

EXCELLENCE IN PROCUREMENT

Gone are the days of procurement as a “behind the scenes” function. Today’s procurement professionals have campus-wide influence; they are experienced and involved. Procurement professionals lead their universities in key initiatives by developing effective strategies for major expenditures such as energy, construction, and technology. They develop and manage campus-critical relationships with key suppliers and the local business community. Procurement is connected to every group on campus.

Once viewed as transactional, procurement professionals are leading the way in strategic procurement operations... with real results. Higher education leadership is turning more often to procurement as endowments shrink and state funds dry up to make sure that procurement practices are in line with both cost cutting measures and the dichotomy of competitive advantage and increased customer/student services. It is not a small task, and requires the support of the entire institution in order to make supply-chain optimization the “mission critical app” in our current economic climate.

NAEP awards are designed to acknowledge and elevate awareness of innovations and high-impact cost savings delivered to the institution by procurement departments and their leadership. The Excellence of Procurement Award also recognizes the contribution that a procurement department makes to their institution’s overall strategic plan.

The challenges faced by both of the 2009 Excellence in Procurement Award winners tapped the essence of the award, with program components that embrace collaboration, strategic procurement, and creative deployment of technology to lower costs and achieve goals. We are proud to announce the 2009 winners of this distinguished honor — the NAEP Award of Excellence in Procurement.



PRESENTED BY:
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 Planning & Management | National Association of
 Educational Procurement

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PANEL OF JUDGES



Carol Barnhill, C.P.M.
Director of Procurement Services
 Arkansas State University



Annette Evans
Procurement Officer
 University of Georgia



Lorelei Meeker, C.P.M.
Director of Purchasing
 Indiana University



Stan Behnken, C.P.M.
Director of Business Support Services
 Anne Arundel Community College



Sandy Hicks, CPPB
Assistant Vice President & Chief Procurement Officer
 University of Colorado



John Riley, C.P.M.
Director of Purchasing & Business Services
 Arizona State University



Nancy Brooks, MPA
Director of Purchasing
 Iowa State University



Charles Hughes
Director of Procurement and Support Services
 California State University



Richard Worden
Assistant VP of Administrative Services
 New York Chiropractic College



Sue Burge
Purchasing Manager
 Ohio State University



Tom Kaloupek
Director of Materials Management
 Virginia Polytechnic Institute and State University

2009 AWARD WINNER
UNIVERSITY OF MISSOURI
COLUMBIA, MO



William (Bill) M. Cooper, C.P.M.
*Associate Vice President
& Chief Procurement Officer
University of Missouri System
Management Services*

“**B**ill [Cooper] oversaw an enormous multi-phase procurement initiative that brought four campuses under a single organization and implemented an entirely new set of processes and technologies to achieve a strategic approach to procurement. The University has been able to gain campus-wide visibility into spending, improve processes that free staff to engage more strategically with campus users and partners, and enabled the procurement department to move away from being a transaction-oriented order shop into a high value function at the University.

In today’s economic crises, Bill and his team have set a fantastic example for how procurement can play a vital role in helping institutions recapture millions of dollars that would have been lost through outdated procurement practices and off-contract spending.”

2009 AWARD WINNER
RENSSELAER POLYTECHNIC INSTITUTE
TROY, NY



Paul W. Martin
*Associate Vice President
Procurement &
Administrative Services
Rensselaer Polytechnic Institute*

“**O**ver the past decade Rensselaer Polytechnic Institute (RPI) played a crucial role in the development of innovative e-procurement technologies that benefit the NAEP community. Combined with the procurement best practices it exemplifies today, these achievements underscore RPI’s steadfast commitment to further procurement’s role within higher education as well as the dramatic impact of its efforts.

