Using Agreements with Contracted Suppliers

UCDAVIS Supply Chain Management November 12, 2019 Julie Alvarez 11:15 am to 11:30 am





https://supplychain.ucdavis.edu/

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?

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

2004 University of California Strategic Sourcing Initiative



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

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

UCDAVIS SUPPLY CHAIN

Subject Matter

Experts needed

Be a SME!

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



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UC Contracts



- 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/ucagreement

Strategic sourcing agreements

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

Strategic Sourcing Agreements

Expiration Range	Agrmnt # 😐	Buyer	Supplier	Agrmnt Desc	Agrmnt End Dt	Days to Expiration	
Less than 30	A42613	TOM, DAISY L	REXELINC	As needed electrical parts and supplies, Pr.	9/30/2019	-38	
	A41145	FOX, ROSABELLE L	PRODUCE EXPRESS INC	Requesting a new PA with Produce Expres	10/31/2019	-7	
	A10031	CAUDLE, CHRISTOPHER J	TECHNICAL SAFETY SERVICES INC	Primary Supplier for the maintenance, rep.	11/1/2019	-6	
	A25824	ALVAREZ, JULIE A	MATHESON TRI-GAS INC	price is \$14.378 per liter effective 7/05/20.	. 11/30/2019	23	
	A43284	FOX, ROSABELLE L	T AND S NORTHSTATE ENTERPRISES LLC	T&S Northstate Enterprises LLC dba Filtra,	. 11/30/2019	23	
30 to 180	A10023	TOM, DAISY L	REMI CORPORATION	Equipment Maintenance Insurance - UCOP .	. 12/31/2019	54	
	A10027	CAUDLE, CHRISTOPHER J	BEST WESTERN PALM COURT HOTEL	Hotel rooms and conference facilities	12/31/2019	54	Ξ
	A10029	ALVAREZ, JULIE A	NEW ENGLAND BIOLABS	Life Science Products - Consumables	12/31/2019	54	
	A10050	ALVAREZ, JULIE A	AGILENT TECHNOLOGIES INC	AggieBuy Supplier of life science products,.	. 12/31/2019	54	
	A10052	ALVAREZ, JULIE A	BIO-RAD LABORATORIES INC	Supplier of life science products, reagents .	. 12/31/2019	54	
	A10057	CAUDLE, CHRISTOPHER J	CLEAN HARBORS ENVIRONMENTAL SERVICES INC	"Hazardous Waste Management: Transpo	12/31/2019	54	
	A10066	CAUDLE, CHRISTOPHER J	UNITED VAN LINES LLC	Household moving services and profession.	. 12/31/2019	54	
	A10086	ALVAREZ, JULIE A	EPPENDORF NORTH AMERICA INC	Eppendorf is an Aggiebuy Supplier of Life	12/31/2019	54	
	A10524	DUYANOVICH, BRITANY M	VERIZON WIRELESS SERVICES LLC	Wireless service and equipment	12/31/2019	54	
	A19882	TOM, DAISY L	EWT HOLDINGS III CORP	Demineralized Water Service / Siemens In	12/31/2019	54	
	A26174	MORGAN, MICHAEL A	STERICYCLE ENVIRONMENTAL SOLUTIONS INC	Hazardous Waste Management: Transport.	. 12/31/2019	54	
	A27462	DUYANOVICH, BRITANY M	SHARP ELECTRONIC CORPORATION	Laser printers, related products and servic.	. 12/31/2019	54	
	A29598	CAUDLE, CHRISTOPHER J	THANDI ENTERPRISES INC	CHARTER BUS SERVICES FROM CHARTER	12/31/2019	54	
	A30657	FOX, ROSABELLE L	NORTH AMERICAN FOOD DIST CO INC	Purchase Agreement with North American.	12/31/2019	54	
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Science Store Open House event

- 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!

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