

## Collaborative Analytics

# Identify Cooperative Purchasing Opportunities Easily Across Multiple Organizations



Since 2003 Spikes Cavell has equipped hundreds of public bodies and higher education institutions with the data, tools and insight they need to find savings, identify cooperative purchasing opportunities, become more transparent and benchmark procurement performance.

## WHAT WE'LL COVER TODAY



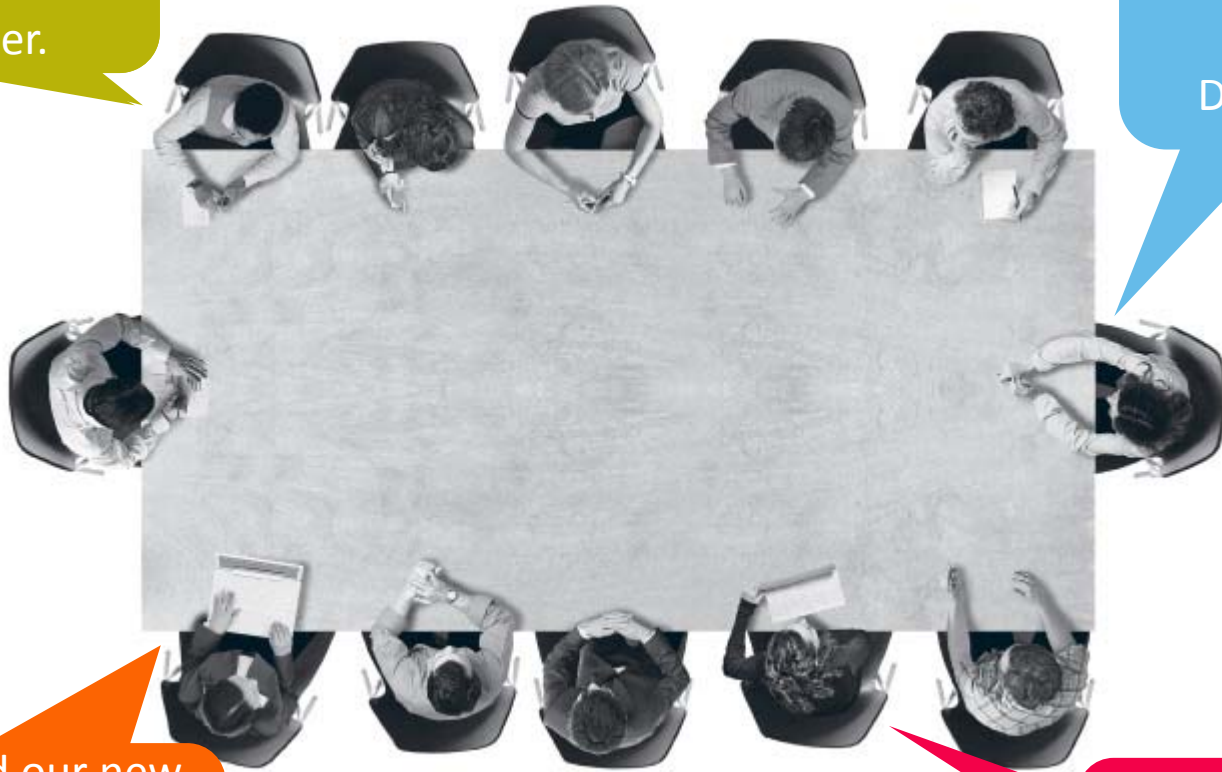
- The 'typical' current state
- Opportunities from better data
- Data transformation
- Demonstration
- Questions



## REACTIVE COLLABORATION

Ok thanks anyway.  
We'll make sure it has  
a piggyback clause in  
it for you later.

We are, but we  
won't be ready  
until  
December.



We just finished our new  
office furniture contract.  
We went with ABC  
Company

We're using a  
cooperative  
contract.

# PROACTIVE COLLABORATION

I'm about to source office furniture – anyone else?

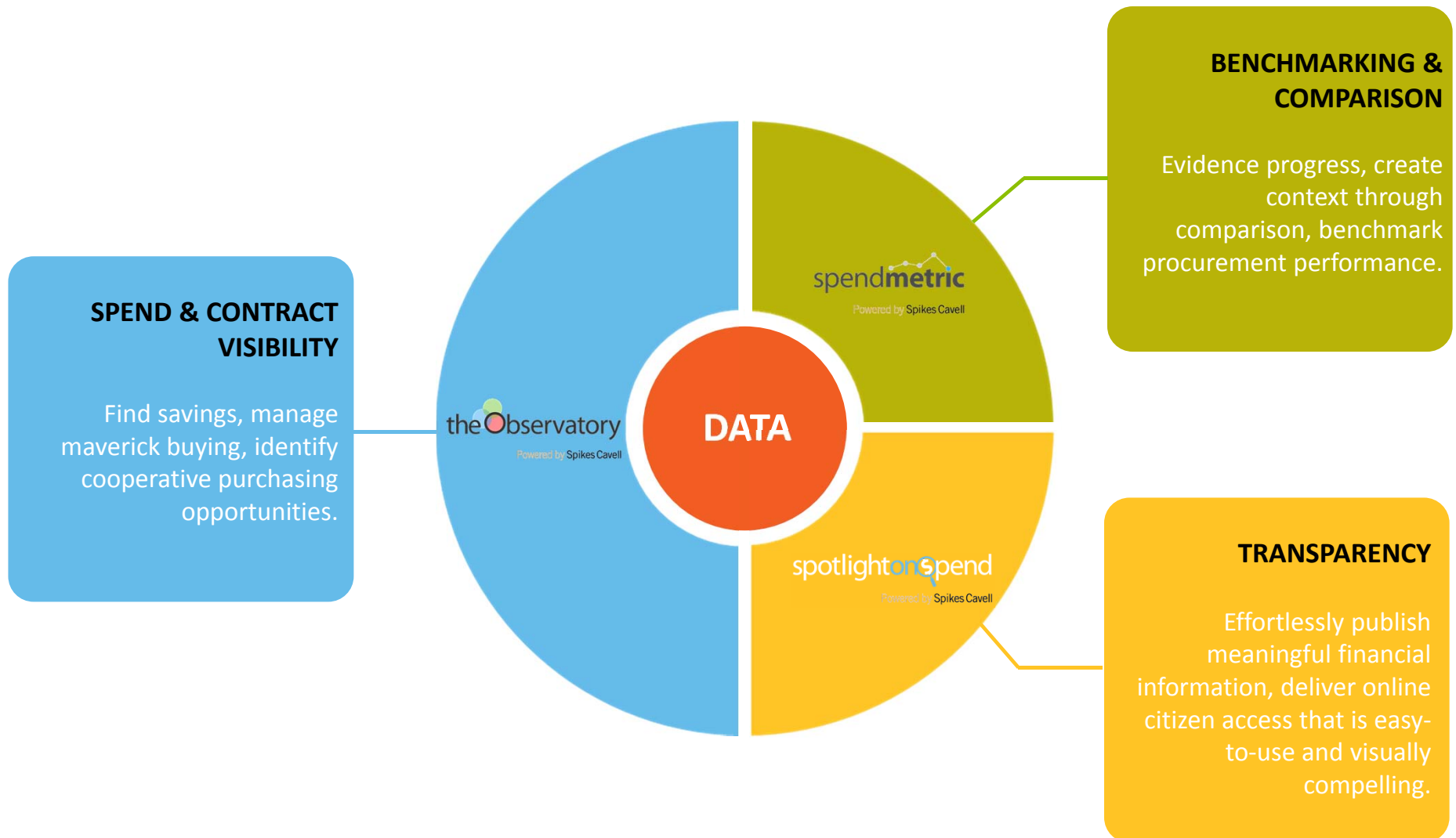
From looking at the numbers, out of the 12 of us, we're using 58 different furniture companies.