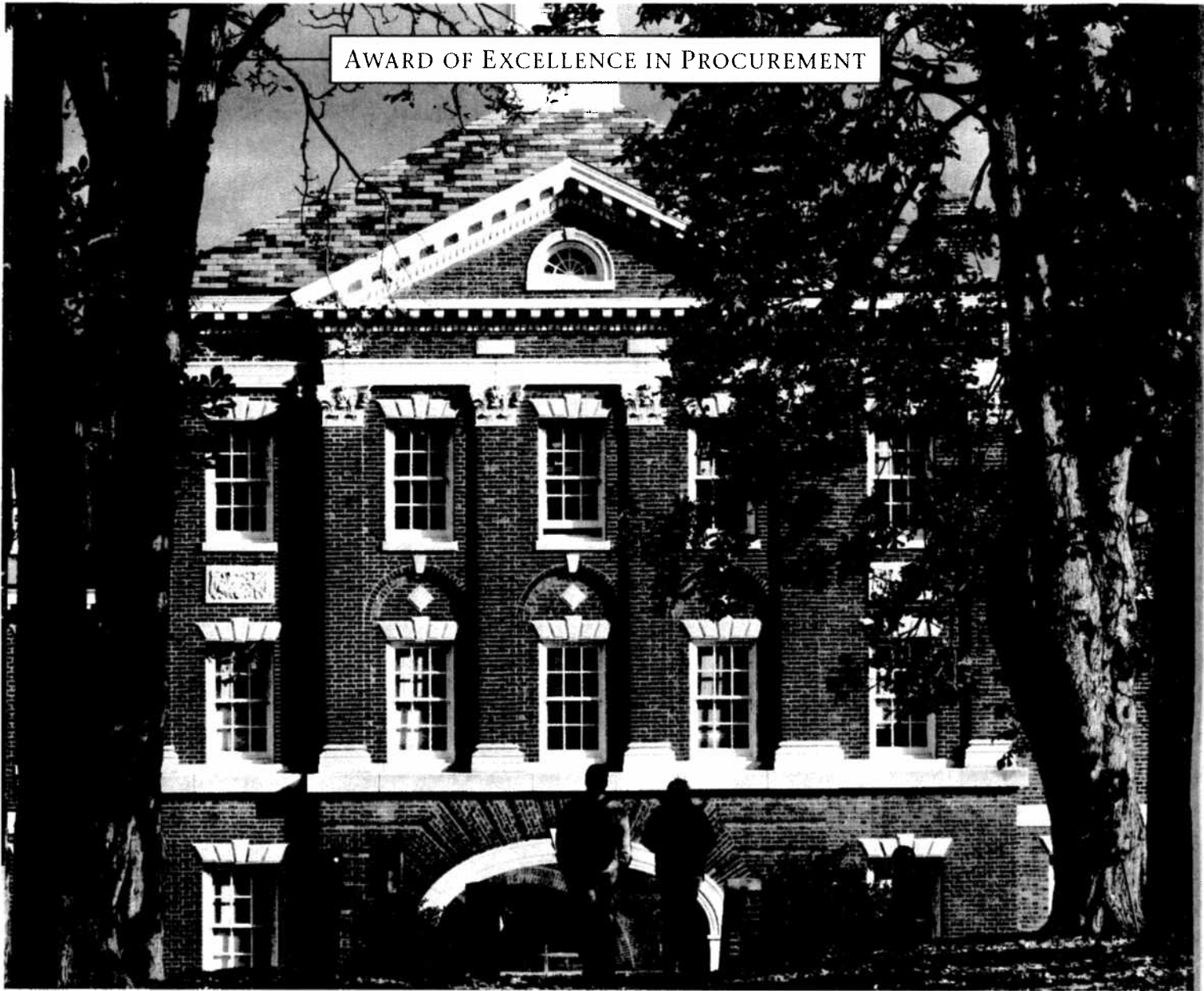
Indeed, no other institution can be credited with achieving so many firsts in the development and deployment of technologies central to the profession as we know it today. Spanning from a visionary conversation at the NAEP Annual Conference in 2000, RPI’s achievements are representative not only of the innovative spirit of today’s NAEP members, but also the selfless pursuit of excellence that the NAEP fosters.”

AWARDS EVALUATION CRITERIA

The judges evaluated entries in the following six areas:

- I. Description of Endeavor, Product, or Service
- II. Planning, Leadership, and Management Support
- III. Promotion of Procurement and Maturity of Effort
- IV. Quality, Performance, and Productivity Measurements
- V. Cost, Benefit, and Risk Analysis
- VI. Customer Satisfaction and Results to Date

(For more details on the evaluation criteria, log on to www.naepnet.org, click on Resources, then Awards.)



RENSSELAER POLYTECHNIC INSTITUTE

TROY, NY

Rensselaer Polytechnic Institute has an international reputation for innovation, fostering some of the most noteworthy advances in science and technology. In this time of economic instability, reduced funding, and limited endowments, Rensselaer established a strategic plan for the University that would help the institution maintain its leadership in higher education. The procurement department at Rensselaer stepped in, stepped up, and delivered innovation and creative spirit to the entire institution in the process.

The key milestones the procurement team at Rensselaer achieved during this process are:

1. Complete analysis of all processes to:

- a. identify and streamline those essential and critical processes that are necessary,
- b. identify those processes which require transformation, and

c. identify those processes which can be eliminated entirely.

2. Execute each step in the process emphasizing access, outcomes, simplicity of process, and appropriate use of technology at every step.
3. Always keep a focus on excellence in customer service.
4. Contribute to Rensselaer Polytechnic Institute's strategic goal to create a thoughtful and friendly electronic environment that would "knit the institution and its communities into a seamless whole."

