

Joining Forces for Success: Inter-segmental Shared Services

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“

It's time to collectively
come together.
It's not about us.
It's about California—
its economy and
its society.

”

Timothy P. White
Chancellor
California State University





“

We want students who enter California Community Colleges with the intent to transfer to UC and CSU to view themselves from the beginning as university students.

”

Janet Napolitano

President

University of California





“

We want to let young students know that a college education is never beyond their reach in California.

”

Brice Harris

Chancellor

California Community Colleges





OUR MISSION

**Explore new
opportunities,
address
common
challenges**





OUR CHARTER

Collaborations & Coalitions

Seeking new opportunities
for administrative
collaborations and
operational efficiencies





OUR CHARTER

Collaborations & Coalitions

Uniting forces by
combining size,
resources, talents
and capabilities





OUR CHARTER

Cooperative Procurement

Leveraging buying power,
saving time and money



UKNOWLEDGESHARE



OUR CHARTER

Shared Services

Redefining working
relationships with partners
and stakeholders



UKNOWLEDGESHARE



OUR CHARTER

Shared Services

Measuring outcomes,
demonstrating
effectiveness, and
continuous improvement



UKNOWLEDGESHARE



OUR CALL TO ACT

**Great minds
produce
great thinking;
great thinking
produces
great results;
great results
lead to great
expectations**

Getting the Three Systems Together

- 2014 California Public Higher Education Collaborative Business and Administrative Services Conference
 - Pre Conference: Strategies for Collaborative Procurement | August 20, 2014
 - CSU East Bay | August 21-22, 2014
 - 2014 conference [videos](#) available at uknowledgeshare.com



Next Steps

- CSU–CCC–UC Cooperative Procurement Fall Workshop | November 17-18, 2014
CSU Chancellor's Office, Long Beach
 - Identify current and immediate opportunities for joint purchasing
 - Assess constraints and opportunities impacting cooperative procurement
 - Find means for assessing and sharing information to coordinate purchasing



University of California Program

P200 Program Challenge

Redirect \$200 million in benefit annually to teaching, research and public service through the sourcing, implementation, and utilization of competitive contracts and innovative supply chain strategies for procured goods and services.

P200 Program Projects

Procurement
Operating
Model

Spend
Analytics
Performance
Management

Sourcing
Technology

Strategic
Sourcing

Client Benefit
Realization

Program Management

Change Management



UKNOWLEDGESHARE

P200 Program – New Models of Shared Governance

Procurement Leadership Council (PLC) Procurement Management Board (PMB)

Shared Vision, Mission and Strategic Objectives
with common Performance Management
framework and methodology

Centers of Excellence Teams (COEs)

Virtual teams located at
campuses leading systemwide
strategic sourcing,
category management,
and technology solutions

Our Vision Be acknowledged by University of California executive and campus leadership, faculty, staff and students as a high performing strategic partner that is essential to the financial health of the University.

Our Mission Expand opportunities for teaching, research and public service by delivering savings and efficient procurement services across the University of California.

Our Strategic Objectives

- Develop collaborative relationships with clients across the UC system to understand needs and provide high quality procurement services that best meet those needs.
- Pursue strategic initiatives in a coordinated manner that leverages the power of our collective spend and reflects savings to teaching, research and public service.
- Invest in and optimize talent and technologies across the University to deliver for clients.

Total UC Benefit Definition

Definition: Total ANNUAL benefits generated by procurement actions, including cost reduction, cost avoidance, incentives, and revenue.

Purpose: To understand the total benefits achieved through procurements sourcing transactions, and other value-add activities.

Calculation: $(\text{Cost Reduction} + \text{Cost Avoidance} + \text{Incentives} + \text{Revenue})$

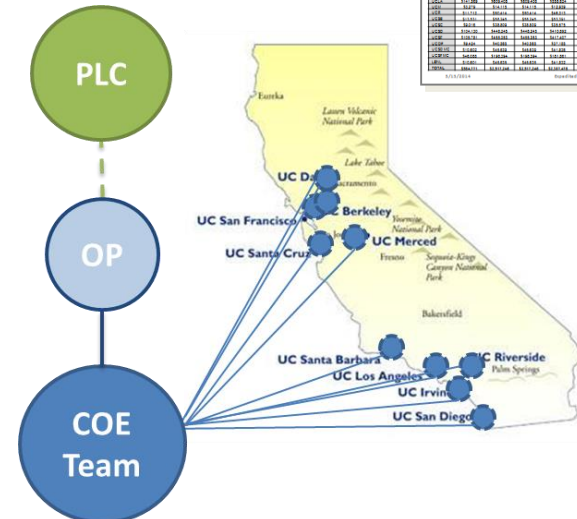
Business Case Summary

Forecasted Benefits: Identified Benefits:

What's the goal? Identify and quantify the benefits of the program.

What's the value? Quantify the benefits of the program.

