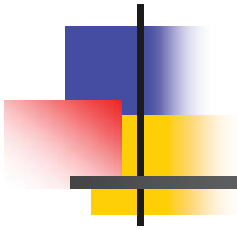


# North Carolina A&T State University



## eProcurement With SciQuest HigherMarkets



March 8, 2010





# Agenda

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- ❖ Project Team
- ❖ eProcurement Overview
- ❖ Advantages of Implementing HigherMarkets
- ❖ Sungard Banner Integration
- ❖ Savings Overview
- ❖ Questions



# Project Team

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Executive Sponsor: Vice Chancellor Robert Pompey, Jr.

Co-Project Leads: Martinique 'Nikki' Williams,  
Anthony Grice

Ted A. Little

Stephen Pass

Jorenda Lennon

Scott Hummel

Helen Buck

Deborah Harris

Tracey Smith

Lavonne Matthews



# Project Team

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LaShonna Frederick

Pat Chatt

Lonnie Cathey

Chelsey Williams

Deborah Alston

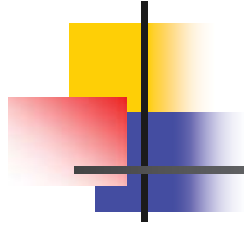
Janice Darden



# What is eProcurement ?

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- eProcurement systems automate the entire purchase-to-pay process.
- Allows selecting of preferred goods, creating and approving purchasing requisitions, placing purchase orders and receiving goods and services as well as paying invoices ...all without paper by using a software system based on Internet technology.
- A powerful and customized approval and communication tools that helps improve collaboration and provides information without phone calls and emails.

