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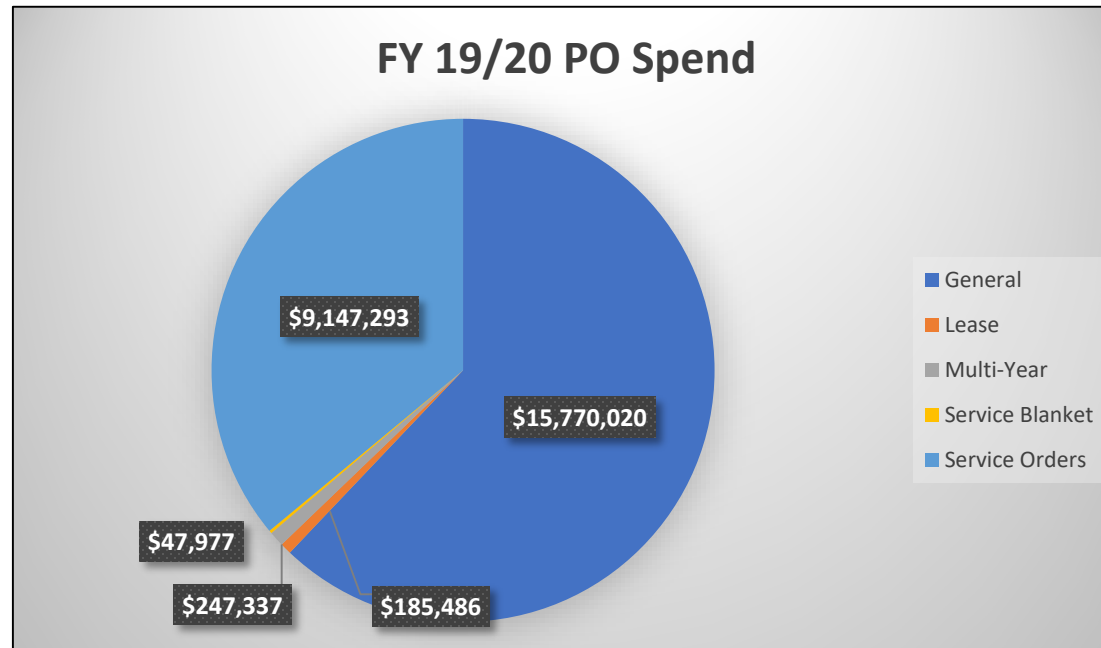
Procurement and Contracts

# Strategic Sourcing

The CSUSB Approach to Optimizing Procurement and Contracts

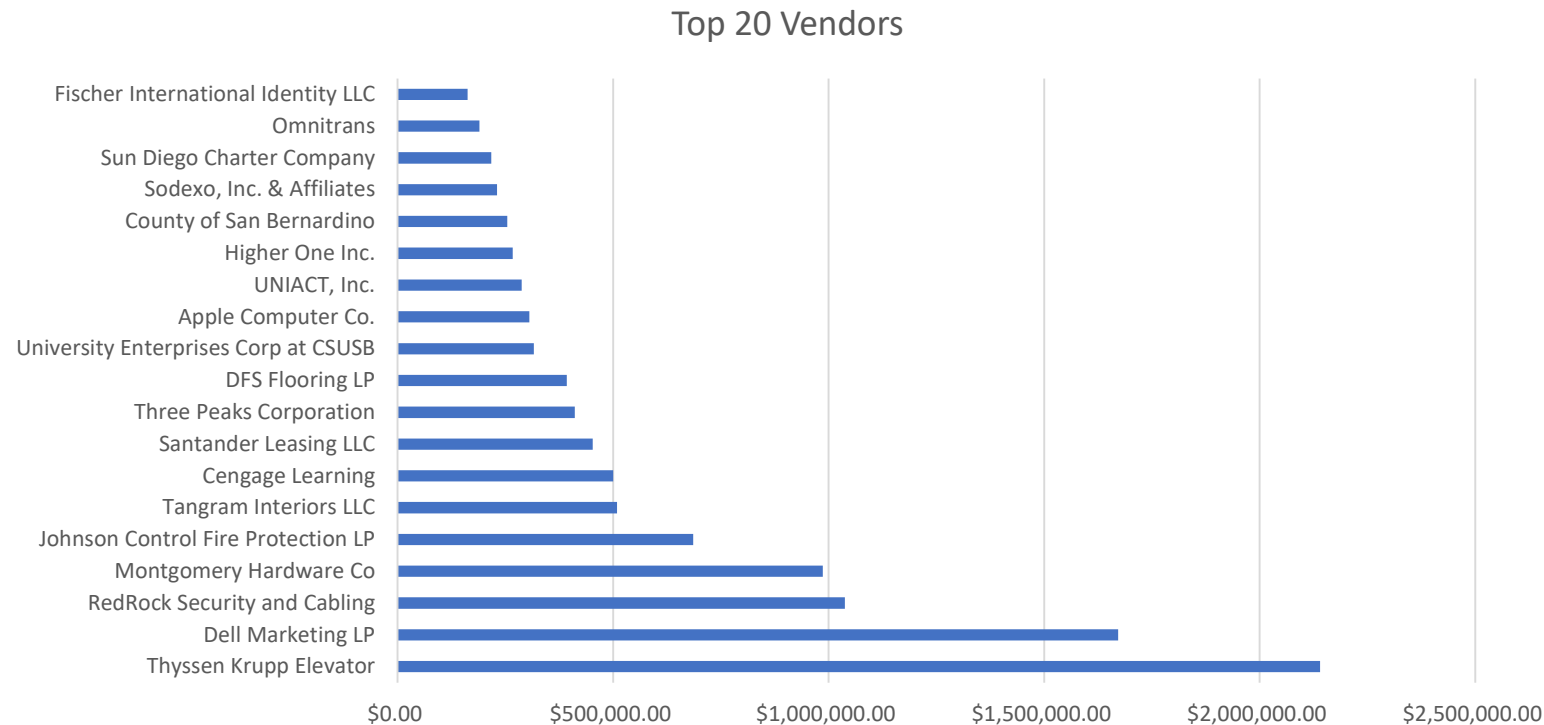
# FY19/20 Procurement and Contracts Review