What's the risk? Identify and quantify the risks of the program.

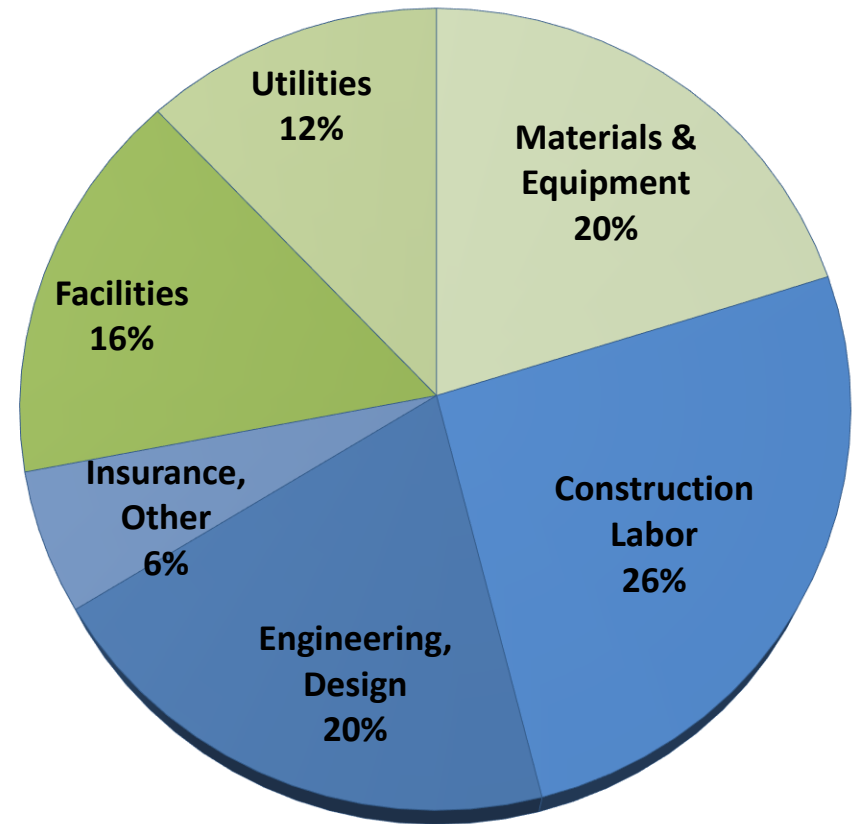


Exploring “Non-Traditional” Opportunity: Construction

\$1.7B annualized spend in construction and related services

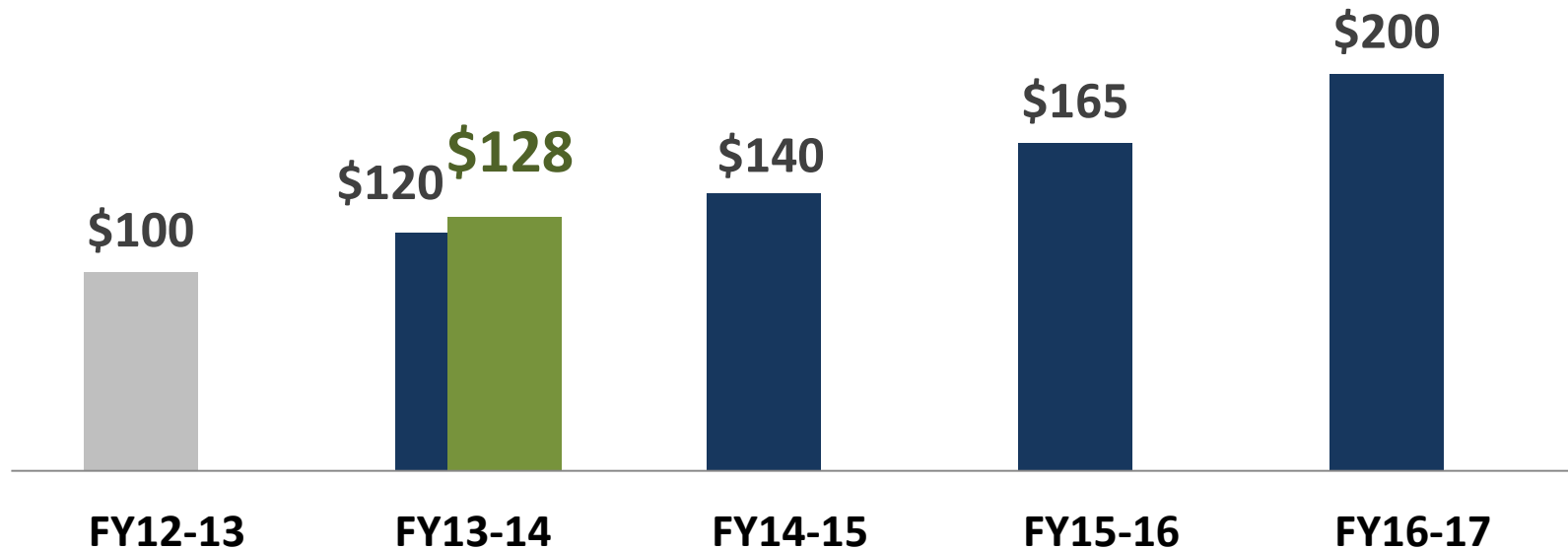
Potential for 2-10% cost savings through targeted procurement and supply chain strategies:

