INCREASED RFX PRODUCTIVITY USING TECHNOLOGY

TOAL 2018
TEXAS, OKLAHOMA, ARKANSAS & LOUISIANA
SO, WHO AM I?

• AND WHAT DO I KNOW ABOUT PROCUREMENT AND/OR TECHNOLOGY?
The University of Texas at Dallas is an innovative institution made up of eight schools in the heart of North Texas.

The University enrolls more than 27,600 students — 18,380 undergraduate and 9,250 graduate — and offers a broad array of bachelor’s, master’s, and doctoral degree programs.
THE UNIVERSITY OF TEXAS AT DALLAS

• THE UNIVERSITY OF TEXAS AT DALLAS IS A CARNEGIE R1 CLASSIFICATION (DOCTORAL UNIVERSITIES – HIGHEST RESEARCH ACTIVITY) INSTITUTION, LOCATED IN A SUBURBAN SETTING 20 MILES NORTH OF DOWNTOWN DALLAS.


• A HIGH-ENERGY, NIMBLE, INNOVATIVE INSTITUTION, UT DALLAS OFFERS TOP-RANKED SCIENCE, ENGINEERING AND BUSINESS PROGRAMS AND HAS GAINED PROMINENCE FOR A BREADTH OF EDUCATIONAL PATHS FROM AUDIOLOGY TO ARTS AND TECHNOLOGY. UT DALLAS’ FACULTY INCLUDES A NOBEL LAUREATE, SIX MEMBERS OF THE NATIONAL ACADEMIES AND MORE THAN 560 TENURED AND TENURE-TRACK PROFESSORS.
procurements now involve greater complexity

• staffing resources and time are limited

• legislative & policy compliance increasing

• pressure to achieve deliverables constant

• big wheel needs to keep turning!
THE TRADITIONAL APPROACH TO PROCUREMENT
THE OLD DAYS
WHAT WE WANTED

THE BUYER’S REQUIREMENT CHECKLIST

✓ PROCUREMENT RECORD – PURCHASING POLICY
✓ CONFLICT OF INTEREST DECLARATION - LEGISLATIVE
✓ EVALUATION NOTES AND METHODOLOGY – BEST PRACTICE
✓ PRICING ANALYSIS – FINANCE
✓ RECORD RETENTION – LEGISLATIVE SERVICES
✓ CONTRACT MANAGEMENT – LEGAL
✓ VENDOR PERFORMANCE – RISK MANAGEMENT

THE BUYER’S DESIRES

➢ ACHIEVE BEST VALUE
➢ MANAGE RISK & LIABILITY
➢ IMPROVE PERFORMANCE & OUTCOMES
➢ INTRODUCE SUSTAINABILITY OPTIONS
➢ PRACTICE SOCIAL PROCUREMENT
➢ FOSTER INNOVATION & NEW IDEAS
➢ MAYBE ACTUALLY TAKE LUNCH TODAY?
WHAT TECHNOLOGY ALLOWED US TO ACCOMPLISH

• UPDATED OUR BIDDING PORTAL INTRODUCING NEWFOUND POSTING STABILITY, FILE SIZE AND TYPE.
  • SAVES SIGNIFICANT TIME FOR BUYERS AND VASTLY IMPROVES SUPPORT DOCUMENT OPTIONS.
• IMPROVED OUR WORKFLOW AUTOMATION WITH VENDOR SUBMISSIONS & PRICING.
  • AUTO-BID RECEIPT CONFIRMATION, SEALED UNTIL CLOSING, EASE OF USE, NO FIREWALL OR FILE SIZE BLOCKING.
• EXPANDED OUR KNOWLEDGE & APPLICATION OF CRITERIA EVALUATIONS.
  • GETTING MORE METHODICAL ON SCORING, BEING SPECIFIC ON REQUIREMENTS, PUTTING POINTS IN THE RIGHT PLACES.
• DELIVERED RESULTS & BUILD TRUST WITH INTERNAL & EXTERNAL USERS
  • ADDRESSED EMPLOYEE & VENDOR RESISTANCE TO CHANGE & IS IMPROVING DEPARTMENT CONSULTATION & INVOLVEMENT.
• ELEVATED THE REPUTATION OF PROCUREMENT IN OUR ORGANIZATION
  • PROVIDED USER ORIENTATED, TIME SAVING, UNIVERSALLY ACCESSIBLE SOFTWARE TO HELP WIN STAFF’S HEARTS & MINDS.
REMEMBER THE TRADITIONAL MODEL
A MORE STRATEGIC APPROACH
THINGS TECHNOLOGY WON’T DO

✓ UPDATE AND IMPLEMENT YOUR PROCUREMENT POLICY.
✓ FIX YOUR CULTURE AND COMPLIANCE ATTITUDE.
✓ GIVE YOU AUTHORITY WITHOUT THE TRACK RECORD OF EARNING IT.
✓ WRITE, EDIT AND PROVIDE USEABLE SCOPES OF WORK.
BEST OF LUCK TO YOU IN YOUR FUTURE ENDEAVORS

• AFTER MORE THAN 40 YEARS IN THE BUSINESS,
AS FOR ME,

I AM HEADING OFF INTO THE SUNSET...

Thanks for the memories