The Procurement Department and RPI demonstrated clearly that any process and culture could be transformed effectively. Their pioneering spirit has enabled procurement to completely revolutionize the way goods and services are procured in higher education.

Nice article

AWARD OF EXCELLENCE IN PROCUREMENT

DESCRIPTION OF ENDEAVOR, PRODUCT, OR SERVICE

With proliferation of the Internet in the late 1990s, the Rensselaer Polytechnic Institute's procurement professionals — under the leadership of Paul W. Martin, now associate vice president for administration at the Institute (RPI), and Ann Crislip, now director of materials management at RPI — first embarked on a journey

that would ultimately have a profound effect on the procurement function in higher education. Both surmised that new technologies had the potential to replace the costly and time-consuming paper-based purchasing processes common at the time. What was needed was an entirely new way of buying goods and services for higher education — a complete e-procurement solution capable of automating the entire purchasing process from sourcing to settlement in an intuitive, easy to use environment.

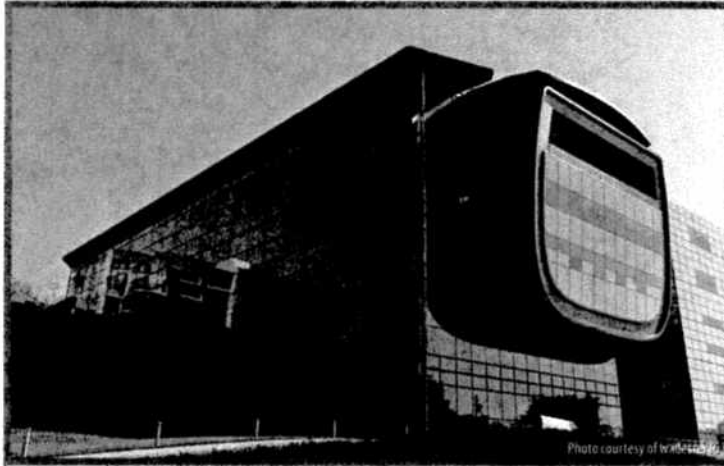
Upon discovering that no school had yet to embrace such a system — and that no such technology appropriate for the higher education environment existed at the time — RPI turned to the NAEP for help and attended the annual conference with a goal: To find a partner that could collaborate with the Institute and address its needs for such a technology that directly addressed the unique procurement challenges encountered in higher education.

RPI sought out a meeting with Higher Markets, a start-up software company and exhibitor at the conference that envisioned using the Internet to create an online environment in which goods and services could be purchased — much like the consumer e-commerce sites growing in popularity at the time — and processed with no need for manual data entry or paper processing. The meeting proved fortuitous.

RPI had already converted some forms, including purchase orders, into an electronic format, and its vision of an entirely new approach to procurement and complete e-procurement solution resonated with Higher Markets and mirrored the company's goals. Specifically, RPI wanted to enhance its controls over spending,

make the manual purchasing process more efficient through automation, create an environment that users could enthusiastically adopt, and foster greater accuracy in reporting and forecasting.

Higher Markets shared the same ideas. Soon after, Higher Markets was acquired by SciQuest, today the largest provider of e-procurement and supplier enablement solutions in higher education. The ensuing collaboration between



EXPERIMENTAL MEDIA AND PERFORMING ARTS CENTER

RPI and SciQuest resulted in several marquee firsts from those early efforts nearly ten years ago.

Today, RPI is again serving as an advocate that is pushing the boundaries of technology forward for higher education's procurement profession. With a vision for a complete e-procurement solution that encompasses every step in the entire procure-to-pay process still its goal, RPI is again working directly with SciQuest and SunGard to serve as the critical first real world example of the integration of on-demand e-procurement with the settlement function through SunGard ERP.

Of course, RPI's role as the pioneer of technologies that directly benefit the entire collegiate community is just one side of the Institute's story. In the process RPI has developed and honed procurement best practices while achieving significant gains in efficiency and savings.

CUSTOMER SATISFACTION AND RESULTS TO DATE

The idea of implementing a single, one-window e-procurement solution capable of automating the entire procurement process was the vision of Paul W. Martin, assistant vice president for administration at RPI. When that vision became a reality with the SciQuest system, RPI developed a pilot group to develop the workflow and testing for both the requisition and settlement processes.

The user community was at first hesitant, a reflection of their comfort with known processes that, while ineffective and costly, were familiar. The Purchasing Department addressed the concern of change

by involving campus stakeholders in the development of the workflow. Those individuals were immediately sold and assisted the Purchasing Department with selling the system to the remainder of campus.

The original plan was to provide the RPI community with a state-of-the-art procurement system, and the operation was a success. Through the SciQuest system, purchases are made and processed through "one window" — giving the RPI community a single source that addresses all of their purchasing needs. The system has dramatically streamlined the procurement process.