



“Our recent experience with University Sourcing was fantastic. They were able to work with us and achieve a tremendous savings on a large purchase of dental equipment that we would not have been able to obtain on our own. Throughout the process they ensured that we were able to receive a product that met our quality standards and was purchased from a reputable vendor that would be able to offer good maintenance service for the future.”

Tim McDonough
Executive Director
Finance And Operations

Henry M. Goldman
School of Dental Medicine

The Situation

The Goldman School of Dental Medicine (SDM) had selected a supplier to provide digital radiography sensors based on the products’ conformance to SDM specifications, on past customer service, and to standardize on sensors were already in use in some of its clinics. A quote from the supplier was requested after SDM made the decision to purchase the equipment, and no other quotes were solicited from other suppliers. Without soliciting competitive quotes, there was no way to know if Boston University would have overpaid for the products.

Challenge

How do you get a supplier to lower its pricing when it knows the end user prefers its products?

BU Sourcing & Procurement Solution

SDM agreed that BU Sourcing & Procurement would solicit bids for products that were of equal or greater quality at equal or lower cost to BU. BU Sourcing & Procurement received bids from four suppliers for six products. Using the market rates for acquisition costs, warranty, and replacement parts from the bids, BU Sourcing & Procurement was able to leverage the competitive field and negotiate lower pricing from the original supplier.

Benefits

- Acquisition cost reduced 24%
- Spare parts from negotiation shall reduce operating costs approximately 50% over five years
- *Total cost of ownership reduced 28%*