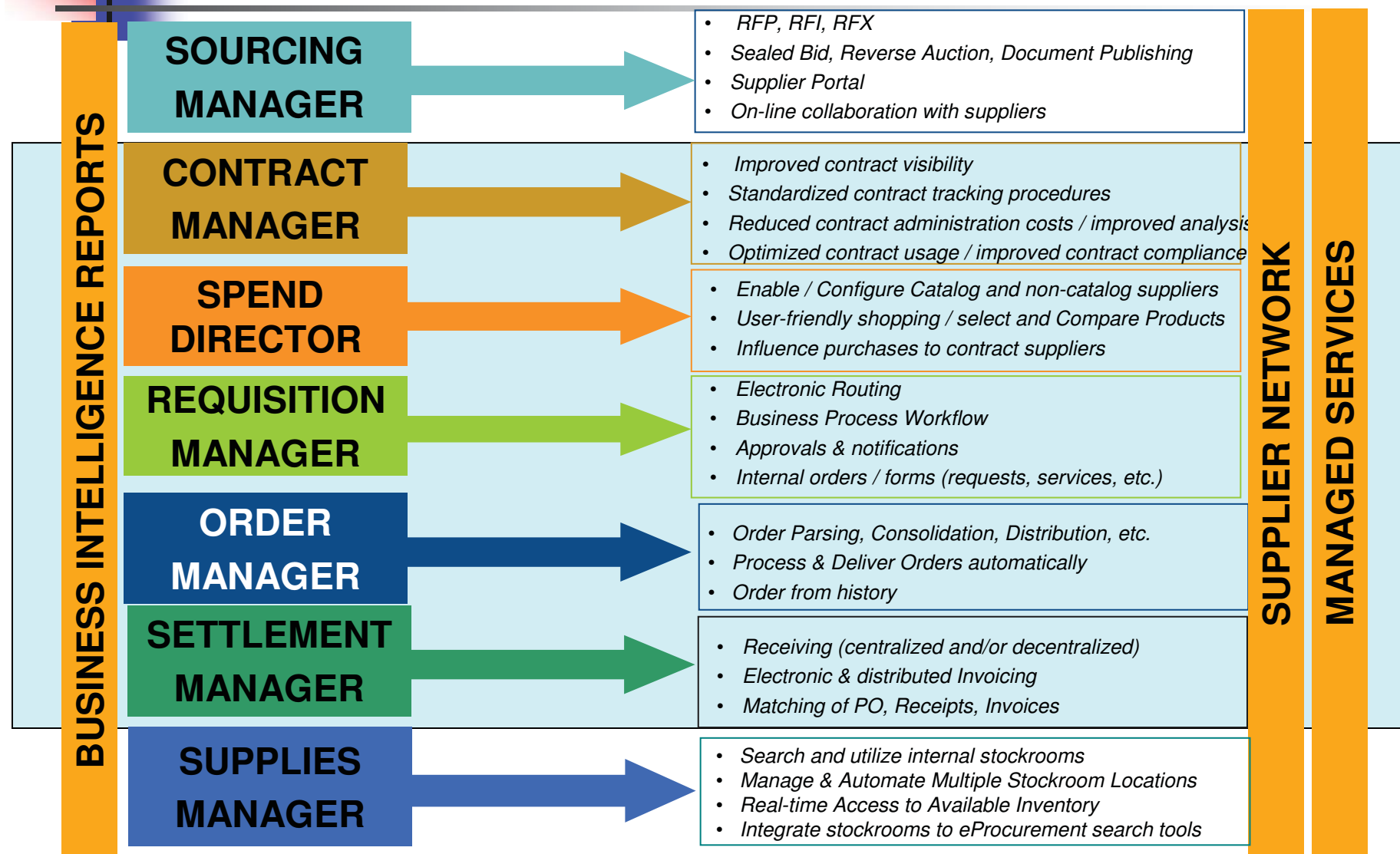


# SciQuest HigherMarkets eProcurement

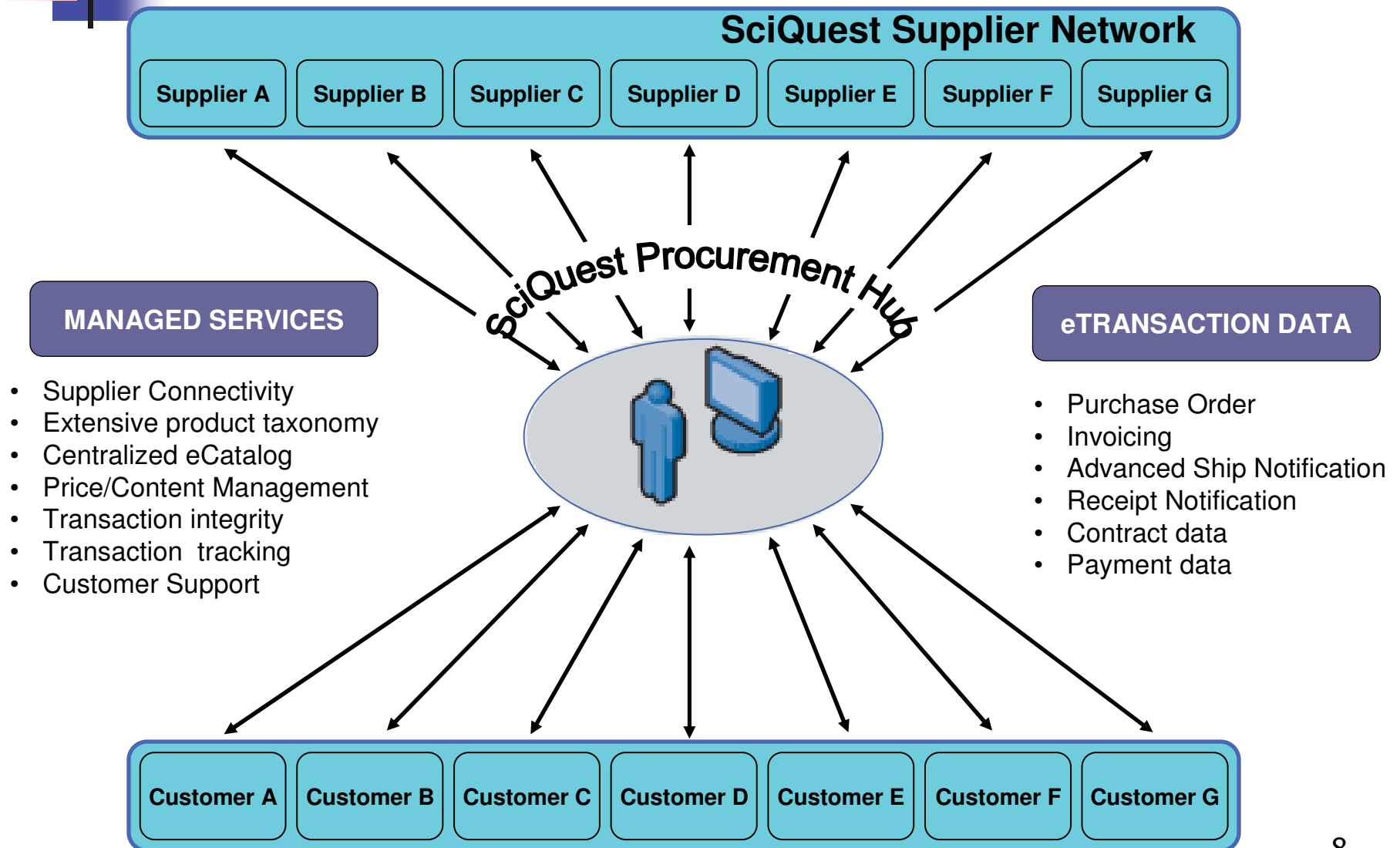
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- SciQuest HigherMarkets is a modular eProcurement System that overlays and shares data with Banner. SciQuest is a strategic partner with SunGard Higher Education. It provides:
  - ✓ Simplified ordering with a “shopping cart” process
  - ✓ Improved access to procurement data for departmental users
  - ✓ Ability to identify applicable contracts, special pricing and HUB vendors
  - ✓ Delivery of orders by email or fax without printing.

