UCSB Bulk Fuel Contract

Clients: Transportation Services & Facilities Management

**Opportunity**

The UCSB Transportation and Facilities teams run a large network of vehicles, generators and machines to complete the physical work on a busy campus. When the fuel contract with our historical supplier expired, these departments worked with Purchasing to garner bids from 3 fuel providers. The final agreement was awarded to the original vendor, who committed to fixed pricing on delivery and service across the term.

**Results**

- Projected imputed cost savings of **$17,500 (12.5%)** over the span of the 7 year contract span
- Consolidation of supply to a single vendor saves on labor and product costs to campus
- In the case of a natural disaster, supplier agreed to provide emergency fuel supplies and delivery

**The Team:**

- UCSB Purchasing: Calli Price
- UCSB Transportation Services: John Behlman
- UCSB Facilities: Jon Cook
UCSB Street Sweeper
Client: Facilities Management

Opportunity
UCSB Facilities Management achieves the enormous task of continuously maintaining, updating, and cleaning our 1100 acre campus. When their older equipment started to fail, this team came to Purchasing to find a street sweeper manufacturer that could quickly and efficiently replace the outdated machine. Purchasing returned with an RFQ that offers new technology and a substantial discount from the maker.

Results
- Projected savings of $675,568 (27%) in imputed cost reduction, based on retail discount from provider
- New sweeping technology cuts labor hours on both operation and maintenance fronts
- Overall street cleaning and service to campus improved by updated machinery

The Team:
UCSB Purchasing: Monica Yamasaki
UCSB Facilities Management: Jon Cook

Cost Savings  Category Expertise  Optimizing Tools & Talent
UCSB Elevator Maintenance Contract

Clients: Facilities Management, Housing, and UCEN

Opportunity

UCSB’s Housing, UCEN and Facilities teams tirelessly support the infrastructure of our growing campus community - an important link in their efforts is continual maintenance of the elevator systems. When the old contract (dating back to 2000) expired, these groups teamed with Purchasing to find a steady provider. Soliciting 4 bids from the marketplace, they settled with a service agent who boasted the highest quality rating in the bidding group, rolling in savings and an extended support plan into their offer.

Results

- Projected savings of $553,831.00 (20.8%) based on imputed cost reduction
- Covers all hardware replacement and preventative maintenance for campus elevator systems
- 5 year agreement holds provision for (2) 1-year extensions based on good faith

The Team:

UCSB Purchasing: Calli Price
UCSB Facilities Management: Maurice Startzman
UCSB Housing Operations: Jeff Monteleone

Power of Collective Spend  Collaboration  Cost Savings
UCSB Laundry Services

Client: Housing & Residential Operations

Opportunity

The UCSB Housing Department required a complete overhaul of all the laundry machines in campus dorms as well as in the Family Student housing units. Procurement and Housing worked together on a bid to contract for a revenue-sharing and incentive program. After several months of negotiation and presentations, an agreement was awarded to the incumbent supplier with a higher revenue share and all new machine replacement.

Results

- Projected $550,000 annual revenue share to UCSB based on a 68% commission rate
- Total revenue of $5.5 million over the ten-year contract term
- Replacement of more than 420 washers and dryers with new Energy Star machines and Wireless Card Readers

The Team

Procurement: TJ Bloominger, Calli Price
Housing: Nestor Covarrubias, Tom Beland

Meeting Client Needs | Cost Savings | Sustainability
UCSB Bulk Vehicle Supply
Client: Transportation Services

Opportunity
The UCSB Transportation Department operates a fleet of more than 200 vehicles around the clock, both for providing campus services and shuttling of goods and personnel. When the team needed a contract for Cargo Vans, they approached Procurement for the bid process. After several submissions, an agreement was awarded to a local dealer who pledged to volume pricing and free delivery on all vehicles.

Results
- Benefit of $2,372 from cost savings
- Single supplier ensures UCSB’s needs for special equipment on vehicles will stay consistent
- Contract with local provider ensures timely, free delivery on all vehicles, as well as local servicing

The Team:
Procurement: Calli Price
Transportation Services: Douglas Hatt

Category Expertise  Meeting Client Needs  Cost Savings
UCSB Waste Disposal Services Contract

Clients: Facilities Management, Housing, University Center (UCEN)

Opportunity

UCSB’s Facilities, Housing and UCEN groups are some of the busiest departments on campus and recently needed a new Waste Management agreement. To comply with State requirements, Procurement Services bid the contract out to the marketplace and with the departments’ support, used this combined purchasing power to forge a “fixed rate” contract with our long-time service provider.