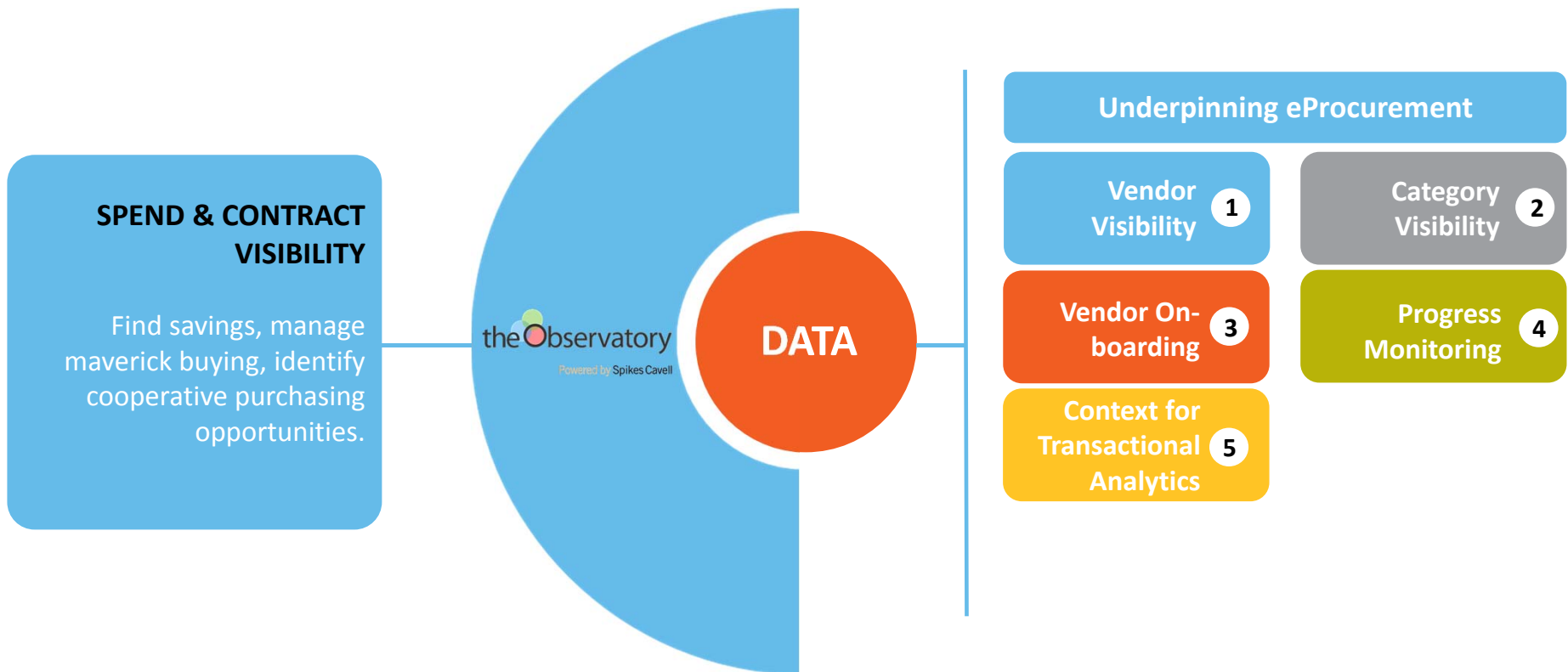


And it looks like there are piggybacking clauses in 5 existing contracts, plus there are a couple of coop contracts you could use.

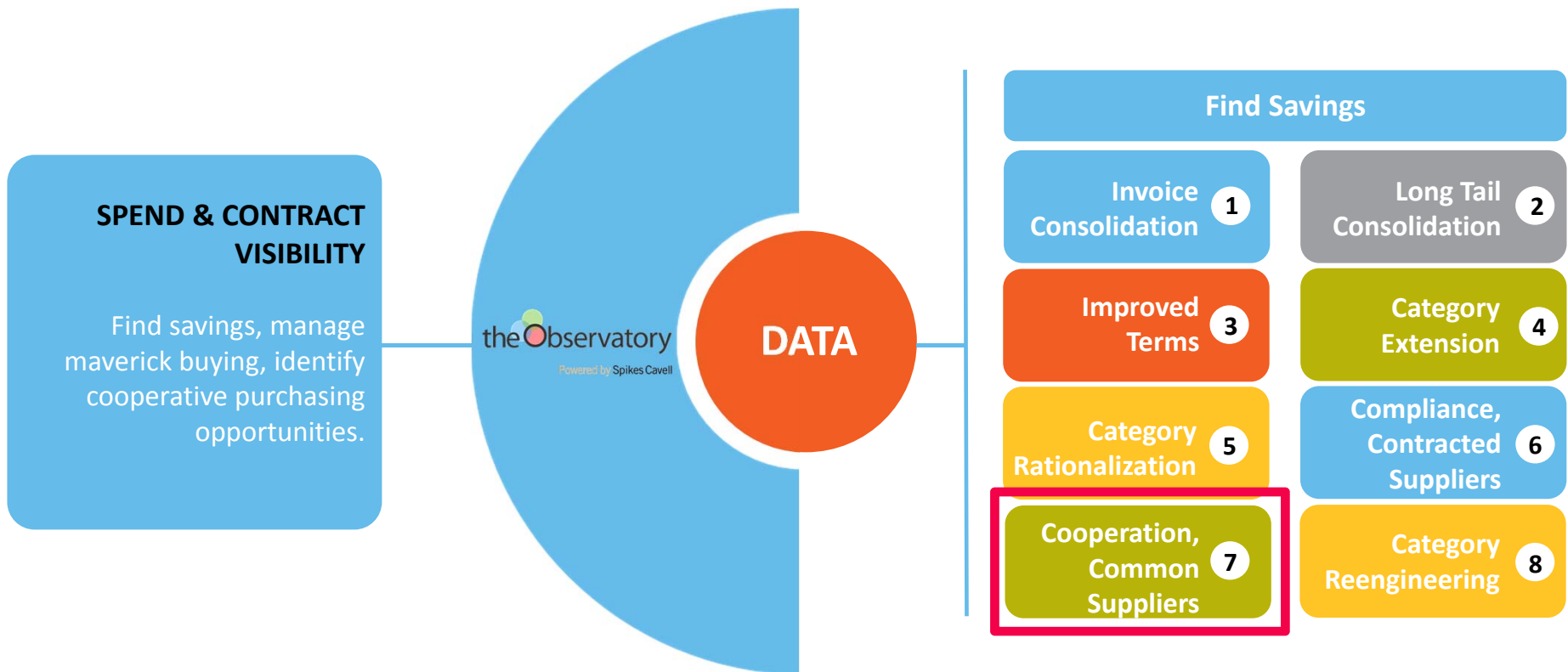
And our group's spend is pretty concentrated in 8 vendors at the top – they are getting about 75% of our group's business already.