# SciQuest HigherMarkets Overview



# With SciQuest HigherMarkets





# User-Friendly Shopping Environment

Hosted  
Preferred  
Suppliers

Supplier  
Punch-out

Internal  
Suppliers  
(stock-  
rooms)

SciQuest  
Science  
Catalog

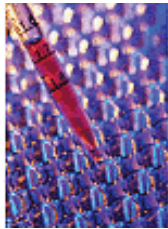
Services &  
Non-  
catalog  
Items



- User-friendly, familiar interface
- Preferred product positioning
- Scientific content and specialty searches
- Access to any supplier with a variety of methods
- View on-hand inventory
- Your products and pricing

# Who benefits from the implementation ?

## End Users



- One-stop shopping experience
- 24/7 Availability
- Fast, easy requisitioning and quick delivery

## Procurement



- Control and visibility of spending
- Contract compliance
- Paperless process
- Error-free requisitions

## Senior Management



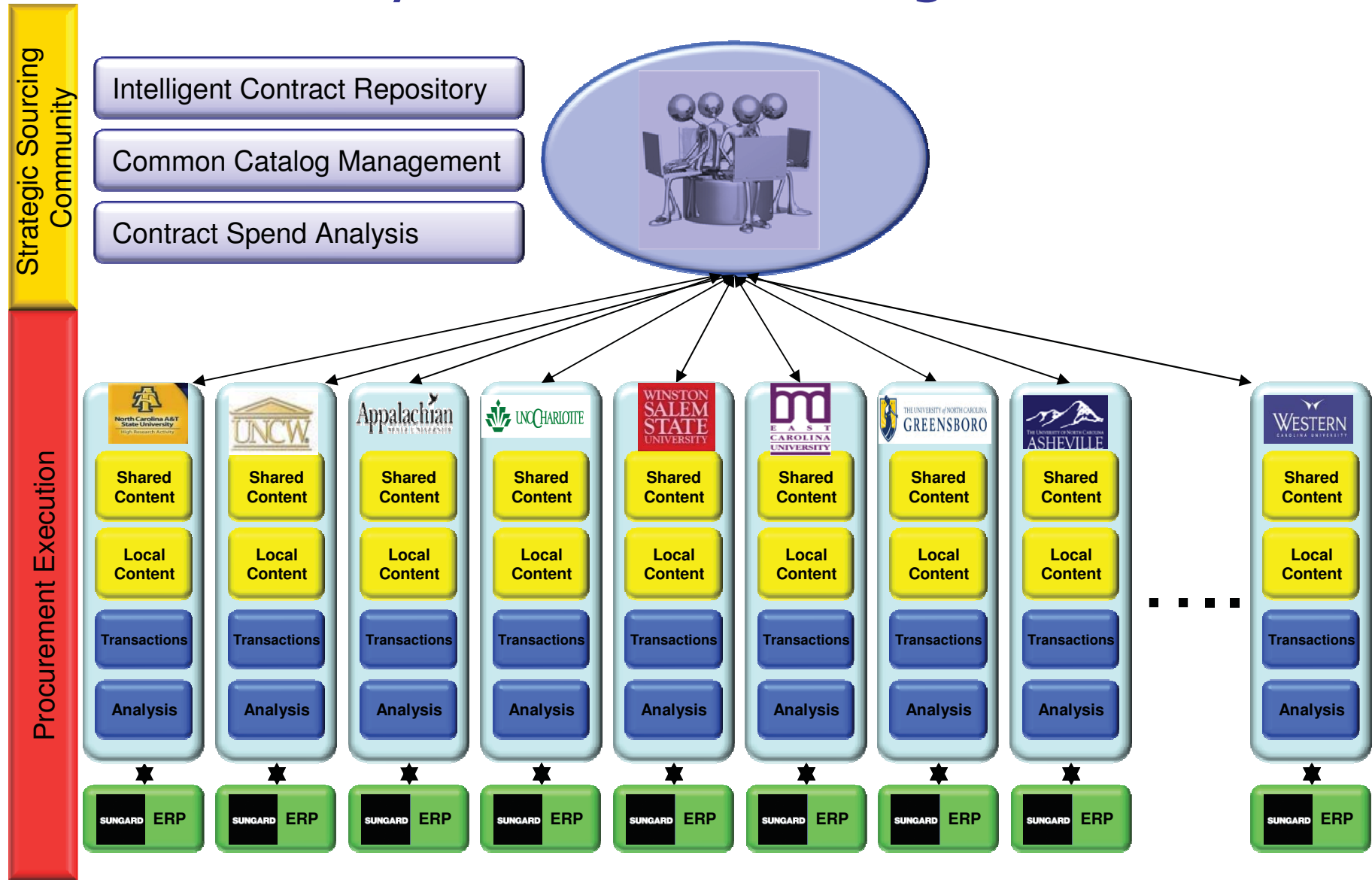
- Reduced materials costs
- Increased purchasing and user productivity
- Better budgeting information

