North Carolina A&T State University



eProcurement With SciQuest HigherMarkets





Agenda

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

Project Team

Executive Sponsor: Vice Chancellor Robert Pompey, Jr.

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Project Team

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What is eProcurement?

- 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.



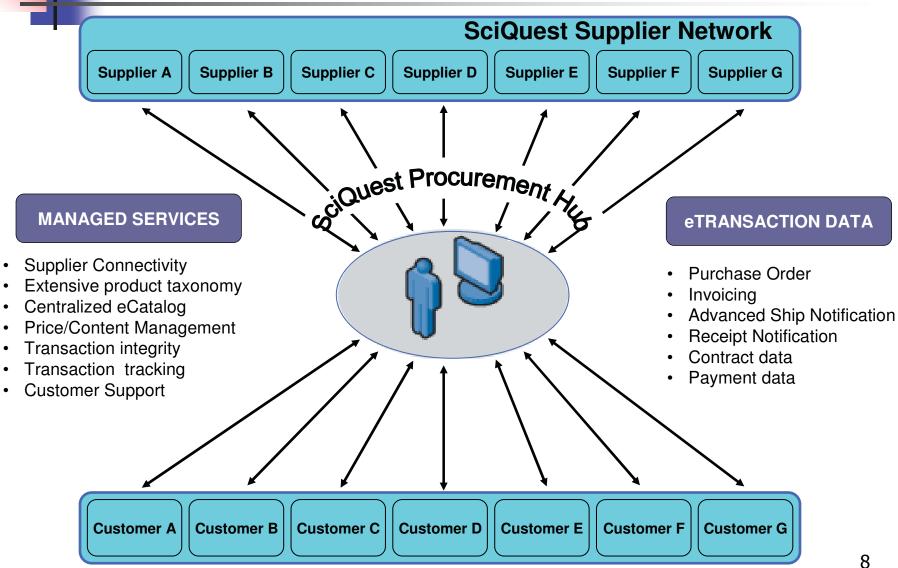
SciQuest HigherMarkets eProcurement

- 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

RFP. RFI. RFX **SOURCING** Sealed Bid. Reverse Auction, Document Publishing Supplier Portal **MANAGER** On-line collaboration with suppliers S Improved contract visibility <u>C</u> CONTRACT Standardized contract tracking procedures 0 **MANAGER** Δ Reduced contract administration costs / improved analysis ш Optimized contract usage / improved contract compliance NETWORK α **SPEND** Enable / Configure Catalog and non-catalog suppliers RVICI ш User-friendly shopping / select and Compare Products LIGENC DIRECTOR Influence purchases to contract suppliers ш Electronic Routing REQUISITION Business Process Workflow **MANAGER** Approvals & notifications α Ш SUPPLIE Internal orders / forms (requests, services, etc.) INTE MANAG **ORDER** Order Parsing, Consolidation, Distribution, etc. Process & Deliver Orders automatically **MANAGER** ഗ Order from history **USINES SETTLEMENT** Receiving (centralized and/or decentralized) Electronic & distributed Invoicing **MANAGER** Matching of PO, Receipts, Invoices \mathbf{m} **SUPPLIES** Search and utilize internal stockrooms Manage & Automate Multiple Stockroom Locations Real-time Access to Available Inventory **MANAGER** Integrate stockrooms to eProcurement search tools

With SciQuest HigherMarkets



User-Friendly Shopping Environment

Hosted Preferred Suppliers

Supplier Punch-out

Internal Suppliers (stockrooms)