## WHAT WE HELP YOU DO

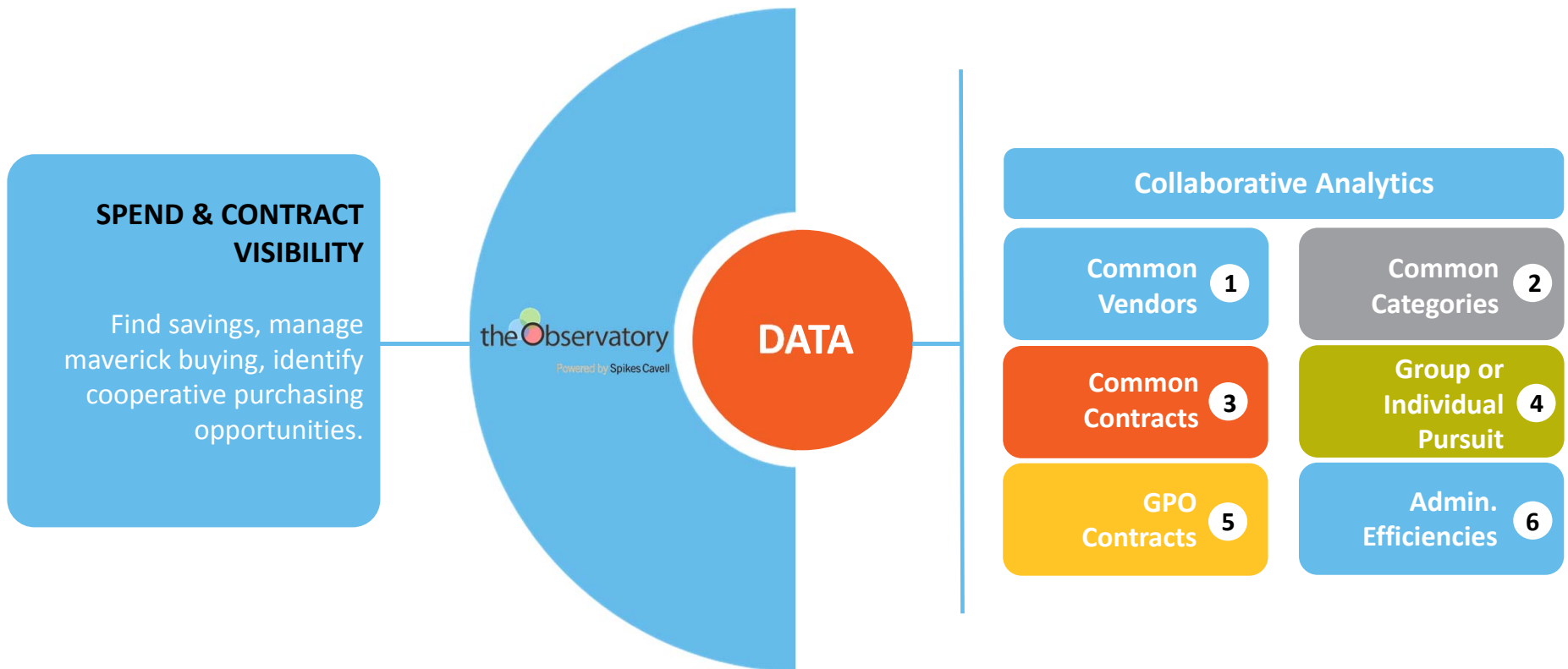




# SAVINGS OPPORTUNITY ASSESSMENT



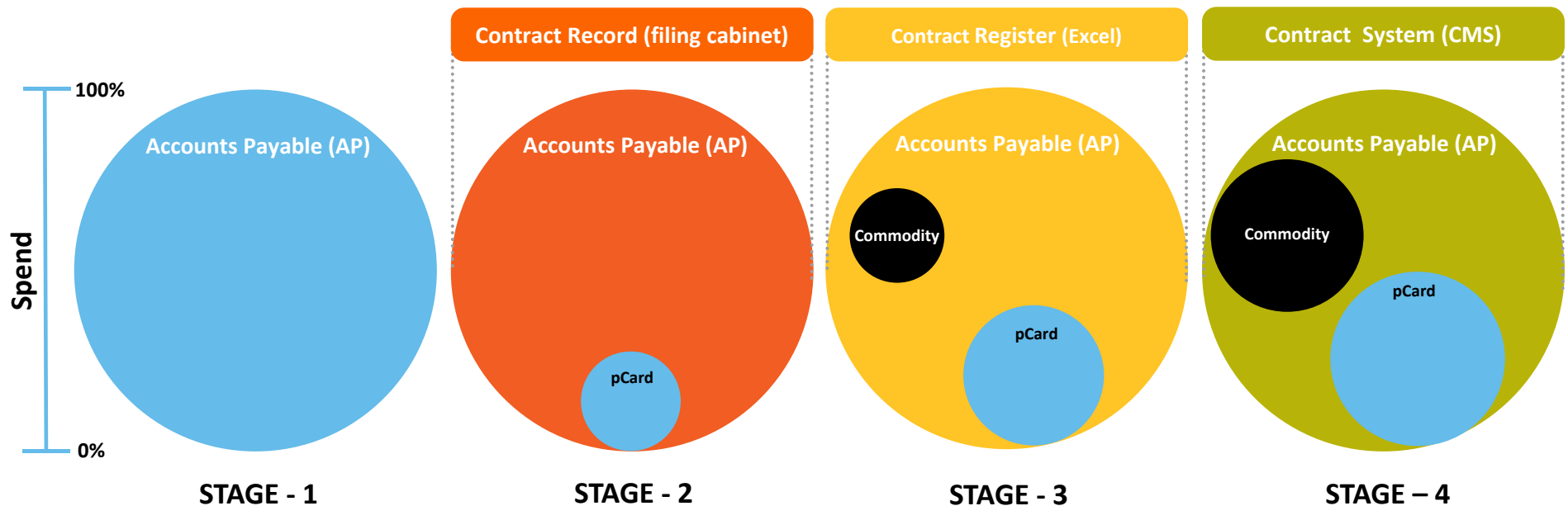






Spend, contract and pricing data is often incomplete, inappropriately classified and distributed across financial management and purchasing systems that are only partially integrated.

This “data deficit” renders the analysis and management of spend difficult, time consuming, expensive and unreliable. Compound the data deficit across multiple organizations and the obstacle is even greater.



## SPEND WITH 'AT&T' IS A SIMPLE EXAMPLE OF THE DATA DEFICIT

- AT&T
- A T & T
- AT and T
- AT T
- AT & T Wireless
- AT & T Telecom
- AT&T Toledo
- AT&T Corp.
- ATT Wireless
- AT&T (Staff Cell)
- AT & T Mobility
- ATTM 0736530NBI
- AT&T Corp
- AT & T Corporation
- AT&T Dublin OH#39
- AT&T – Dallas
- ATT
- +27 more