## Information Technology

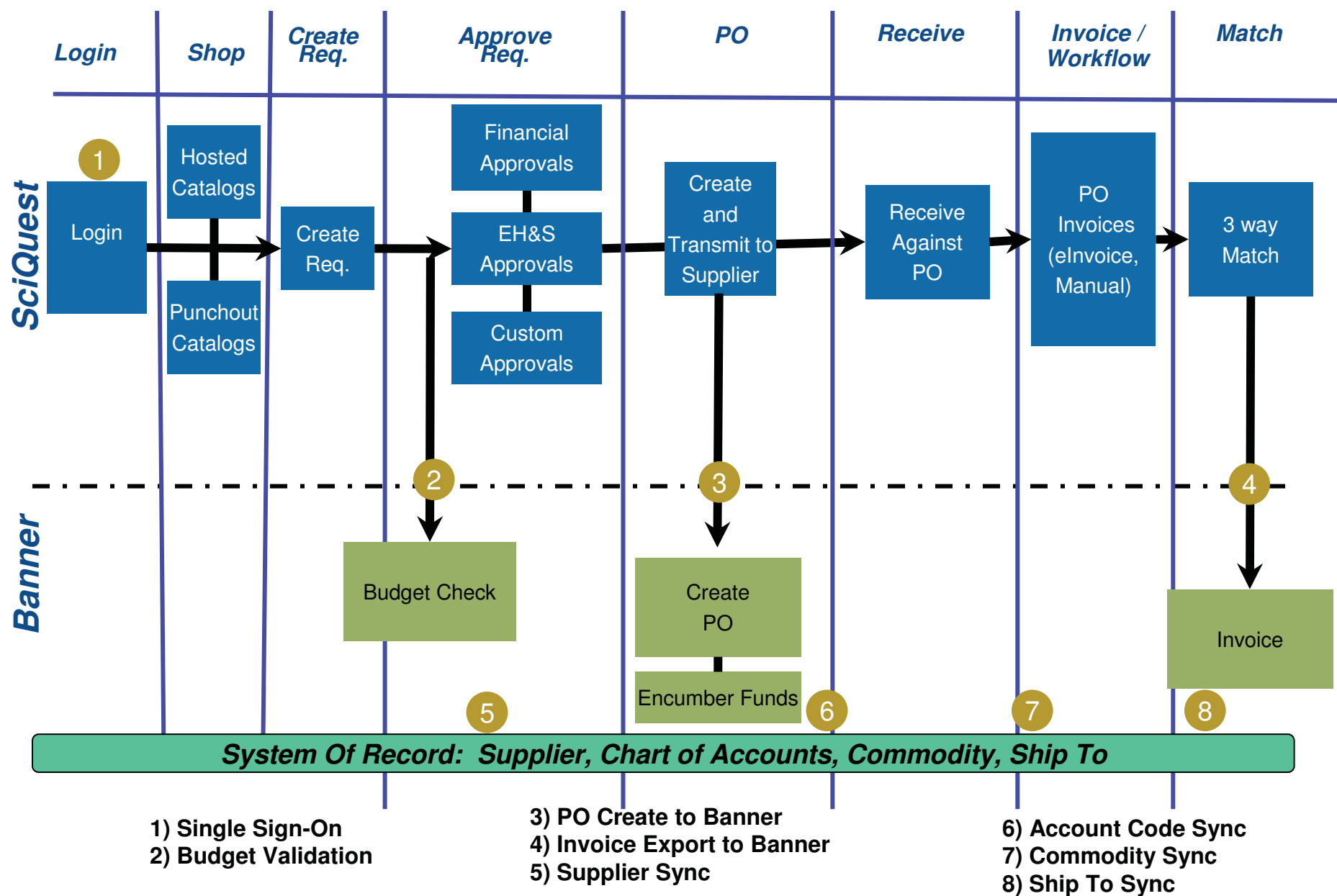


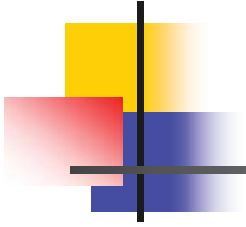
- Low maintenance software
- Secure, reliable access
- Straight-forward integration

# UNC System-Wide Strategic Solution



# Integration to Banner Finance



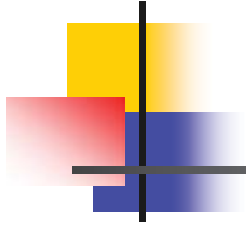


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Our  
marketplace  
will be named

