Opportunity
Widely recognized as one of the top five materials research facilities in the world, the UCSB MRL serves as the innovation engine for discoveries in new materials. The facility is home to a scientific and engineering community that creates new collective knowledge and fosters the next generation of scientific leaders. To further MRL's research endeavor, they were in need of a solid-state hybrid pixel detector, the Dectris Eiger R 4M. As this is a high dollar piece of equipment its procurement required using the bid process.

Approach
Procurement Services worked with the department in order to determine their needs for issuing a bid. The specifications were compiled and used to process a bid through Procurement Services’ new electronic bidding system (SRS).

Benefits
• Substantial savings were secured for the department as a result of using the SRS bidding process
• This provided a quick turnaround in acquiring the equipment for the department

Total Benefit $6,957
Opportunity

In late-2011, UCSB moved collections materials, shelving, and furniture from its Davidson Library and its University Art Museum to off-campus storage facilities in connection with major renovation and construction undertaken at the Davidson Library. With the completion of this renovation and construction in mid-2015, UCSB required the return of these materials to its new library facilities. The materials to be returned included approximately 80,000 linear feet of books and publications, nearly 250 microform cabinets, over 300 hundred shelving units, and approximately 10,000 linear feet of special collections materials.

Approach

UCSB's Procurement Services worked with campus stakeholders to prepare a relocation plan. This plan included detailed figures and illustrations describing the items to be moved and identifying their current and final locations. This plan was made a part of the RFP issued by Procurement Services.

Benefits

- Projected cost savings of at least $34,000 which represents nearly 8% of the total project cost
- The detailed relocation plan included in the RFP resulted from a collaborative effort between the UCSB Procurement Services team and the UCSB Davidson Library team
- UCSB contracted with one of the leading service providers in the specialized field of library collections relocations

Total Benefit $34,286
Opportunity
The UCSB UCEN serves up to 10,000 meals daily on campus, offering a wide variety of cuisines across numerous venues. When their Grocery Supply agreement came up for renewal, they asked Procurement to put to market for competing bids from suppliers who could meet their growing business demands. Three vendors responded and were guided through the UC bid process, leaving two eventual candidates. In the end, a longtime local provider won the bid, offering locked-in yearly savings of $22,223.00 across the new term (5 Years, plus an option for 2 year-long extensions).

Approach
The Procurement Group utilized existing vendor histories to do service comparisons prior to the award ensuring that, in addition to lowered cost, product quality and timely delivery schedules were addressed by all candidates. This resulted in a balanced and fair “Cost Per Quality” award to the winning supplier, who won out in nearly every qualification category.

Client Quotes
“Thank you – this is a great way to start 2016 !!”
“Great news, we are overjoyed!! Thank you all very much!!!”

Results
Here are some of the positive outcomes from the new Grocery Supply contract with our local provider:
• Annual Cost Savings of $22,223.00 ($111,115.00/5 years)
• No additional cost file or data load changes required
• New “case rate” delivery fee is more cost effective than the “invoice percentage” fee in former agreement
• Bidding process united Housing and Dining Services staff, a collaboration that will be used for several forthcoming Food Service RFP events here at UCSB

Total Benefit $111,115.00
Opportunity
All too often, departments prefer to sole source equipment that isn’t necessarily a sole source because they don’t understand their funding requirements, or departments think going out for RFQ will take longer.

Sole source justifications may not always make for a faster transaction, but rather take more time to document cost analysis if the purchase is federal. In this case, we had two prominent and competing suppliers that could provide our needs. The RFQ provided a competitive environment in which to obtain the lowest possible price.

Approach
Working with both competing suppliers and the department, our end user agreed to allow me to post the RFQ with a 1 week turnaround. This quick approach and solid communication plan provided for a smooth transaction.

Client Quote
Thank you for all your help. I’m glad we put it out for bid after all, looks like this will bring down the cost quite a bit!