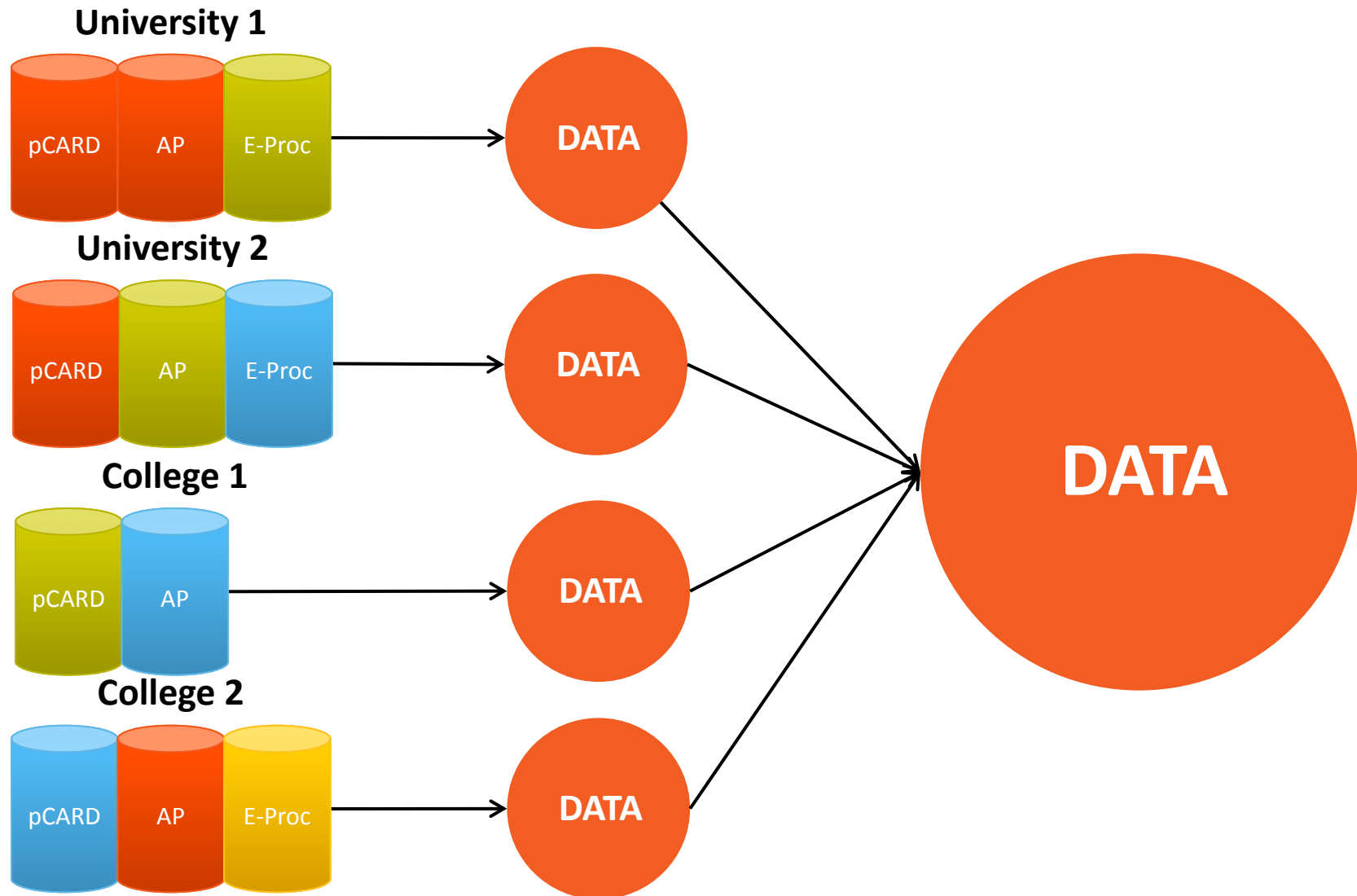
## THE STARS DON'T ALIGN ON THEIR OWN



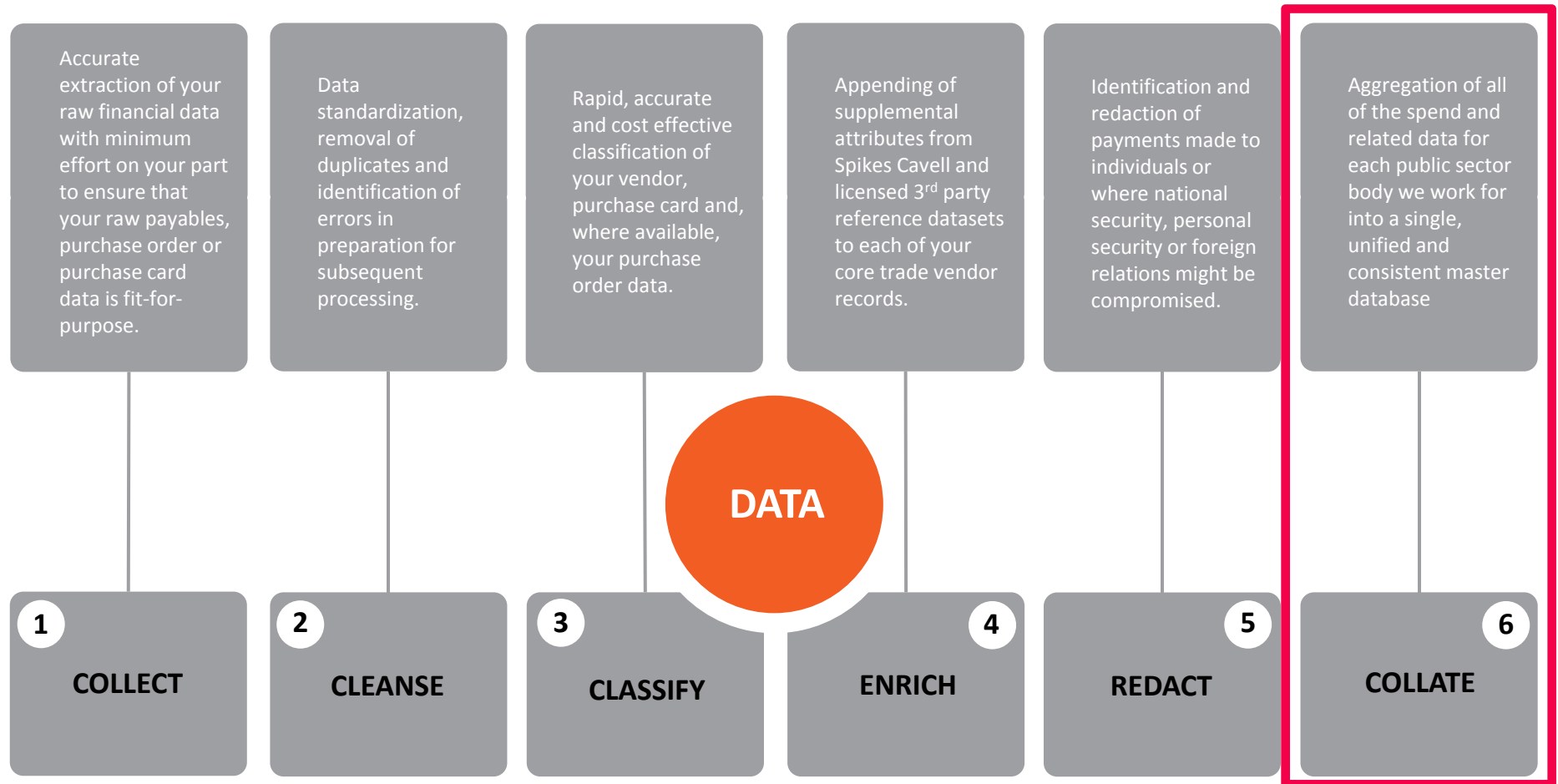
- “Collaborative Procurement” is more than just piggy-backing on another contract
- Data can help turn reactive adoption into proactive collaboration
- Consistent data and timing are crucial to being proactive



