

Sourcing & Procurement Introduction and Update

April 30, 2018

Advisory Council for Research Administration

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

Robert Simboli



Category Manager

rsimboli@bu.edu

617-353-8753

Jason George



Sourcing Specialist

jase888@bu.edu

617-358-0710

Han Le



Senior Buyer

hanle@bu.edu

617-358-6609

Alex Hare



Buyer

ahare06@bu.edu

617-358-1943

Nathan Koontz

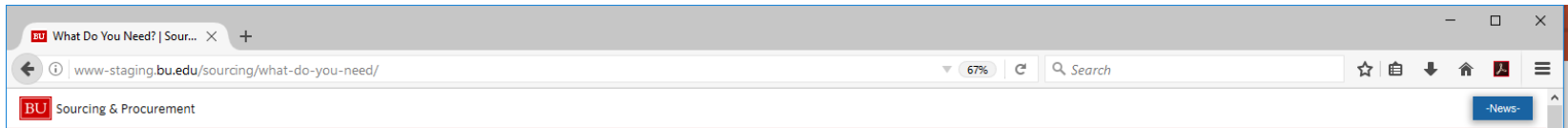


Buyer

nkoontz@bu.edu

617-353-2372

S&P Website Refresh



Welcome What Do You Need? How To Place Orders Supplier's Guide Policies FAQs Contact Us

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

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

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



- The NDA (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).