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



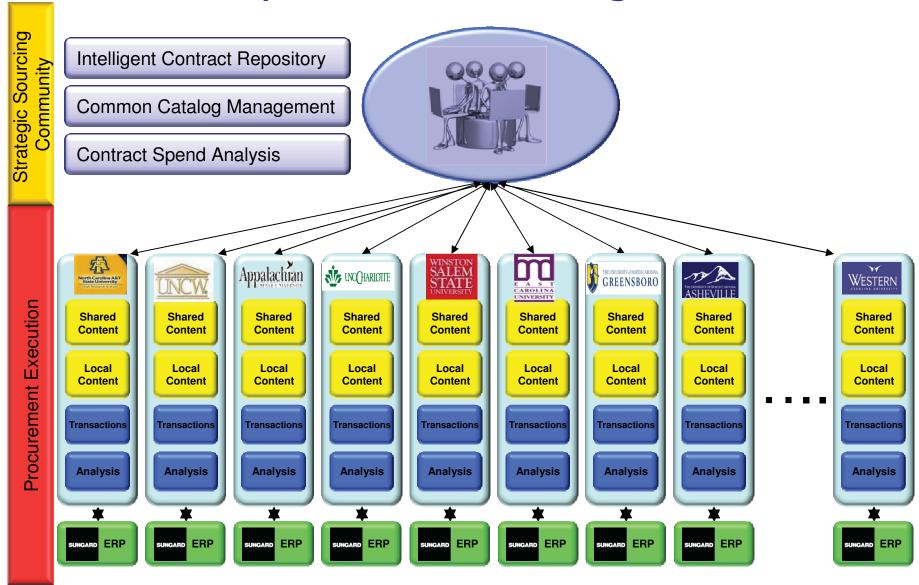
- · Reduced materials costs
- Increased purchasing and user productivity
- Better budgeting information

Information Technology

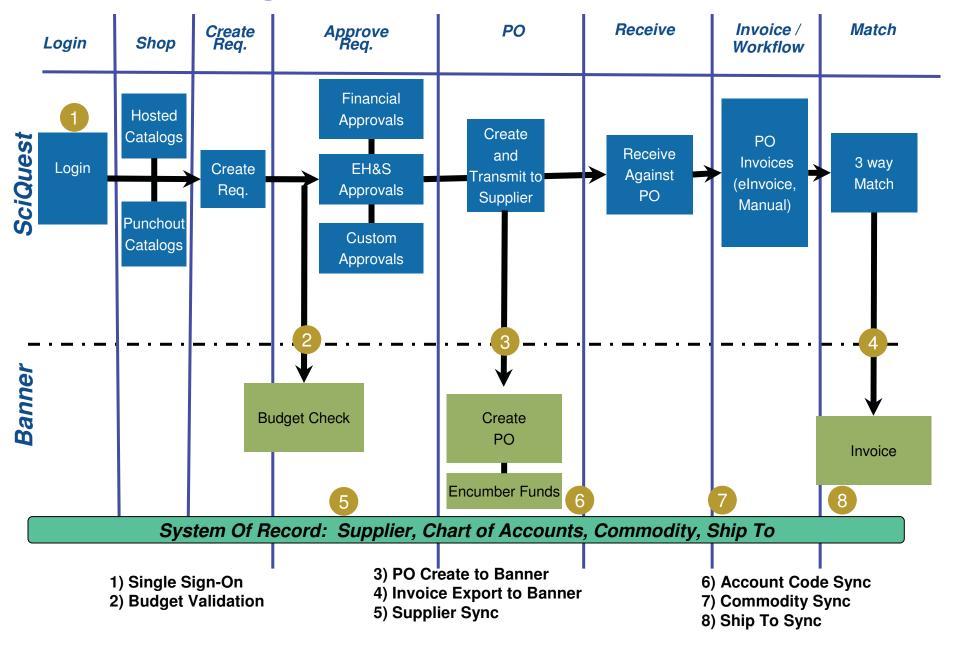


- · Low maintenance software
- Secure, reliable access
- Straight-forward integration