Total Benefit ($16,386)
UCSB Multi-Site Solar PV Power Purchase Agreement

Opportunity

The campus 66KV electrical rate ($/kilowatt-hour) increased by 13 percent in 2014 and will experience an additional increase in 2015, with incremental increases every year thereafter. Faced with increased costs campus wide, we posted a bid to solicit solar power suppliers to install solar panels on campus building rooftops, including a car port near Harder Stadium. The end result is 6 separate systems, totaling 4.86 megawatts:

- Mesa Parking Structure
- San Clemente Parking Structure
- Lot 10 (CNSI) Parking Structure
- Rob Gym
- Events Center (Thunderdome)
- Lot 38 (harder Stadium)

Solar energy is an environmentally sustainable, cost-saving commodity. This contract reduces the campus’s Scope II greenhouse gas emissions by approximately 10% and will earn future project LEED points in the category of Energy and Atmosphere throughout the life of the agreement, 20 years.

Results

- Avoided costs of $17.5 Million over 20 years, as a result of generating power instead of pulling from the “grid”.

The Team

UCSB Purchasing: Calli Price
UCSB Facilities: Jordan Sager
Opportunity

UCSB Dining Services is one of the fastest growing units on campus, having added a new dining facility, Club restaurant and convenience store locations within the past year. The school’s location on the Santa Barbara coastline (off the main north-south shipping routes) made finding a supplier who can deliver and rotate product daily a most complicated undertaking.

Approach

Keeping the expanding scope and service needs of the department in mind, the bid team wrote a highly specified RFP that called for delivery and rotation of all product on a consistent “6 days a week” basis. Additionally, invited bidders were required to submit a cross sectional sample of their offerings for a taste test to be conducted by the dining hall staff. This resulted in a highly competitive process, with the incumbent contract holder being awarded. As part of the bid, they re-formulated pricing on some products to parallel the system wide contracts on included commodities (soft cheeses, flavored milks, yogurts).

Results

Cost Reduction – The new agreement netted a cost reduction of 3% annually, which will save the department $18,000 per year over the life of the contract.

Sustainability – The awarded supplier is a locally based firm with a substantive commitment to recycling, waste management, fuel conservation and organic products. This contributes to the system wide “carbon neutrality initiative”, to be completed by 2025.

Total Benefit: $54,005.64 over 3 years
Oppportunity
As time expired on UCSB Dining Services current coffee supply agreement, the school was adding several thousand resident students and a new dining hall. These developments will double the spend on this commodity over the next few years, up to approx. $180K. Knowing that new coffee concept opportunities had been developed since the last agreement, the team went to the market for a new supplier, eventually receiving bids from a range of coffee companies that varied in scale and offering.

Approach
The team authored an RFP that combined traditional dining hall supply with their new convenience store and Faculty Club needs. In addition, verifiable sustainability criteria were written and given strong weighting within the bid. The winning supplier not only admirably fulfilled these “green” requirements, but also offered improved quality and a substantial savings over the prior awardee.

Client Quote (if available)
“Thank you for this wonderful news (on the bid award). We are so grateful for the opportunity to serve your campus, and look forward to providing you with great coffee!”

Results
• Cost Reduction - This competitive bid process resulted in a 13% savings for the unit. If the contract uses the negotiated extension clauses, Dining Services stands to save almost $50K over 4 years.
• Collaboration - This was the first time that the department worked with Procurement for their commodity bidding. The process not only elicited positive results, but set a template for the unit’s future bid events.

Total Benefit: $22,543.00 over 2 years
### Opportunity

In response to recent reputational challenges, the UCSB Office of Public Affairs & Communications sought to assess UCSB’s brand, determine the most effective way to express a positive, meaningful, and lasting identity to key audience segments, and successfully implement a new brand identity across the campus. Objectives included establishing a more unified voice, look, and feel for UCSB, building pride among the campus community through a clearly articulated and accessible brand platform, and elevating UCSB's reputation in the hearts and minds of primary audience segments, including prospective and current students, parents of prospective and current students, prospective and current faculty and staff, and UCSB alumni. Deliverables included associated brand identity creative (e.g., UCSB logo redesign) and UCSB website redesign and build.

### Approach

UCSB’s Procurement Services worked with campus stakeholders to document UCSB’s objectives and expectations. The resulting documentation was refined through a series of question and answer sessions with potential service providers and was made a part of the RFP issued by Procurement Services.

### Results

- Projected savings of at least $35,000 which represents more than 7% of the total project cost.
- A collaborative effort between UCSB Procurement Services and the UCSB Office of Public Affairs & Communications that resulted in the detailed documentation of UCSB's objectives and expectations.
- UCSB contracted with one of the leading service providers in the field.

