardous Waste&quot;</td>
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<td>EPPENDORF NORTH AMERICA INC</td>
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Everyone is invited to join the celebration

- November 19th Tuesday, 11 AM to 2 PM
- Haring Hall across from The Silo
- Visit Haring Hall Room 1131
- New signs inside and outside to improve visibility
Thank You for attending
The Supplier Showcase!

Strategicsourcing@ucdavis.edu