

**Contact: Patrice Sayre**

**REGENTS PROCUREMENT PRESENTATION**

**Action Requested:** Receive the presentation.

**Executive Summary:** Regents procurement is unique, exercises best practices, and works cooperatively. A major factor that allows Regents procurement to be best-in-class is the Regents' policies which provide a sound foundation for maintaining public trust, maximizing resources, and allowing flexibility to respond to the competitive needs of higher education.

The Regents procurement function:

◆ IS UNIQUE

Procurement in higher education is unique. It supports major research initiatives and hospitals; plays a key role in revenue generating opportunities; maximizes resources; and partners within its respective institution to achieve a competitive edge in recruitment and retention. It has evolved from transactional to strategic in response to the higher education industry. Procurement is a value-added function that works closely with faculty and staff to provide effective solutions.

◆ EXERCISES BEST PRACTICES

Purchasing personnel exercise exceptional stewardship of public resources and pursue continuing quality improvement by identifying and implementing best practices, which they have done for many decades. Institutions were collaborating and leveraging their spending dollars, along with other state agencies, before strategic sourcing became the best practice standard. The Regents institutions' excellent pricing was validated by the state's recent strategic sourcing engagement with AT Kearney.

Implementation of best practices in business operations has proven to provide significant returns beyond mere volume of spend. The Regents institutions have embraced technology for increasing the level of service to their respective campuses and achieving significant administrative efficiencies.

◆ WORKS COOPERATIVELY

Regents purchasing agents: (1) meet quarterly with other state agencies and Board Office personnel to ensure coordination of purchasing policies and procedures and to increase opportunities to leverage joint purchasing power; (2) participate in higher education consortium procurement opportunities which provide maximum benefit from volume; and (3) participate in local, regional, and national meetings and associations.

Procurement staff presenters:

SUI: Mary Jane Beach, Assistant Vice President and Director of Business Services;

SUI: Debby Zumbach, Director of Purchasing;

ISU: Arlo Meyer, Assistant Vice President of Business Services;

UNI: Kelly Flege, Director of Business Operations;

ISD: James Heuer, Director of Business Operations; and

IBSSS: Don Boddicker, Director of Administrative Services