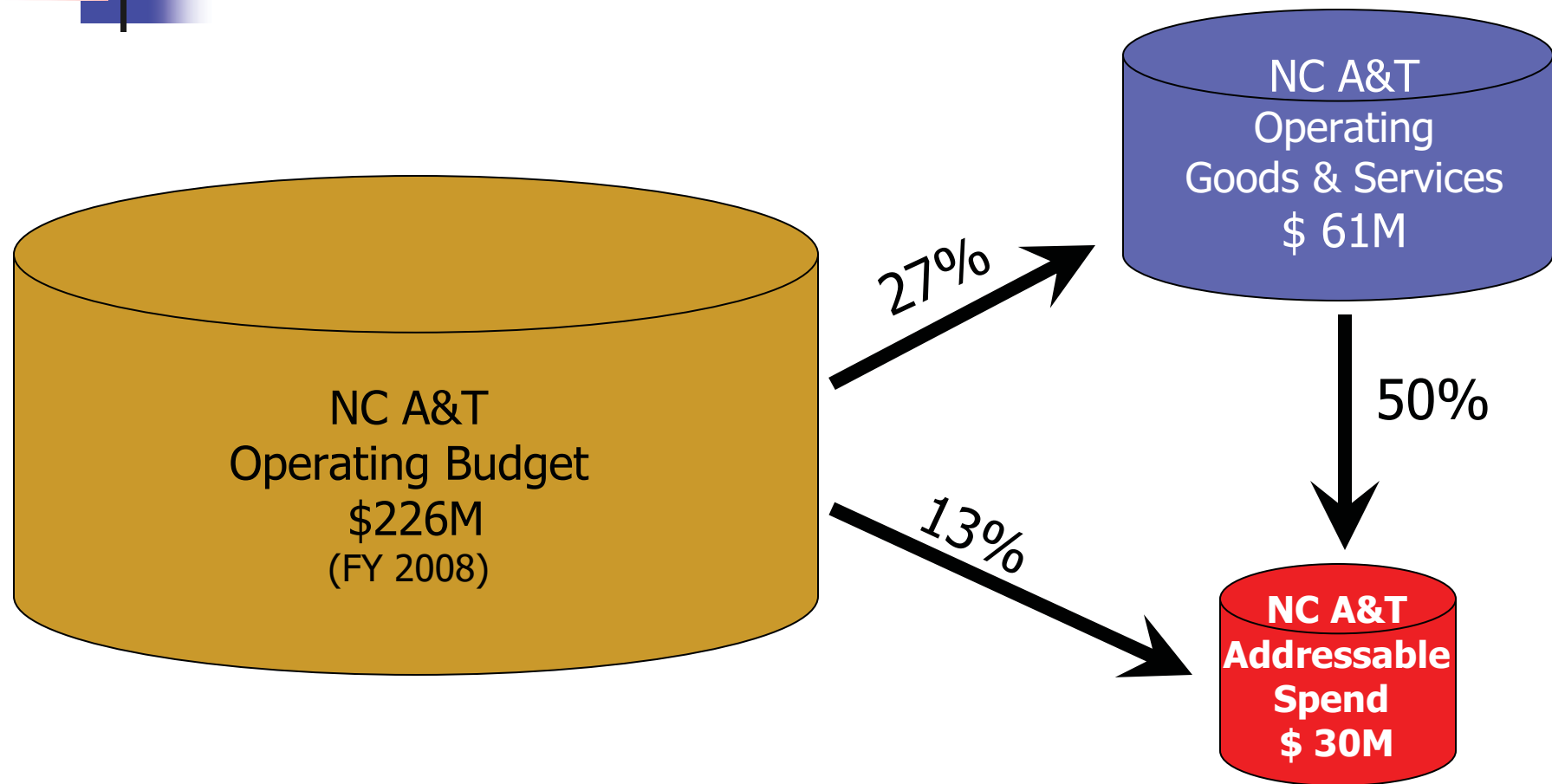


**AGGIE-MART**



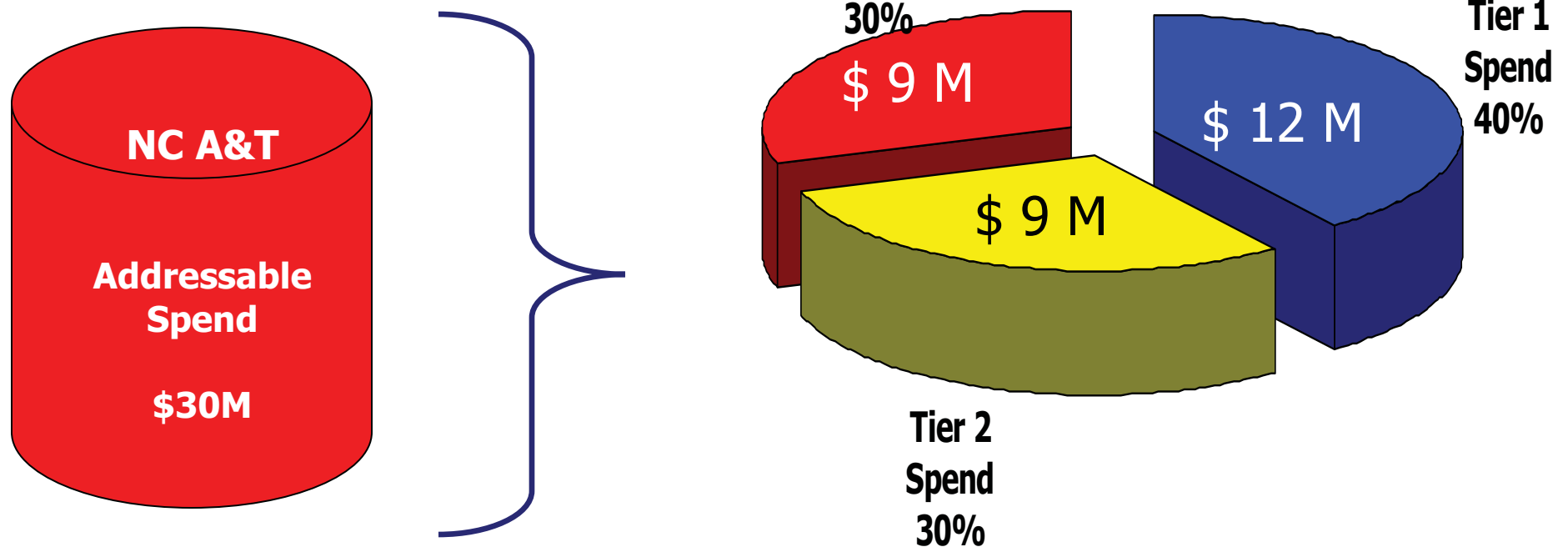
# *Savings Overview*

# Basis for Savings



Addressable Spend = 50% of Goods & Services  
Addressable Spend = 13% of Operating Budget

# Addressable Spend Breakdown



## **Definitions:**

- Tier 1 – Contract Spend. Purchases already utilizing a contract.
- Tier 2 – Maverick Spend. Purchases at or near list price when contracts exist.
- Tier 3 – Un-contracted Spend. Purchases where no contract exists for item / services.





