

University of California, Irvine

"Getting started as a supplier at UCI"

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University of California, Irvine Overview

The University of California, Irvine is a top ranked research university with \$1.8B in annual operating expenses and is the largest employer in Orange County.

We are:

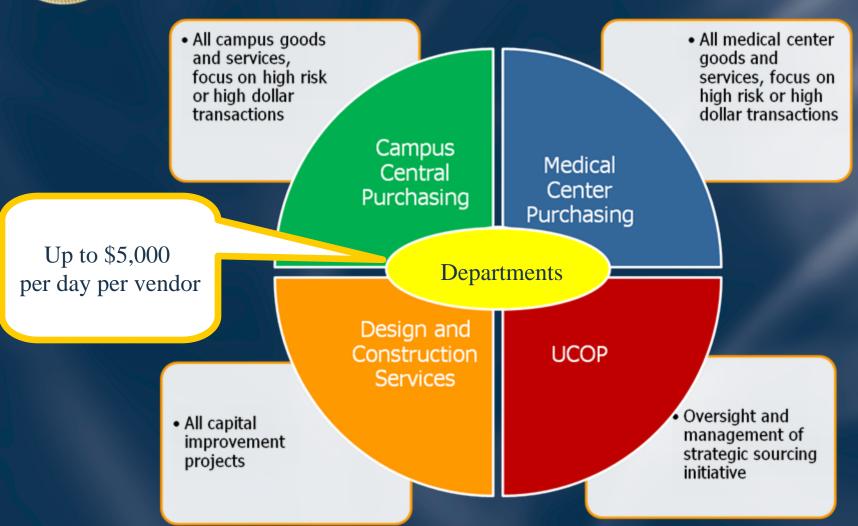
28,000 students, 11,000 employees, and 1,100 faculty supported by 3,000+ suppliers, consultants, and contractors.

And we are a growing campus: Student enrollment projected to reach 32,000 by 2015

We need your help to build a diverse and healthy supply chain!



UCI Business Environment Decentralized





How do I get started?

Goods and Services

Tier 1: System-wide Agreements

Tier 2: Local Agreements

Tier 3: One-off purchasing

Construction

Design Build Construction



How do I get started? Tier 1: System-wide Agreements

Strategic Sourcing Initiative

A UC system-wide sourcing program designed to leverage the collective buying power of the UC to develop aggressive pricing contracts with the lowest total cost of ownership (TCO). The goal is to channel 80% of sourceable commodities to awarded suppliers.

Features:

Leverages the \$2B aggregate buying power of the UC

Awards contracts based on the TCO

Greater then 200 contracts awarded

Focus on commodity based contracts vs. specific product(s) Channeled \$24M in spend under contract during FY 2009



System-wide Awards Helpful Hints

Requirements:

Previous experience serving the UC or similar entity
Ability to service all UC locations
Acceptance of standard UC terms and conditions

Getting Started:

Complete a business information form (BIF)
Introduce yourself to Central Purchasing
Establish yourself as a vendor!
Routinely check for new proposal opportunities

Submitting an RFP:

Answer the question Customize your answers



Develop Current TCO for

Each Location

Contract Award Methodology

Prep. Supply Chain **Analysis Implementation** Management Phase Phase Phase • Determine Project Scope Develop Negotiation • Conduct Stakeholder • Develop & Communicate Conduct Quarterly and Plan **Sourcing Strategy Business Reviews Requirement Sessions Strategy Document** Obtain Resources • Develop User Adoption Review Metrics & (people, dollars, etc.) • Produce Summary of **Strategy & Implementation** • Meet & Negotiate with Measurements Conduct Kickoff Meeting **Finalists Existing Contracts** Plan Request Ongoing • Identify Team Members • Develop Initial Cost & **Operational Benefit Analysis** Conduct Sessions to Sign Agreements **Improvement Prioritize Requirements** Conduct Satisfaction Surveys Develop Conduct Launch **Determine Develop** Evaluate & Negotiate **Implement Supply Chain** Spend Location Category Sourcing Market Select Agreement(s) Agreement(s) **Management** Supplier(s) Team **Analysis** Requirements **Analysis Strategy** • Develop & Issue RFP Analyze Spend by • Complete Pre-bid Assign Implementation **Category & Location and Industry Analysis** Team Determine "Source-able" • Develop & Distribute RFI Evaluate and Score RFP Finalize Implementation **Portion** (if needed) Plan Responses Document Historical Evaluate Supplier RFI Complete • Select "Short List" of **Purchases** Responses **Implementation**

Finalists

Create & Implement

Ongoing SRM Plan

Publish Final Market

Analysis



How do I get started? Tier 2: Local Agreements

Planned Purchasing Initiative:

Each campus develops competitively bid strategic agreements with key suppliers. Leverages campus volume to ensure aggressive pricing and establishes key terms and conditions

Getting Started:

Complete a business information form (BIF)
Introduce yourself to Central Purchasing
Establish yourself as a vendor!
Routinely check for new proposal opportunities

Submitting an RFP:

Answer the question!
Customize your answers



How do I get started? Tier 3: One-off purchasing

Get your foot in the door!

Without a contract access to the campus for commercial marketing purposes is limited. However, opportunities exist for suppliers that demonstrate excellent service, aggressive pricing, innovative marketing techniques, and align their value proposition with the needs of the campus.

Getting started:

Complete a business information form (BIF)
Introduce yourself to Central Purchasing
Establish yourself as a vendor!
Leverage special designations



How do I get started? Special Designations

The Small Business Program (SBP)

The primary function of the SBP is to help departments establish and maintain a process for providing equal access and opportunity for suppliers seeking to do business with the University.

Features:

Counsels vendors on how to do business with UCI Provides campus buying personnel with vendor source materials

Primary Contact
Melvin Davis
Small Business Program Coordinator



How do I get started? Construction Bid Projects

The UC Irvine Design & Construction Services Contract Administration Unit currently maintains contracts supporting construction services with over 150 consultants and design professionals.

In the upcoming decade, UC Irvine Design & Construction Services will undertake an ambitious, multi-billion dollar Capital Improvements Program to support the rapid growth of the campus.

Primary Contact

Design & Construction Services



Contacts and Links

Contact Information:

UCI Purchasing Services (949) 824-6516

UCIMC Purchasing Services (714) 456-5418

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Links:

UCI Purchasing: http://apps.adcom.uci.edu/expresso/econtent/Content.do?resource=39

UCI Buyers Directory: http://apps.adcom.uci.edu/expresso/econtent/Content.do?resource=101

UCI Business Information Form: http://snap.uci.edu/viewXmlFile.jsp?resourceID=138

UCI Strategic Sourcing: http://snap.uci.edu/viewXmlFile.jsp?resourceID=3991

UCI Small Business Program: http://snap.uci.edu/viewXmlFile.jsp?resourceID=526

UCI Bid Postings: http://www.mrm.uci.edu/BidPostings.html

UC Bid Postings: http://www.ucop.edu/purchserv/bidpostings.html

UC Standard Terms and Conditions: http://www.ucop.edu/purchserv/policiesfrms.html

UCI Design & Construction Services: http://www.designandconstruction.uci.edu/



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Thank you!