Opportunity
After many years of research and teaching, UCSB Faculty member/P.I. Matthew Fisher finally secured funding for a new purpose-built laboratory, this as part a multi-year Federal research award. A Thermal Ionization Mass Spectrometer (TIMS) unit was identified as the centerpiece of this new lab; it allows for very precise measurements of isotope ratios in basic elements, and greatly enhances the efficiency and outcomes of Dr. Fisher’s cutting-edge research into quantum computing.

Approach
Starting off nearly two years ago, Dr. Fisher was able to gather competing quotes from several large suppliers. Once this price information was complete, he solicited UCSB Procurement to conduct an RFQ process to concretize these offers, and guide him to the best decision based on instrument specifications and lowest cost. Long time UC contract supplier Thermo-Fisher won the sourcing event, honoring a quote that touched near cost for the unit, netting a substantial savings towards the lab set-up budget.

Client Quote
From Dr. Fisher, “My sincere thanks to both of you (Jason and Calli), your involvement made for a best-case outcome.”

Results
- Cost savings in the form of state tax reduction for educational purposes (50% of current rate)
- P.I. negotiated favorable terms and pricing in advance
- UC Contract vendor was used, referred to contract pricing as substantiation of cost and supplier profit numbers
- Marked another chapter of an ongoing collaboration between Earth Research Institute and Procurement for high dollar items, sourced as RFQs

Total Benefit ($24,970.42)