- Category Management
- Supplier Consolidation
- Volume & Pricing Leverage
- Total Cost of Ownership Focus



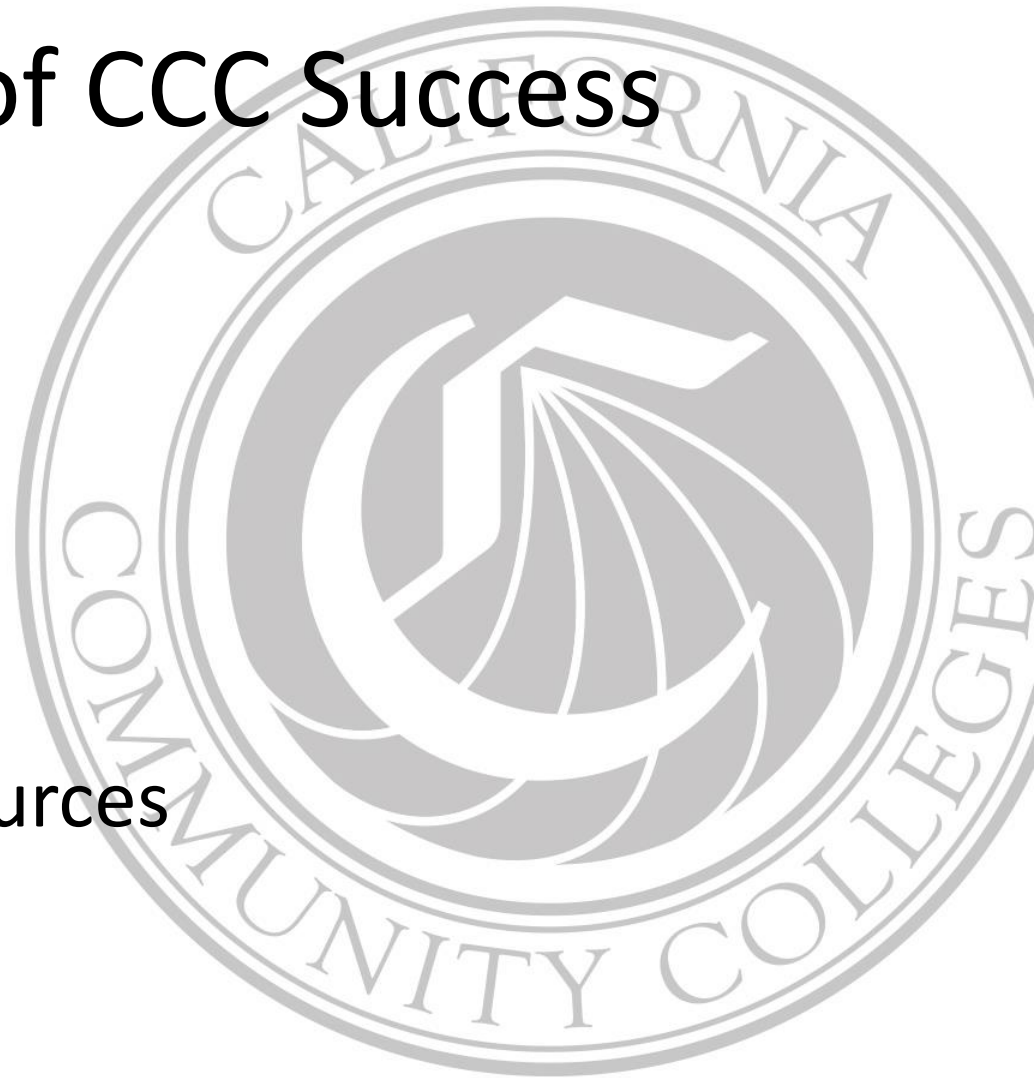
Distribution of UC Construction Spend by Category

P200 Program Estimated Benefit Plan



Examples of CCC Success

- CENIC
- CCC Confer
- CollegeBuys
- FUSION
- Shared Library Resources



Driving Value from Data

- Spend Analytics

- A summary analysis of spend data to illustrate how evidence and actionable insight can be leveraged by the procurement function in support of its quest to deliver superior value to the enterprise.
- CSU contract with Spikes Cavell available to CCCs with possible special CCC discount.

Looking Ahead

- Continue work with purchasing professionals
- CBO representation at upcoming Cooperative Procurement Workshop
- Ideas for other areas of regional or statewide collaboration

Questions

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