Results

- **6.3% cost reduction** to UCSB over the 4 year term, for an estimated $50,000 in total savings
- Increased incentives for revenue sharing — UCSB now receives rebates on certain materials, including baled cardboard and “rich” recycled content including glass, plastic, metals, and more
- Vendor will pay for training of (2) UCSB student interns in smart waste disposal and “next generation” sustainability practices

The Team

UCSB Purchasing: Monica Yamasaki, Calli Price

UCSB Housing & Residential Services: Matt O’Carroll

UCSB Facilities: Jon Cook

UCSB UCEN: Mark Rousseau
UCSB Baseball Stadium- Field Maintenance Contract

Clients: Intercollegiate Athletics, Facilities Management

Opportunity

UCSB Athletics has a long history of competitive success, including the baseball and softball teams. Late last year, the Gaucho baseball program was given notice by the NCAA that their stadium field required upgrades. UCSB Athletics and Facilities combined for a joint RFP that uses a local provider and brings NCAA Division I-standard field grooming and maintenance to Caesar Uyesaka Stadium.

Results

- Estimated savings of $30,000 (23%) over the four year contract term
- The negotiations spurred further analysis and a subsequent overhaul of all field maintenance practices on campus, which cut has total spend on both programs.
- 1-year contract extensions provided for in agreement

The Team

UCSB Purchasing: Calli Price

UCSB Facilities: Jon Cook

Category Expertise Cost Savings Optimize Tools & Talent
UCSB Financial Aid System Upgrade

Client: Student Affairs Information Systems

Opportunity

With two failing systems to replace, this group went to the marketplace to find a forward-thinking student aid program, one that would meet stringent industry compliance standards while offering flexibility and efficiencies. Partnering with the Procurement Services, they found a proven supplier whose product interfaces with both Federal and State aid programs, and can be used by our Graduate and Undergraduate Aid divisions.

Results

- Projected savings of $68,600 (4.25%) over the term of the 2 ½ year implementation, with extension of this figure possible through program revisions and training.
- Contract provides for the installation & support of a state-of-the-art financial aid program, consolidating the Grad and Undergrad financial aid systems

The Team:

UCSB Purchasing: Calli Price

UCSB Student Affairs Information Sys: Lubo Bojilov

Cost Savings  Meeting Client Needs  Creating Efficiencies
UCSB Solid State Lighting: Lab Substrates 2013 (1 Year)

Clients: Solid State Lighting, Energy & Design Centers

**Opportunity**
The Solid State Lighting centers are first-rate UC research and educational facilities and as such, require high capacity suppliers to ensure their output. To meet compliance standards, the SSL group put their lab substrate contract out to bid two years in a row, and in conjunction with the Procurement team, both times returned with a fixed price contract and guaranteed supply from our long term partner.

**Results**
- Projected savings of $660,000 (140%) over the course of the one year “stop gap” contract, based on vendor’s posted prices vs. industry competitors.
- Projected savings of an additional $2.1M (140%) over the succeeding 5 year term, marking a big contribution to the P200 program goals
- Contract provides for regular supply of all commonly used lab substrates and associated materials

**The Team:**
UCSB Procurement Svcs.: Monica Yamasaki
UCSB Solid State Lighting Group: Tara Owens

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Strategic Partnerships  Meeting Client Needs  Cost Savings
UCSB Dynamic SIMS System (Lab Equip. & Supply)

Clients: Materials Department

Opportunity
The UCSB Materials laboratories perform cutting edge work in semi-conductor and nanoelectronics research and design. To keep up with the demanding nature of their field, they recently needed to find a supplier to update their Dynamics SIMS (secondary ion mass spectrometry) system. Purchasing and Materials combined for an RFP with the industry’s supply leader that covers the department’s needs and also represents significant savings on hardware and support.

Results
- Projected savings of $693,368.00 (25% of contact total), represented as an “up front” discount on hardware as rolled into the contract terms
- Contract provides for the installation and maintenance of said systems, over the span of the “one time” agreement

The Team:
UCSB Purchasing: Calli Price
UCSB Materials Lab: Jim Speck

Power of Collective Spend  Collaboration  Sustainability  Cost Savings
UCSB Libraries – Digital Repository System

Clients: Davidson Library and affiliates

Opportunity

The UCSB Davidson Library is an award winning institution, serving both top researchers and a growing student body. Recently, an aging database presented serious threats to its growth potential on the eve of a large scale expansion. Campus Purchasing and the Library partners contracted with a leading provider to source and install a custom management system.