- **Total Spend – STATE FUNDS** (Excluding Public Works, SBPHL Business Unit, Direct Expenditure and Procard Purchases): **\$25.4M**
- **Number of Purchase Orders: 2,534**



# FY19/20 Procurement and Contracts Review

- **Number of Vendors: 947**
- **Top Vendors - STATE FUNDS** (Excluding Public Works, SBPHL Business Unit, Direct Expenditure and Procard Purchases)



# CSU Total Procurement Benefit Methodology Reference Guide

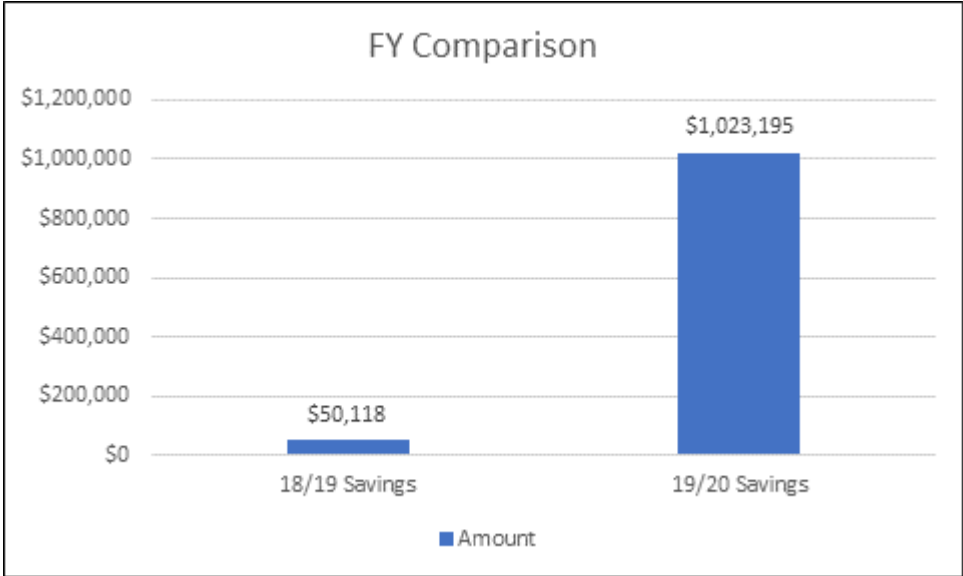
**Mission:** Our mission is to be a trusted partner through collaboration to maximize value across the CSU system by optimizing the procurement of goods and contracted services.

**Vision:** Our vision is to be a strategic partner contributing to the financial health of the CSU and higher education.

