

STRATEGIC SOURCING BUSINESS CASE SUMMARY

CATEGORY TITLE: EQUIPMENT MAINTENANCE MANAGEMENT PROGRAM



Business Case Summary	Process Utilized
Team Members	Results
<p>In 2008, the Vice President for Research sought to provide departments a cost-effective method of maintaining research equipment with regular preventative maintenance and on demand service. The previous contract with Unity Labs included 529 pieces of equipment in 45 different departments. The University's contract with Unity Labs was going to be coming to an end on June 30, 2019. For Fiscal Year 2018, The University paid Unity Labs about \$2.3 million for the equipment that was listed on the contract at that time. Since the contract had been in place since 2008, Purchasing felt that there were potential savings in the market that we could take advantage of. The Model Procurement Code also required this contract be competitively re-bid since it was an expiring contract.</p>	<p>Purchasing completed a standard RFP process to receive responses from vendors that were in the market. Purchasing gathered a committee of people on campus that had experience with the program previously so that they could provide their insights and evaluate the responses that were received. After the responses were received and analyzed, the committee narrowed the responses down to two vendors and those vendors were brought in for presentations. After the vendor presentations, Purchasing went back to the vendors for their Best and Final Offer. The committee reviewed the Best and Final Offers and made a decision based on the needs of the University.</p>
<p>Nancy Ison, Budget Analyst Lead- Fiscal Affairs (Chairperson) Judy Duncan, Administrative Staff Officer IV- Fiscal Affairs (Committee Member) Dr. Martha Peterson, Professor- Microbiology, Immunology & Molecular Gen. (Committee Member) Dr. Steven Van Lanen, Professor- Pharmaceutical Sciences (Committee Member) Karen Dodridge, Department Administrator II- Department of Pharmacology and Nutritional Sciences (Committee Member) Nicole Smith, Category Specialist- UK Purchasing</p>	<p>Specialty Underwriters was awarded the new Contract based on the RFP Response that they provided to the University. They were able to provide a 30% savings from our previously contracted vendor's pricing which resulted in a \$726,333.12 savings for the equipment list that was provided with the RFP. Specialty Underwriters operates a flexible "Vendor of Choice" program, which means that they will continue to use the current ISO or OEM's that UK uses today. They will only elect to change vendors if it is the will of the end-user.</p>