# Savings Example

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Spend \$100 in office supplies at an Off-Contract supplier like Staples.

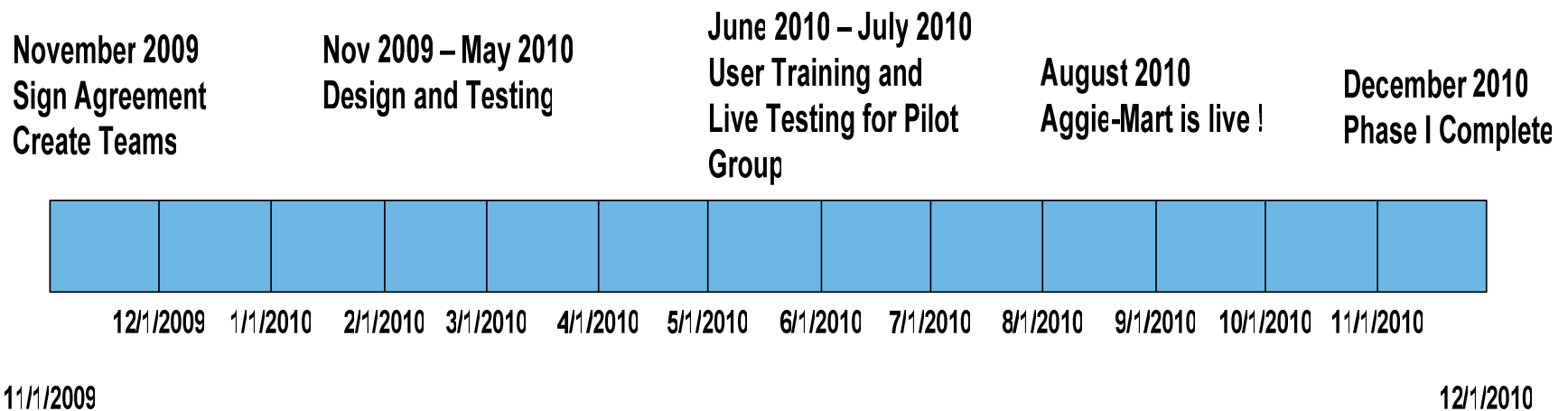
Those same supplies at our Contract supplier, Office Depot, would cost between \$80 to \$95.

A savings of 5% to 20%.

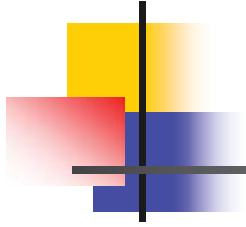


# Our Project Timeline

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**Phase II Begins February 2011 – Settlement Module**  
**-eInvoicing and Receiving**



Questions ?