Opportunity

The Bren School at UCSB presented a unique opportunity to bid out professional services in order for a vendor to create a website and the back-end calculation infrastructure for a chemical life cycle program. The CLiCC tool system will evaluate life-cycle impacts for chemicals and materials at an early stage of the chemical product development process, when the precise manufacturing routes and fates of the products are still uncertain.

Approach

Given the unique character of the services, we needed to find a vendor that could provide both computational expertise to build the calculation tool on the back-end, and build an effective and attractive cosmetic website interface. After meeting with the CLiCC team for nearly one year, our specifications and bidder requirements were clear for posting. We had 8 vendors at the pre-bid conference, and finished the bid with negotiation between two very adept suppliers.

Client Quote

The bid process went very well. This is my first time ever involved in such a process and working with you is a pleasure as you help us on each step of the process to make sure everything is smooth. All in all, I think we're lucky to have you on this project.

Results

- Cost reduction of $108,610 after negotiation with the suppliers
- Collaboration with a unique and highly specialized group of experts on campus

Total Benefit ($108,610)
Opportunity
Electrical and Computer Engineering (ECE) originally initiated the bid process in search of a high-speed arbitrary waveform generator system. The department chose to do a private bid, but during the process discovered that there was another vendor who could offer an alternate solution for their research that would require a different configuration from the original bid specifications. The new configuration was inclusive of the arbitrary waveform generator, with the addition of several other features. Due to the language in the RFQ, the department was able to pull out and initiate a new, successful bid for the new solution.

Approach
ECE was able to work with a vendor to purchase a system that surpassed their original needs. This would not have been possible without the assistance of procurement to facilitate the cancellation of the original bid, and initiation of a new bid. Substantial savings were identified between the awarded vendor and the only other bidder’s solution.

Client Quotes
“Thanks for all the help on the AWG bid and for being understanding that our situation has changed.”
“Thanks for all of your help through this process. We’ll put the system to good use.”

Results
• **Cost reduction:** Equipment savings of $466,905.54 plus tax benefit of $21,268.88
• **Collaboration:** Successful communication between department, procurement, initial vendor for AWG, final vendor for BERT system, in addition to UCSB risk management and vendor’s legal team enabled a smooth and successful purchase despite many changing circumstances.

Total Benefit $488,174.42
Opportunity

Electrical and Computer Engineering was looking for a very high speed optical modulation analyzer that would have the option to be upgraded, rather than replaced, in the future. The department was looking to get the best parts on the market, believed to be a 60 GHz bandwidth coherent receiver, for under 400K. The department only had allotted funds for 2 electrical channels, but would ultimately need 4 channels to sample data doing dual-polarization IQ characterization.

Approach

We were able to purchase a unit with the highest bandwidth offered (70 GHz), for the lowest cost (competing vendors offered 65 and 63 GHz receivers). At the time of initiating this bid, the awarded vendor only offered a 45 GHz option. However, through successful communication between procurement, the departments, and the supplier, the awardee came back with a 70 GHz option they could offer through a partner supplier, fully supported with a 3-year warranty.

Results

- **Cost reduction:** 58% savings above MSRP
- **Cost avoidance:** Ability to add second real-time oscilloscope with 2 channels to upgrade to dual-polarization IQ characterization using the same coherent receiver eliminates the need to replace equipment in the near future.
- **Sustainability:** Higher speed makes the equipment useful for a longer period of time, and upgrade ability (from two to four electrical channels) increases the lifespan of the equipment.

Total Benefit $57,627.79
**UCSB: Liquid Nitrogen Bulk Tanks**

**Opportunity**
Having been contracted nearly decades with the same vendor for our bulk supply of liquid nitrogen, it was time to post a formal RFP and explore other opportunities. After having completed a cost analysis of buying and maintaining our own bulk tanks, UCSB agreed the cost savings of renting tanks and requiring the elimination of delivery, fuel, hazmat, telemetry, and energy charges with a new contract was compelling.

**Approach**
UCSB has 4 sizable tanks onsite, in 3 separate departments with varied use and requirements. After a couple years of planning, we were able to unanimously agree on an award to a new supplier. UCSB achieved a 50% savings across all 4 tank locations, less on-campus deliveries with the installation of a larger tank, and a positive relationship with our new supplier.

**Client Quote**
“It was a long process, full of many issues, but successfully completed! We have received several emails with positive feedback from our users. Thank you all for your hard work, we would not be here without your efforts! I would like to extend a special thank you to Calli, you did a GREAT job representing UCSB with the vendors and thank you for sticking with us through the all the crazy turns this process has taken!”

**Results**
- **Cost reduction**: 50% savings over the course of a 5 year contract
- **Cost avoidance**: No construction project management or vendor installation costs
- **Collaboration**: 3 separate departments with varying degrees of service needs
- **Sustainability**: Fewer weekly truck deliveries, and solar-powered telemetry units

_Total Benefit $2,127,168.00_
Opportunity
UC Santa Barbara has at least 70 Molecular Beam Epitaxy (MBE) systems on campus. Most of these were sole-sourced or fabricated acquisitions. Given the various manufacturers of MBEs, Procurement worked with the requestors to bid out a specific set of specs.

Approach
After having gone out for RFQ and invited several suppliers, it became apparent there were two competing suppliers with similar systems that could meet our needs. Asking for a best and final offer from both companies, including consumables, resulted in a difference of $30,394. In addition, we were able to use the partial tax exemption for this equipment, resulting in an additional $27,151 savings.

Client Quote
The bid process went smoothly and in a timely manner. The option to do a bid with a limited number of vendors is particularly useful for high-value items. I thought you did a fantastic job with that and I really appreciate all your help.

Results
• Cost reduction
• Included consumables
• Collaboration with new Faculty

Total Benefit ($57,545.00)