

TRENDS IN E-PROCUREMENT
AND
TEXAS STATE UNIVERSITY CASE STUDY

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TEXAS  **STATE**

UNIVERSITY®
SAN MARCOS

The rising STAR of Texas

AGENDA

❖ Trends in (e)-Procurement

❖ Texas State Case Study

WHO IS THIS GUY?



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BIG PICTURE

- ❖ No Money
- ❖ Loss of People & KX
- ❖ Campus Reconfiguration & Collaboration
- ❖ On-line Technology Revolution
- ❖ Sustainability Movement
- ❖ (Re)-introduction of Outsourcing

DO YOU KNOW SCIQUEST?

sciQuest®

**(AND DID YOU KNOW US
3 YEARS AGO?)**

POP QUIZ

Spend Under Management

Contract Compliance

cXML

Supplier Enablement

Punch-out

Hosted Catalog

Marketplace

Spend Analytics

PROCUREMENT PICTURE

❖ Culture Change “Now More Than Ever”

Necessary Evil	→	Opportunity
Freedom to Spend	→	Savings Mandate
Purchasing	→	Supply Chain
Loose Alliance	→	Forced Collaboration
Large Schools Only	→	All Sizes
Should We?	→	How Do We Do It?

EPROCUREMENT

- ❖ Service-as-a-Software
- ❖ Deepening Industry & ERP needs
- ❖ Small School Solutions
- ❖ Group Solutions
- ❖ Early Adopter Schools Move On
- ❖ Green Procurement
- ❖ Global, National & Local Supplier Base
- ❖ Funding Models

PROOF IS IN THE PUDDING

Why is Jacque Allbright
Important to Us?

AGENDA

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TEXAS STATE

- ❖ Authorized in 1899
- ❖ Enrollment: 30,816
- ❖ Faculty & Staff: 9,500
- ❖ Estimated 2009 Expenditures: \$391M



BUSINESS OBJECTIVES

- ❖ Implement Self-Service, User Friendly Online E-Procurement System
- ❖ Advance Strategic Procurement Initiatives
- ❖ Contain/Reduce Costs by taking advantage of our Volume
- ❖ Reduce time between requisition and delivery
- ❖ Integrate E-Procurement into our Financial Systems
- ❖ Capture more detailed procurement information for better analysis
- ❖ Increase the use of HUBs
- ❖ Reduce the use of P-Cards
- ❖ Improve Compliance with policy and procedure

SUCCESS FACTORS

- ❖ Senior Management Support
- ❖ Close Working Relationship between IT, Business and the Vendor
- ❖ Clear Objectives
- ❖ Campus Involvement
- ❖ Strong Change Management
- ❖ Marketing

WHY WE CHOSE SCIQUEST

- ❖ Leader in Higher Education
 - Very high renewal rate
 - Significant Texas Higher Ed experience
 - Cost Effective Solution for us
 - Experience with integration into multiple ERP platforms
- ❖ Hosted Application
 - Our people are committed to doing other big IT projects
 - Quick Implementation
- ❖ Methodology
 - Refined through many implementations
 - Shared Project Leadership

BRANDING: HOW AND WHY

- ❖ We are seeking University ownership and Buy-In
 - Recognize the systems as ours, not SciQuest
 - Ease in Navigation to differing functions
 - Easily divide our process functions
- ❖ Partnered with our Marketing department to develop BOBCATBUYS concept
 - Fit into the University identity by linking to University's mascot
 - Utilize their expertise
- ❖ Planned for current and future phases



BOBCATBUYS
TEXAS STATE UNIVERSITY



BOBCATALOG
TEXAS STATE UNIVERSITY



BOBCATBIDS
TEXAS STATE UNIVERSITY



BOBCATFORM
TEXAS STATE UNIVERSITY



BOBCATDEAL
TEXAS STATE UNIVERSITY



BOBCATPERK
TEXAS STATE UNIVERSITY

PROJECT CHALLENGES

- ❖ Change Management
 - Some people resist change
 - Ownership and Control
- ❖ We are Decentralized
 - A lot of communication and training
 - Difficult to build a single solution which will meet all stakeholders expectations
- ❖ Supplier Commitment
 - Response has been very positive
 - Must sell them on benefits
 - Must have technology & resources
 - Very time consuming

PROJECT CHALLENGES, CONTINUED

- ❖ Project turnover and conflicting priorities
- ❖ Project timing
 - Fiscal year-end
 - Competing projects

QUESTIONS?

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