## Benefit Type

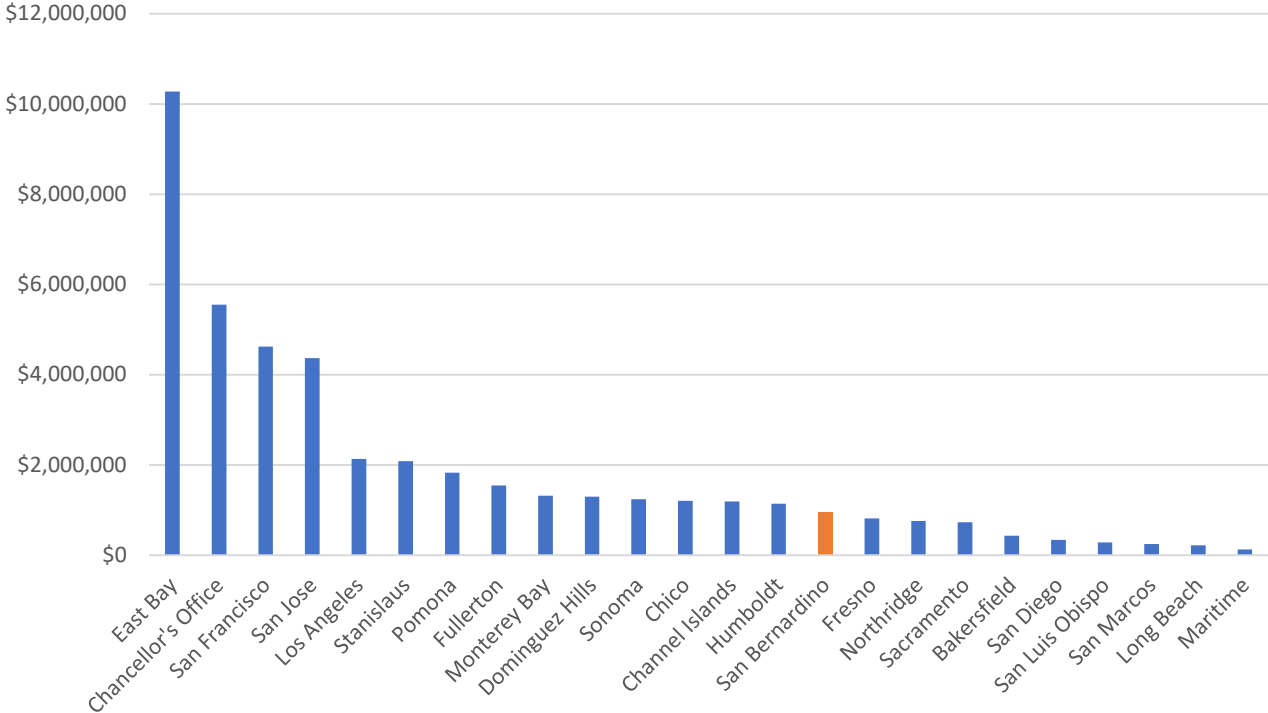
	<b>Definition</b>	<b>Examples</b>
<b>Cost Reduction</b>	Results in a total lower cost than baseline cost	Low bid (historical or previously contracted baseline), discounts (multi-year, volume, education, etc.), cooperative agreement pricing
<b>Cost Avoidance</b>	Results in avoidance of additional cost	Low bid (imputed baseline) Maintenance fees, requested price increases, other ancillary costs, free consumables