Results

- Projected savings of approximately $20,000 (3.3% of total) cost reduction over the life of the contract
- New database covers digital and paper library assets, and is expandable to cover future asset management needs.
- Contract provides for both the installation and maintenance of said system.

The Team:

UCSB Purchasing: Monica Yamasaki, Calli Price

UCSB Library: John Ajao, Denise Stephens

Meeting Client Needs  Sustainability  Cost Savings
UCSB Pouring Contract (2014-2024)

Clients: Housing & Residential Services, Athletics, University Center (UCEN)

Opportunity
A Pouring Rights contract can represent a profitable part of any large institution’s business, and this past found year UCSB in need of an agreement for this key area. Housing, Athletics and UCEN worked with our Purchasing Dept. to secure a new contract in the marketplace. After receiving bids from the two biggest suppliers, we awarded the 10-year pact to a leading brand, who won with a competitive offer and dramatic estimated savings.

Results
- Projected savings of $70,207.62/year, ($702,076.23, 14% of contract total) through the 10-year agreement
- Multi-department negotiation was a fine example of collaborative effort, with many different interests represented in the final award
- Agreement covers full range of company products and service offerings, adding to the net savings

The Team:
UCSB Purchasing: Calli Price
UCSB Housing & Residential Services: Rick Kelly
UCSB UCEN Dining Services: Sue Hawkins
UCSB Athletics: Tom Hastings

Power of Collective Spend  Cost Savings  Meeting Client Needs
UCSB Financial Systems Upgrade Phase I - Implementation

Clients: Business and Financial Services (Accounting)

**Opportunity**

With the old mainframe accounting system requiring expensive repairs and nearing collapse, the UCSB BFS team contracted with a leading provider to license their turnkey financial system. This implementation phase of the PeopleSoft suite required a public competitive bidding process, and the Purchasing Dept., the Vice Chancellor’s office and our third-party consultant combined to bring in an RFP that brings long-term savings benefits and solid growth potential to our Finance teams.

**Results**

- Projected savings of **$5.57M (120%)** across the term of the (3) year implementation program – note that these terms have been extended for (2) more years of service.
- Contract provides for the installation and support of a state-of-the-art financial system plus continuous support after “go-live.”
- Consolidation of license and implementation with one supplier contributes to net savings over the contract span.

**The Team:**

UCSB Purchasing: Jacob Godfrey

UCSB Vice Chancellor of Admin Services: Ron Cortez

Consultant: Charlie Moran - Moran Consulting

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**Cost Savings**  **Meeting Client Needs**  **Strategic Partnerships**
UCSB Financial Systems Upgrade Phase II - Hosting
Clients: Business and Financial Services (Accounting)

Opportunity
With the critical hosting piece of the Financial Systems upgrade process still needed, the Purchasing team once again partnered with the Vice Chancellor and the PMO to put the service contract out to bid. They returned with an RFP from an experienced hosting provider, whose final proposal highlights high quality, time-proven host services and attractive contributions to the project’s bottom line.

Results
- Projected savings of $675,568 (27%) over the 5 year term, with additional cost reductions possible via hardware & software development
- Combined with the figures from the other phases, projected savings from the upgrade stand at approx. $7,966,268 (110% of the total bid amounts) over the period, with 1 year extensions allowed

The Team:
UCSB Purchasing: Jacob Godfrey
UCSB Contract Services: Daniel Sweeney
UCSB Vice Chancellor of Admin Services: Ron Cortez
UCSB Project Management Office: Brian Richard

Meeting Client Needs  Sustainability  Cost Savings
After the contracts were executed for Licensing, Implementation and Hosting, UCSB was faced with finding a supplier to train our campus stakeholders on the new PeopleSoft modules. Procurement was challenged with a 3 week window to bid out the necessary training program. Three vendors responded within our required timeline, the winning bid resulting in a strong user support program and cost reductions.

Winning bid amount of $79,200 came in 83% below market value, leading to savings of $327,700.

Critical client-set deadline was met.

Use of established software gives the campus access to a tremendous backlog of documentation and historical process perspectives, via the active PS online user community.

The Team:

UCSB Purchasing: Calli Price

Campus Stakeholder: Jessie Masiek