# THE KEY TO COLLABORATIVE ANALYTICS IS CONSISTENCY

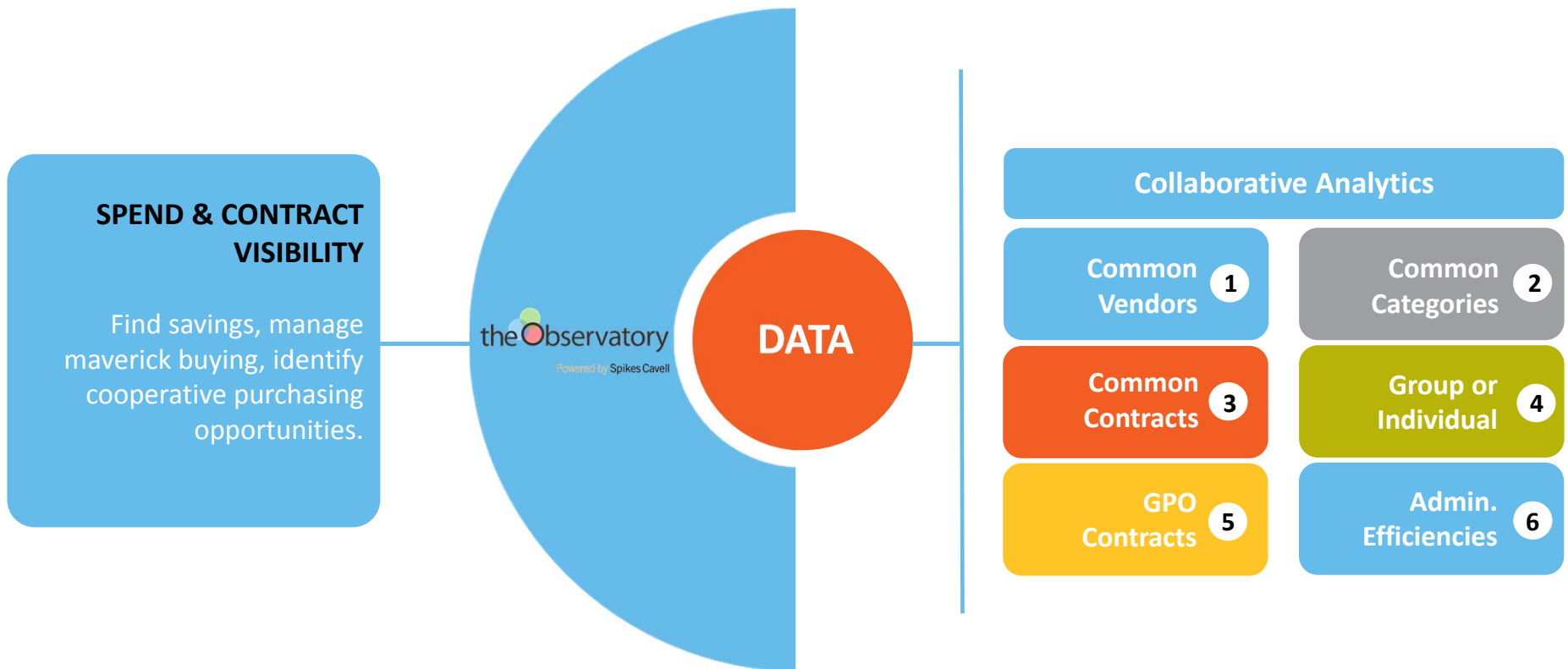


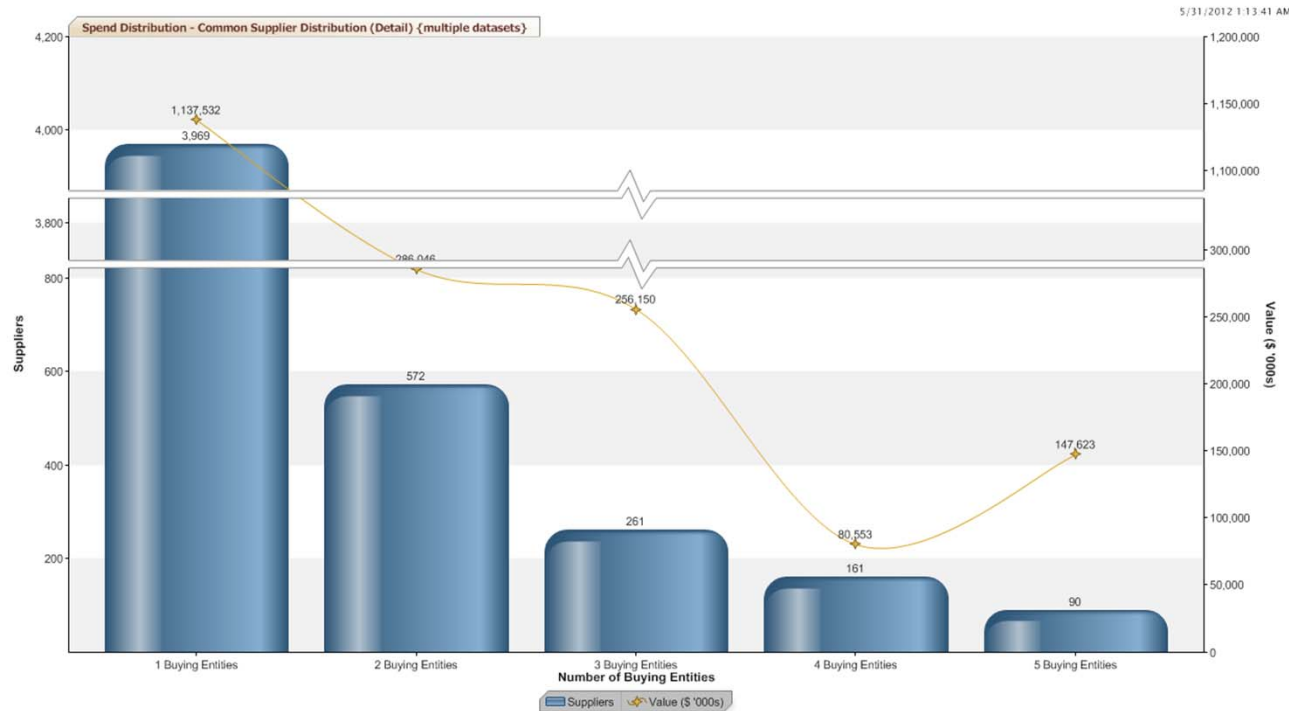
## DATA TRANSFORMATION



### DATA TRANSFORMATION

Our sophisticated methodology has been developed to support the rapid and cost-effective transformation of spend, vendor and contract data into actionable business intelligence regardless of the completeness, accuracy or fitness for purpose of the source.





For these five school districts in Maryland, there were 90 vendors common to all 5 with a cumulative expenditure of \$148m. There are further 161 vendors and a further \$80m where four out of five districts use the same vendor. There must be some opportunities for collaboration.



# COMMON CATEGORIES

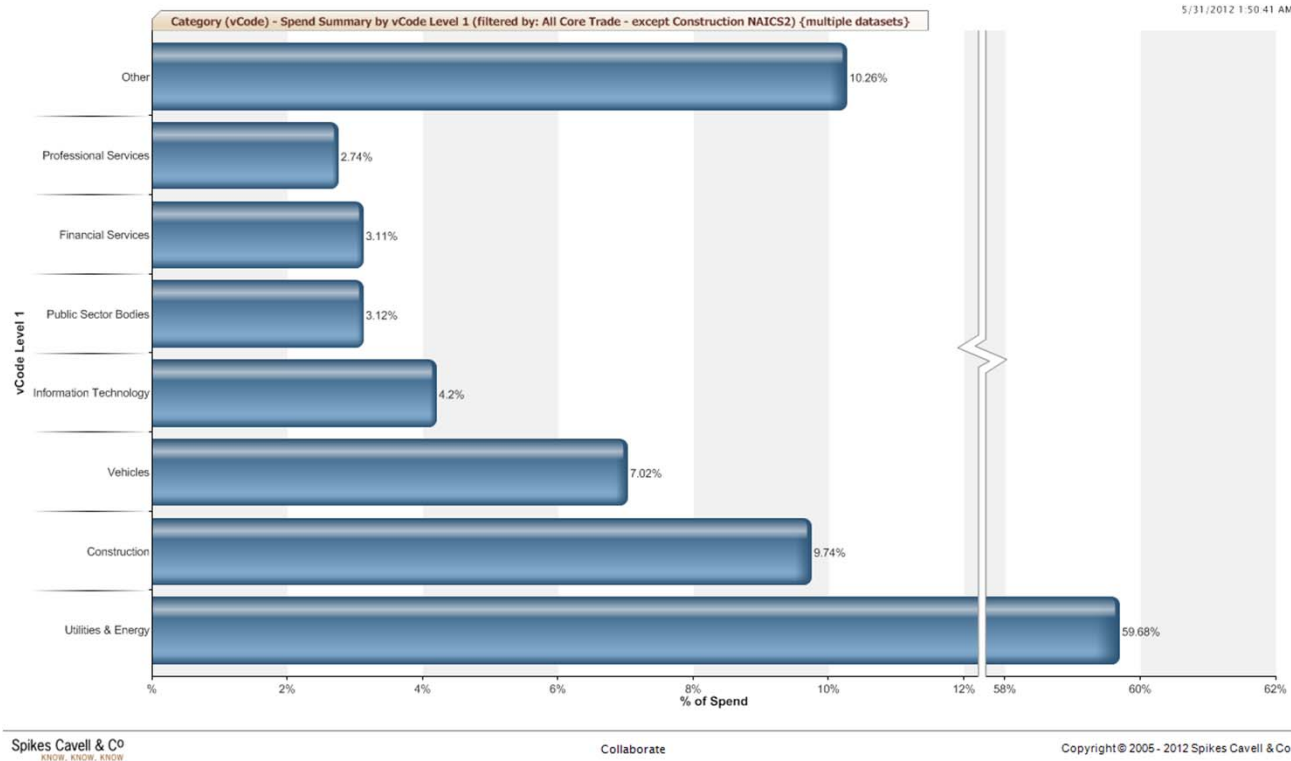
| VCode Category                  | Total Unique Suppliers | Aggregate Spend |
|---------------------------------|------------------------|-----------------|
| Financial Services              | 75                     | \$50,675,236.50 |
| Systems Integration & Services  | 558                    | \$50,396,647.81 |
| Insurance Services              | 110                    | \$46,897,752.10 |
| Telecommunications Services     | 68                     | \$41,385,348.37 |
| IT Hardware & Software          | 363                    | \$38,360,934.24 |
| Employment Services             | 46                     | \$27,947,383.78 |
| General Facilities Management   | 40                     | \$24,878,216.97 |
| Laboratory Equipment & Services | 277                    | \$22,113,669.26 |
| Educational Equipment           | 182                    | \$13,130,040.97 |
| Vehicle Fuels & Lubricants      | 39                     | \$10,100,080.37 |
| Clinical & Medical              | 130                    | \$8,768,653.86  |
| Road Vehicles                   | 247                    | \$8,133,745.89  |
| Cleaning & Janitorial Services  | 113                    | \$7,912,914.24  |
| Business Services               | 362                    | \$7,120,246.39  |
| Stationery                      | 120                    | \$6,937,410.52  |
| Marketing                       | 220                    | \$6,928,563.23  |