# CSUSB Cost Reductions

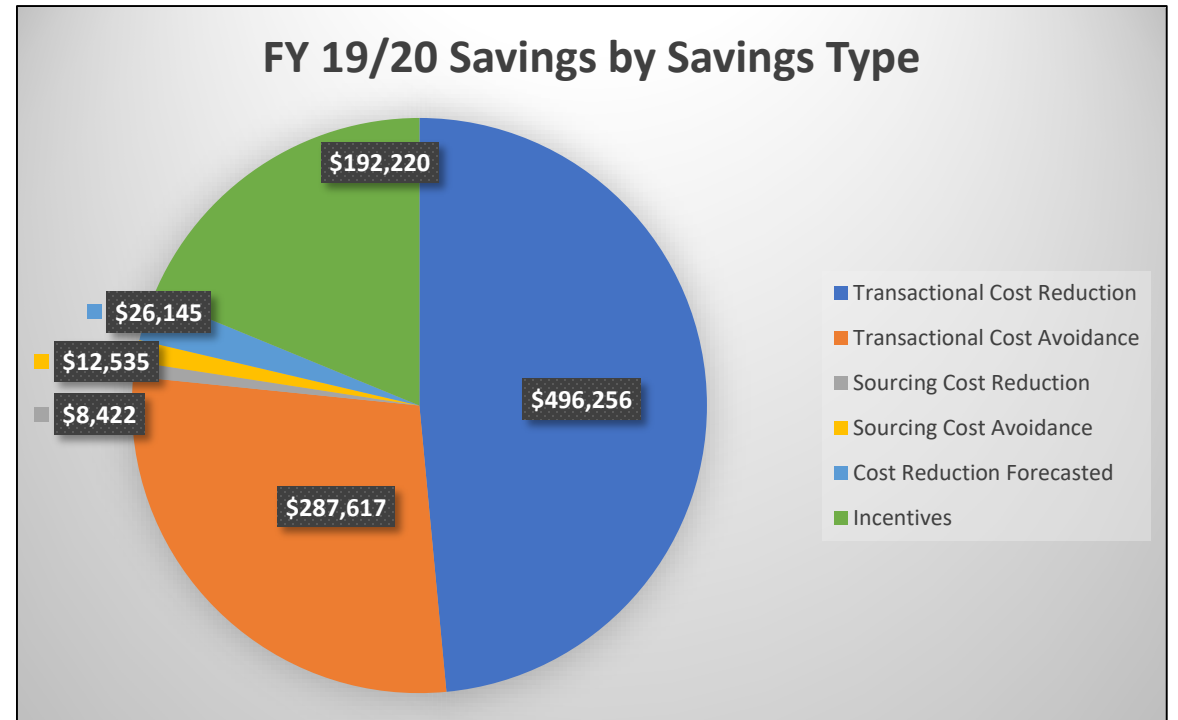
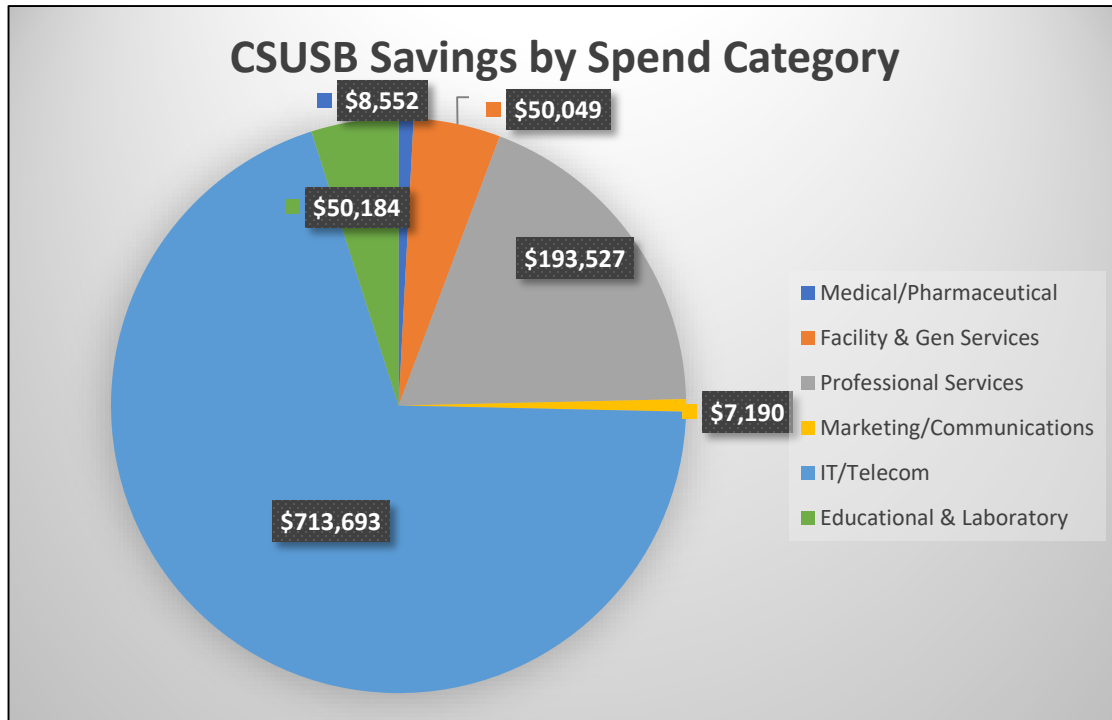


Fiscal Year	Amount
18/19 Savings	\$50,118
19/20 Savings	\$1,023,195

FY19/20 CSU Procurement Savings Ranking



# FY19/20 CSUSB Cost Reductions



# Tools for Procurement and Contracts Effectiveness

- **Procure-to-Pay (or “P2P”) Project:** The automated workflow process of requisitioning, purchasing, receiving, paying and accounting for goods and services.
- **Systemwide Contracts (CSUBuy) :** Online marketplace that allows collaboration with other CSU campuses to achieve volume discounts, and maximize economies of scale.
- **GovSpend:** Third-party resource for price benchmarking among local, state, and federal government agencies.
- **Consortium Agreements (E&I,OMNIA, and NASPO etc.):** National agreements/contracts that have been competitively solicited and awarded by a lead agency, using applicable procurement laws and regulations to achieve negotiated rates and large volume discounts.

**Procurement Goal:** Focus on high volume/cost vs. low cost

- Total FY19/20 Spend: \$25M
- 5% Projected Cost Reduction: (\$1.2M)