

STRATEGIC SOURCING BUSINESS CASE SUMMARY

CATEGORY TITLE: Mechanical and Plumbing Services



Business Case Summary	Process Utilized
<p>Huron Consulting Group partnered with UK Purchasing to identify key areas of annual spend that had the highest level of cost savings potential. Based on Huron's analysis of UK's FY18 transactional usage data, MRO Services was one of the top areas for consideration. A Request for Proposal was drafted to Huron's recommendations and submitted to the public. The responses were reviewed, negotiated and awarded based on the best value for the University of Kentucky.</p>	<p>Technical and Financial workbooks were issued as part of the RFP in which offerors could provide responses to various questions to confirm their ability to provide the service demands of the university campus and medical center. For the Financial Workbook, price lists were requested for associated trade categories at rates/hour with appropriate licensing as required. Offerors were also asked to complete a "sample invoice" based on a theoretical project which included pricing for labor, materials, sub-contract work, markups, add-ons and profit. Once received, the committee members met to review the proposals and discuss the best value for the university. For each responsive offeror, post-proposal clarifications/questions were exchanged and best and final offers were requested. Utilizing the pricing from the best and final offers, Huron provided a financial analysis for each category which showed the best method to achieve cost savings.</p>
Team Members	Results
<p>Harold Sanford, Jim Blackwell, Paul Ducharme, Phil Tackett</p>	<p>The recommendation was to award contracts to multiple responsive bidders. It was discovered the best value for the university was to award multiple price contracts and competitively bid projects between each contract holder. The result would ensure the most timely and cost effective completion of mechanical and plumbing related projects and/or maintenance.</p>