

Strategic Sourcing - Completed Contract Monitoring

Updated 7/1/2016

Contract	Total Category FY16 Spend	Spend Adoption/Trend (Target)	Transaction Adoption/Trend (Target)	FY16 Realized Annual Savings (Q1-Q4)	Actions to Drive Adoption
Catering Aggregator (Completed)	\$3,741,049	65.8% (80%)	79.2% (80%)	\$68,370 + Efficiency Savings	Vendor catalog enhancements; vendor outreach; provide vendor with non-contracted caterers for recruitment
Office Supplies (Completed)	\$2,791,475	74.1% (80%)	88.0% (80%)	\$1,177,669 (forecasted)	Add coffee & water service to contract offering; continue to offer MVP incentives to departments; provide vendor with departmental purchasing information to assist with sales and marketing effort.
Gift Cards (Completed)	\$277,475	21.1% (50%)	18.2% (50%)	\$585 + Efficiency Savings	Added Kroger gift cards to vendor catalog; further promotion of contract for human subject payments.
Inbound Freight (Completed)	\$716	44.4%** (80%)	47.9%** (80%)	\$148,475	Add UPS to freight carrier options; promote savings to University community
Promotional Products (Completed)	\$804,059	41.5% (40%)	41.1% (40%)	\$20,013	Reduce existing first tier vendor partnerships; Work with Bookstore to increase awareness of contract and ease of use of website

*Total identifiable spend for commodity

**As of 10/1/15.