



University of California, Irvine

“Getting started as a supplier at UCI”

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Materiel & Risk Management
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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.

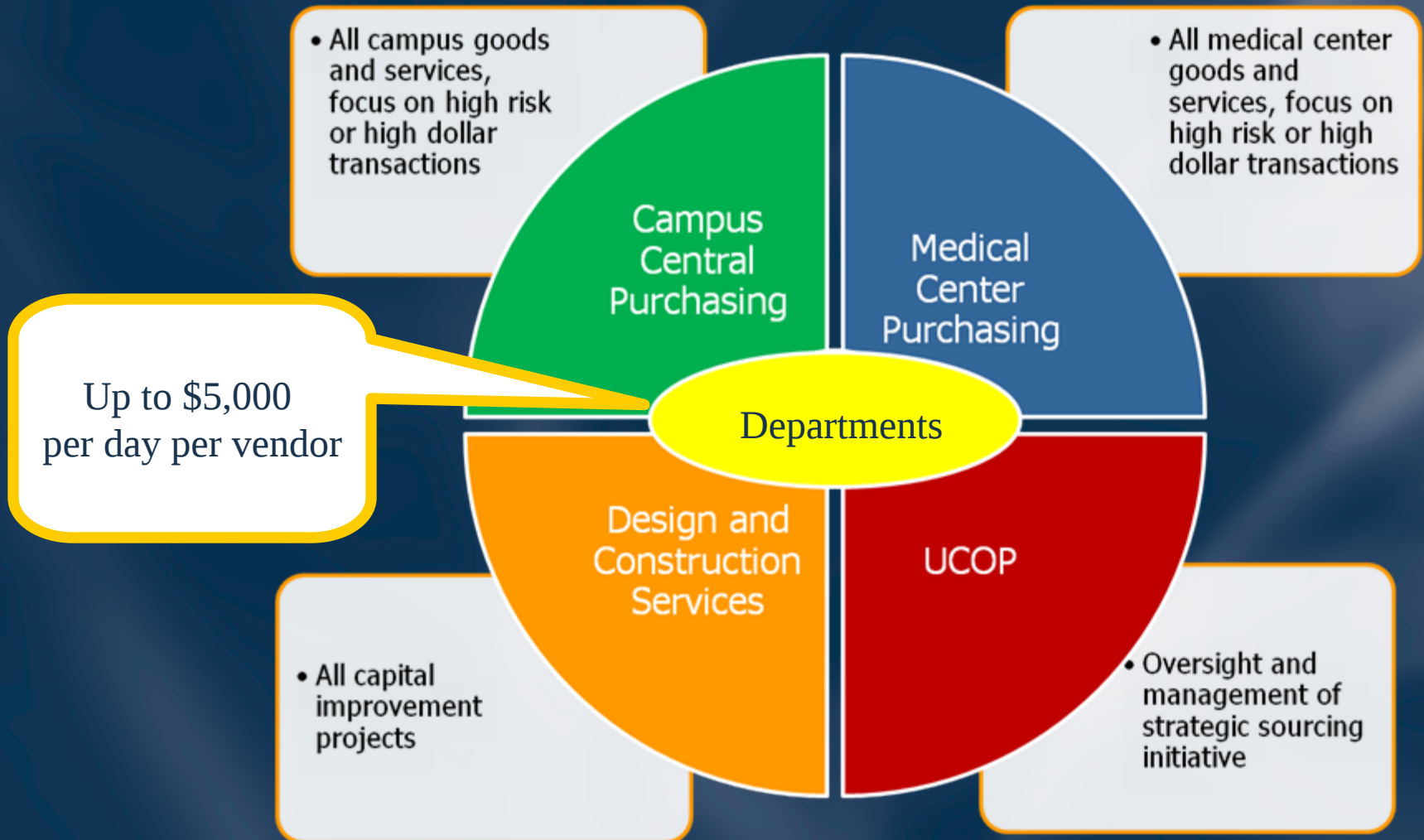
And we are a growing campus:

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 than 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:

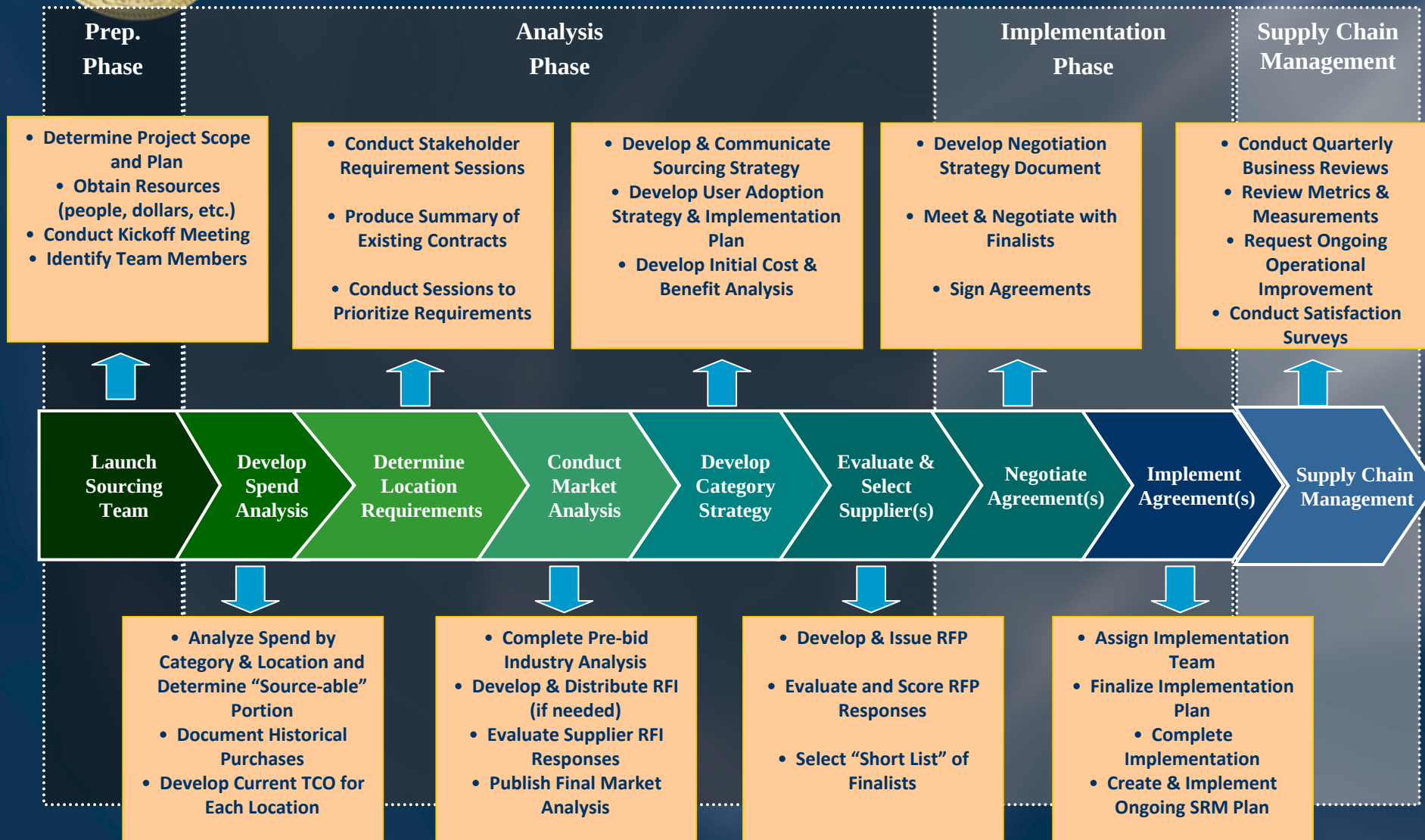
Complete a business information form (BIF)
Introduce yourself to Central Purchasing
Establish yourself as a vendor!
Routinely check for new proposal opportunities

Submitting an RFP:

Answer the question
Customize your answers



Contract Award Methodology





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:

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(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!