### Savings: $35,000
Opportunity
The Nu Plasma II is a double focusing magnetic sector instrument, designed to provide the best possible precision for simultaneous isotope ion detection. The instrument utilizes a unique, patented variable dispersion ion optical zoom lens enabling the simultaneous measurement of the isotopes of elements from lithium to uranium on its static collector of sixteen Faraday detectors and up to six ion-counting electron multipliers. Ground potential analyzer operation provides ease of access, serviceability and excellent reliability. With its high precision, accuracy, reliability, upgradability and flexibility, the Nu Plasma II represents a major advancement in Multi-Collector ICP technology, making it the instrument of choice for Geological/Earth Science, Environmental Science, Biochemistry, Biomedical Science and Nuclear Science laboratories.

Approach
UCSB's Procurement Services worked with campus stakeholders to document UCSB's objectives and expectations. The resulting documentation was refined through a series of question and answer sessions with potential service providers and was made a part of the RFQ issued by Procurement Services.

Results
- Equipment savings of $221,290 by going out for RFQ
- Partial tax Reduction savings of $26,716.25
- Collaboration and partnership with Earth Research Institute

Savings: $248,006.25
Opportunity
Upon the expiration of the previous pest control contract, which covered a wide variety of species but did not allow for the tailoring of the program to the exact needs of the campus, Procurement Services recommended sustainable bee-capturing. Because bees can scare away people (especially in environments like public schools and parks), pest control companies can get called in to exterminate. There had to be a better way, one that contractually obligated sustainable and bee-friendly practices. Honeybees and other pollinators are essential to the lifecycles of plants and production of food crops, and are under multiple threats. Without honeybees, our local farm-grower community would have a difficult time producing.

Approach
Working together to document our objectives and expectations, Procurement, Facilities, and Residential Operations carved out a separate module in our Pest Management RFP just for sustainable bee capturing. UCSB is well known as a campus that promotes a culture and educational environment for sustainability. Procurement is always interested in working with the campus to uncover commodities that could be redirected to more sustainable alternatives, and this contract resulted in a fantastic win for the campus, our bees, and for the community.

Results
- Services savings of $7,950 over 3 years
- Implementation of new, sustainable practices for the campus
- Collaboration and partnership with the Community through local growers

Hard Dollar Savings: $7,950.00 | Saving Bee Lives? Priceless
Opportunity
UCSB’s prior contract for pest/insect management was up for renewal, and our team agreed it was best to split the RFP into pest-specific modules. For example, some companies are experts in general pest control such as ants, termites, and bed bugs, while others are experts in bird exclusion. Some companies have the ability to perform both of these services, but ultimately something is likely to get missed. The team determined that we could create the most comprehensive and effective pest control program for the campus by allowing vendors to bid on their areas of expertise.

Approach
Working together to document our objectives and expectations, Procurement, Facilities, and Residential Operations carved out separate modules for large vertebrate trapping and general pest control services. We invited about 15 vendors, and 11 attended the job walk. Ultimately, we had 17 proposals to score for the 4 different modules, but the time was worth it; we contracted with great vendors with expertise in each area.

Client Quote
Everything has been going well on our side. Ventura Pest Control and Critter Busters have both been really attentive and have made the transition seamlessly...I was just thinking this morning that we need to schedule a lunch to celebrate the accomplishment.

Results
- Savings of $106,087 over 3 years for large vertebrate trapping
- Savings of $5,112 for general pest management services

Savings: $111,199.00
Opportunity
The department approached UCSB Purchasing to engage in a competitive bid for their research needs. The department required a dilution refrigerator system, which only a couple companies could manufacture customizable equipment.

Approach
We posted an RFQ in Ubuy, and quickly received two responses, resulting in an immediate imputed savings of $100,350. Because this equipment is being used solely for research, we were further able to obtain a partial tax exemption savings of $20,914. UCSB's Procurement Services worked with campus stakeholders to document UCSB's objectives and expectations. The resulting documentation was refined through a series of question and answer sessions with potential service providers and was made a part of the RFQ issued by Procurement Services.

Results
- Equipment savings of $100,350 by going out for RFQ
- Collaboration and partnership with Materials
- Partial Tax savings of $20,914.00

Total Benefit $121,266.56