

STRATEGIC SOURCING BUSINESS CASE SUMMARY

CATEGORY TITLE: Desktops, Laptops & Associated Services for the UK Computer Standardization Program



Business Case Summary	Process Utilized
Team Members	Results
<p>The last competitive solicitation that was done for Desktops, Laptops & Associated Services for the UK Computer Standardization Program was submitted in August, 2016. The contract that was signed still had renewals left on it through (2022). With the help of the Computer Standards Committee (already established consisting of IT individuals from HealthCare and Campus), in an effort to drive down pricing and standardize campus, we considered an RFP. After following the Huron Business Case, it showed we could gain a small margin of savings so an RFP would not be effective. It was decided by the committee to negotiate with Dell on the current contract.</p>	<p>Negotiation with Dell. RFP Committee held discussion on ways to save with Dell and it was determined that since UKHC had standardized on minimal quotes for Dell systems and purchased off those quotes 95% of the time, this saved them a lot o money. So, Campus came together and tried to come up with quotes that each college/division could accept to purchase off of to reach a 75% savings. Category Specialist, Deputy Chief Procurement Officer, and Chief Procurement Officer had discussion with the Dell Rep and his Executive Leadership. Explained the P2P process and told Dell where we needed to be financially and how can we make that happen?</p>
<p>David Crossin (chair), Dan O'Brien, Lynn Tilley, Melissa Beheaven, Scott Bradley, Todd Sizemore, David Boyd, Naomi Emmons, Barry Swanson, Joyce French and Gemma Cannings (Huron)</p>	<p>How can we make this happen? Dell offered DOL summary savings of 45% (previously 42%) and 38% DOL off tablets (previously 35%) off non-standard and/or customized configurations. The biggest savings were off the Campus standard desktop and laptop at 55-58% and UKHC at 56-60%. The contract total savings include: 3.5% cash back Rebate for all University Personal Purchases (\$50k annual minimum threshold), all costs associated with Try & Buy evaluation units, seed units, and TechDirect, all costs with Professional Deelopent & Training Curriculum as mutually agreed upon quarterly, travel and expenses for 8 people to attend Executive Briefing each year, \$50k hardware incentive and 5% rebate on all purchases if we maintain a \$2.5M spending gate.</p>