These are the top categories of expenditure across six universities and one state agency in South Carolina. While the vendors may or may not already be common vendors, there are certainly categories that could be rationalized.

# COMMON CONTRACTS

| vCode                          | Total Contracts | Anne Arundel | Baltimore Schools | Dept of General Services |
|--------------------------------|-----------------|--------------|-------------------|--------------------------|
| Educational Equipment          | 59              | 38           | 21                |                          |
| Construction Materials         | 35              | 1            | 30                | 4                        |
| Systems Integration & Services | 32              | 11           | 21                |                          |
| Travel                         | 32              | 13           | 19                |                          |
| IT Hardware & Software         | 29              | 9            | 20                |                          |
| Stationery                     | 15              | 2            | 7                 | 6                        |
| Construction Consultants       | 14              |              | 14                |                          |
| Information Services           | 14              | 11           | 3                 |                          |
| Machinery and Electronics      | 13              | 1            | 12                |                          |
| Construction Equipment         | 12              | 1            | 6                 | 5                        |
| Technical Consultants          | 12              |              | 12                |                          |
| Catering Equipment             | 11              | 2            | 9                 |                          |
| Clinical & Medical             | 9               |              | 2                 | 7                        |
| Marketing                      | 9               | 1            | 8                 |                          |
| Security Equipment             | 8               | 3            | 5                 |                          |

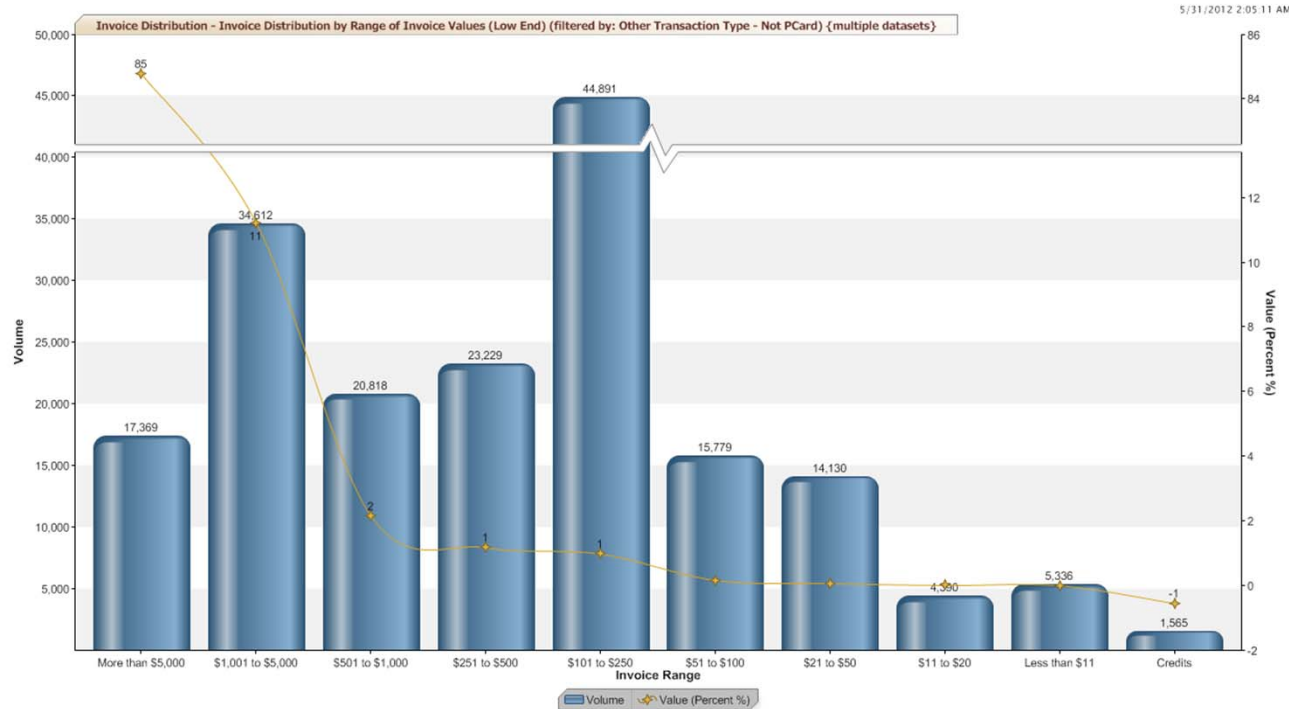
This shows the number of contracts by category for two school districts and the Maryland State Department of General Services. By being able to see where there are contracts in common categories and/or with the same suppliers, it provides a roadmap for when collaboration can take place.



This shows the main categories of expenditure for two Missouri cities. From this information they can begin to decide what categories are worth working on together and which should be handled individually.