UNC System-Wide Strategic Solution



Integration to Banner Finance





Our marketplace will be named



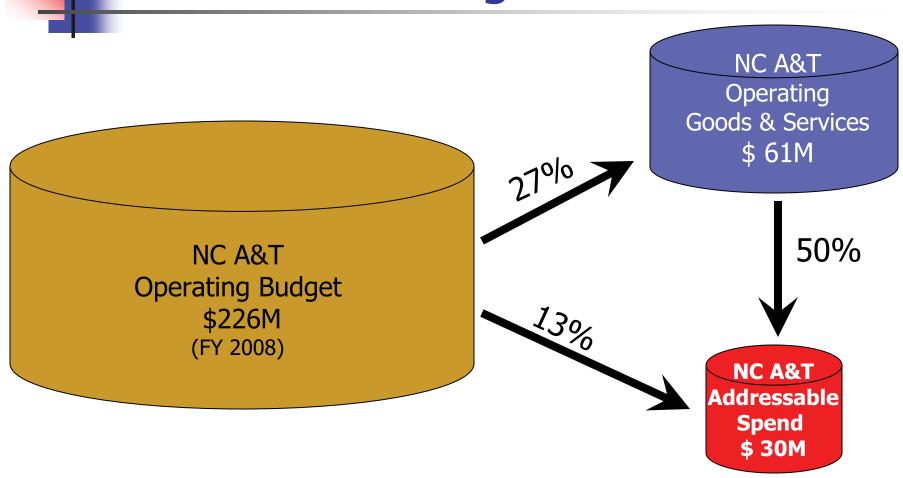
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Savings Overview



Basis for Savings

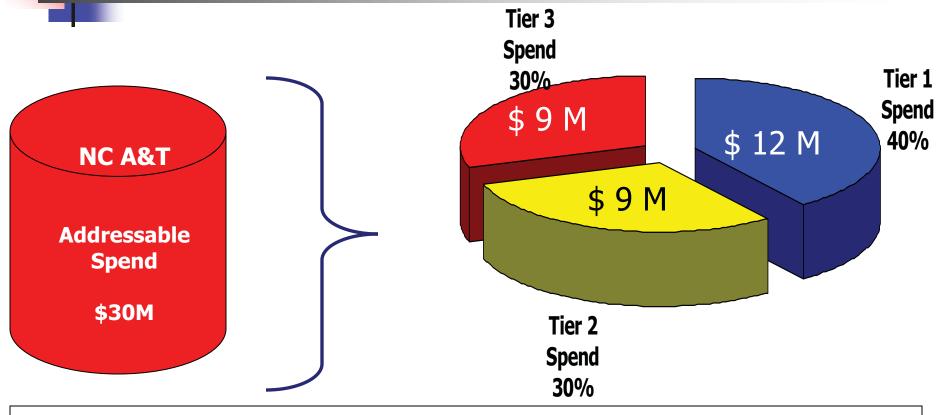


Addressable Spend = 50% of Goods & Services

Addressable Spend = 13% of Operating Budget



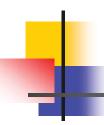
Addressable Spend Breakdown



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.

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Savings Example

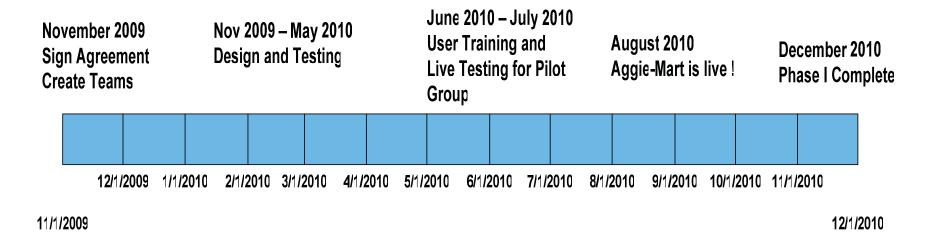
Spend \$100 in office supplies at an Off-Contract supplier like Staples.

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

A savings of 5% to 20%.



Our Project Timeline



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



Questions?