Agenda

- Sourcing and Procurement at BU – Meet the Team
  - How can we support you?
  - Initiatives across Sourcing and Procurement
  - Initiatives in Research
  - Uniform Guidance changes July 1
Meet the team at 975 Commonwealth
Our S&P Research Team

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What Do You Need?

- Animals
- Chemicals & Controlled Substances
- Dental Products
- DNA Sequencing
- Dry Ice
- Lab Consumable Supplies
- Lab Environmental Services
- Lab Equipment Maintenance & Repair Services
- Lab Equipment, Appliances & Instruments
- Lab Gases
- Lab Furniture and Fixtures
- Research Consulting Services
How can we support you?

Better Prices, Better Service, Better Quality

Utilize Sourcing & Procurement to help achieve your department’s mission

Gain insight into your spend
- What you buy
- How you buy
- From whom you buy
- Who is buying

Identify new savings opportunities
- Spend off contract
- Swap opportunities
- Best practices
- Saving programs

Find new/better suppliers
- Price discovery
- RFP/RFQ/Reverse Auction
- Contracting/Negotiations
- Implementation

Understand your supplier market
- Market research
- Category expertise
- Peer benchmarks

Manage your suppliers
- Supplier performance review
- Service level standards
- Strategic partnership development

Utilize Sourcing & Procurement to help achieve your department’s mission

BOSTON UNIVERSITY
Initiatives across Sourcing & Procurement

- bu.edu/sourcing website refresh
- Wheelock merger
- SAP SRM Replacement – Enhanced shopping experience
- Self-service real-time quoting engine
- Amazon Business Pilots at MED (Anatomy and Neurobiology), and Questrom
Initiatives in Research

- Airgas contract extension with Harvard
- Consortium / GPO pricing analysis
- Animals purchasing workflow improvement with ASC
- Thermo Fisher laboratory energy audit with Climate Action Task Force
- Maintenance Program / REMI
- New contracts
  - Hazardous Waste Removal / Clean Harbors
  - Integrated DNA
  - Energy efficient, ultra-low temperature freezers / Panasonic, TF
  - Medical linens
- October supplier fair / Hiebert Lounge
Uniform Guidance

- OMB has not published final UG rules
- KPMG evaluating; will inform our policy
- Above $10K on Grant, documentation must be included in shopping cart
  - Selection from Terrier Marketplace, or on a master contract, or
  - Proof of competitive quote, or
  - Sole source justification
- Above $150K on Grant, special competitive features must be included
  - Separate negotiation of profit
  - Cost and Price analysis
  - Evaluation team has no conflicts of interest
## Uniform Guidance

<table>
<thead>
<tr>
<th>Institution</th>
<th>Micro Threshold</th>
<th>Small $ Threshold</th>
<th>Policy Approach</th>
<th>Public Bid Approach</th>
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<tbody>
<tr>
<td>Columbia</td>
<td>$3,500</td>
<td>$150,000</td>
<td>Bifurcated</td>
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<tr>
<td>Yale</td>
<td>$10,000</td>
<td>$150,000</td>
<td>One Policy &lt; $150k</td>
<td>Posted via S&amp;P site</td>
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<tr>
<td>Tufts</td>
<td>$10,000</td>
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<td>One policy (w/ S&amp;P validation over $10k)</td>
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<tr>
<td>Harvard</td>
<td>$10,000</td>
<td>$250,000</td>
<td>One policy, but decentralized documentation requirement</td>
<td>Evaluating – In Process</td>
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<tr>
<td>MIT</td>
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<td>Evaluating – In Process</td>
<td>Evaluating – In Process</td>
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<td>Princeton</td>
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<td>Sourcing Director in Jaggaer</td>
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<tr>
<td>UCONN</td>
<td>$10,000</td>
<td>$150,000</td>
<td>Limiting SSJ to single source availability, public emergency, agency authorization, inadequate competition</td>
<td>Posted via S&amp;P site</td>
</tr>
</tbody>
</table>

- The NDAA (National Defense Authorization Act) for FY18 approved by Congress increased the micro-purchase threshold to $10,000, from $3,000, and increased the simplified acquisition threshold to $250,000, from $150,000. On Feb 16, 2018 the Civilian Agency Acquisition Council (CAAC) issued a letter to approve a deviation from the FAR regulations to increase both of these thresholds until the FAR cases (FAR Case 2018-004) to approve the changes are completed. CAAC members include several federal agencies, including DHHS, EPA, and the GSA. As of April 12, 2018, FAR case is in final draft form and in review with CAAC legal team.
- On March 1, 2018, the NSF officially changed its position via amended policy on the micro-threshold to acknowledge the $10,000 for higher ed institutions in accordance with the American Competitiveness and Innovation Act (AICA).