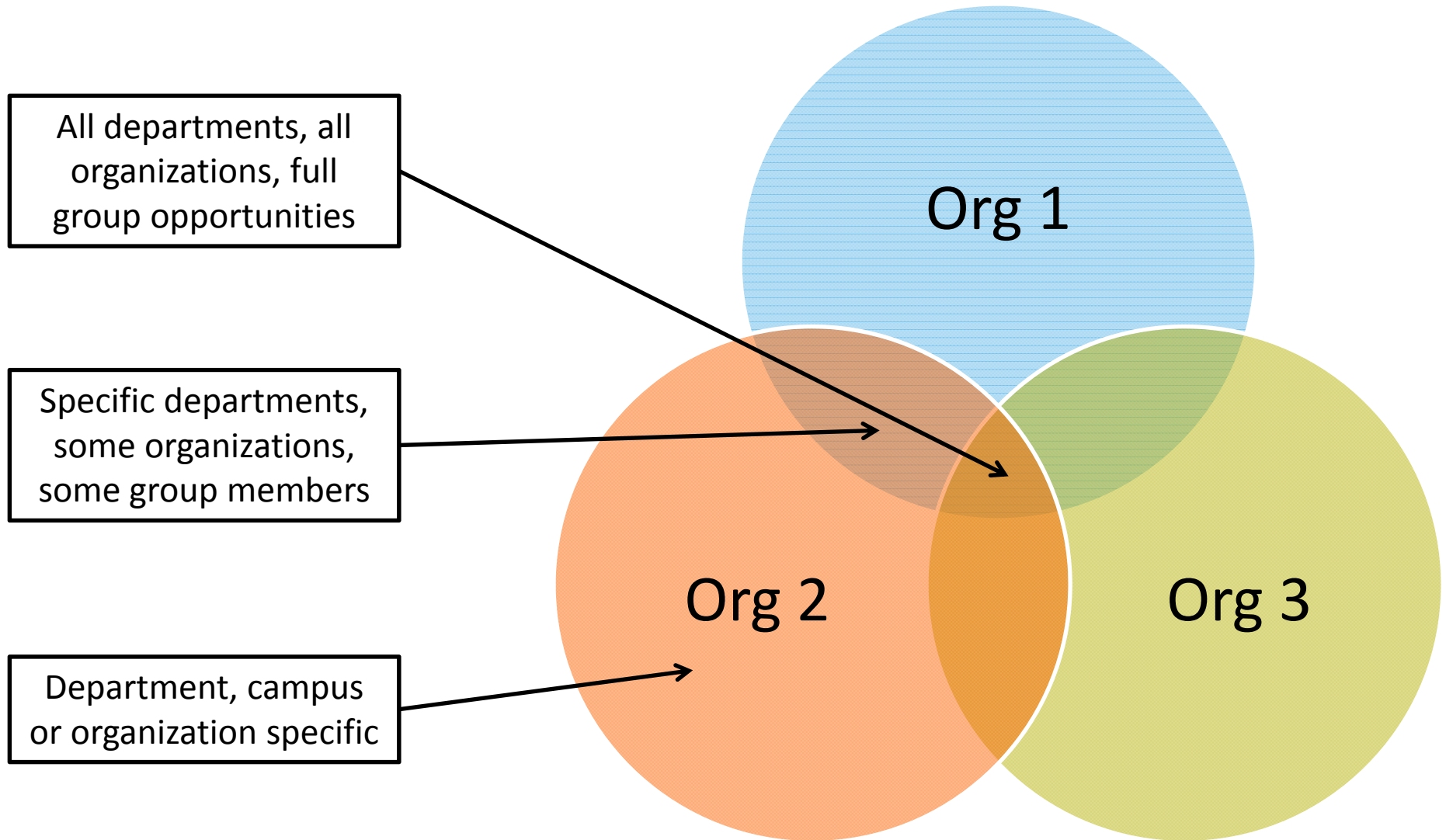
| Supplier Name                | Start Date | Expiry Date | Contract Owner         |
|------------------------------|------------|-------------|------------------------|
| AAAS                         | 01/01/2012 | 31/12/2012  | CSU Chancellors Office |
| Account Control Technology   | 01/01/2005 | 30/06/2012  | CSU Chancellors Office |
| Accu Weather Sales & Service | 01/07/2011 | 30/06/2012  | CSU Chancellors Office |
| ADAMSON POLICE PRODUCTS      | 01/09/2011 | 31/08/2012  | DGS, CA                |
| Adaptive Solutions Inc.      | 23/01/2008 | 31/12/2012  | CSU Chancellors Office |
| ADECCO EMPLOYMENT SERVICES   | 01/11/2008 | 31/10/2017  | E&I                    |
| Adobe Systems Inc            | 01/07/2011 | 30/06/2012  | CSU Chancellors Office |
| ADVANTAGE FITNESS SERVICE    | 01/12/2008 | 30/11/2018  | E&I                    |
| AECOM USA INC                | 02/12/2005 | 30/06/2012  | CSU Chancellors Office |
| AFB CONSULTING               | 18/11/2009 | 30/06/2012  | CSU Chancellors Office |
| AGB Search                   | 28/09/2011 | 27/09/2014  | CSU Chancellors Office |
| AIRGAS EAST INC              | 01/01/2011 | 30/06/2014  | E&I                    |
| AIRGAS EAST INC              | 01/01/2011 | 30/06/2014  | E&I                    |
| AIRGAS EAST INC              | 01/07/2011 | 31/10/2012  | E&I                    |
| AIRGAS EAST INC              | 01/07/2011 | 31/10/2012  | E&I                    |

These are a number of contracts available to California State University campuses, all in one place in a standard format, and include State Contracts, Coop Contracts, and University System contracts. Where there are multiple contracts with the same vendor, it provides an easier opportunity to compare contract pricing.



This shows the number of non purchasing card transactions for a university system. There were 44,891 transactions between \$101 and \$250. This is a potential opportunity to work with vendors as a group to reduce the administrative burden of invoice volumes.

# BUILDING THE PLAN FOR IMPLEMENTATION OF SAVINGS



### TRANSFORMATION

**TRANSFORM** - Savings opportunity assessment, spend & contract visibility, spend aggregation analysis, reporting of delivered savings.

Monthly Update

### SPEND MANAGEMENT

**FOUNDATION PLUS** – spend & contract visibility, spend aggregation analysis, reporting of delivered savings.

Quarterly Update



### SPEND VISIBILITY

**FOUNDATION** - Spend visibility, spend aggregation analysis, reporting of delivered savings.

Annual Update

Our programs are fixed and inclusive. Annual fees for core programs start from as little as \$10,000 and are determined using entity type and relative size.

Transparency (spotlight on spend) and capability benchmarking (Monitor) can be purchased as 'bolt-ons'.

E&I Cooperative Purchasing member institutions have the benefit of a competitively solicited contract from which they can procure Spikes Cavell products and services.

## OUR STRATEGIC ALLIANCES







## FOR MORE INFORMATION



For more information about how the Observatory could help your agency to analyze your spend to find savings, manage maverick buying & identify cooperative purchasing opportunities, please contact :

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## Collaborative Analytics

# Identify Cooperative Purchasing Opportunities Easily Across Multiple Organizations



Since 2003 Spikes Cavell has equipped hundreds of public bodies and higher education institutions with the data, tools and insight they need to find savings, identify cooperative purchasing opportunities, become more transparent and benchmark procurement performance.