

STRATEGIC SOURCING BUSINESS CASE SUMMARY

CATEGORY TITLE: LABORATORY SUPPLIES & SERVICES



Business Case Summary	Process Utilized
<p>In 2015, VWR responded to an RFP that UK Purchasing issued for Scientific Products, Supplies & Equipment. VWR put forth the most competitive offer and was awarded the Primary Scientific Vendor Contract. The University is currently spending about \$4.1 million annually with VWR. The UK Purchasing office met with a group of key Scientific Stakeholders to received feedback on the likes and dislikes of the current scientific contracts that were in place. In doing this, Purchasing had a list of takeaway issues to address with VWR, both in pricing and service related subjects. Purchasing felt that they was savings that could be taken advantage of in the scientific supplies space.</p>	<p>Discussions took place with the key Stakeholders to decide whether putting out a new RFP or renegotiating the current contracts would be more advantageous. Due to the fact that the scientific supplies market is really only dominated by VWR and Fisher Scientific, it was decided that more could be gained by renegotiating the current contracts with the vendors. In 2018, VWR was awarded a contract with E&I Cooperative Services. UK had the opportunity to build off of that base contract and amend incentives and other items to form the contract that fit the needs of the University. Three rounds of negotiations took place between VWR and UK Purchasing. Purchasing met with the key Stakeholders in between rounds to receive feedback on where the negotiations were at and what they would like to see going forward.</p>
Team Members	Results
<p>Key Scientific Stakeholders- Kim Kuharik, Jessica Waford, Amy Rice, Agripina Deaciuc, Lisa Bennett, Garrett Zinck, Jennifer Bradshaw, Joe Wiley, Justin Mobley, Alicia Colliver, James Geddes, Vincent Cassone, James MacLeod, James Matthews, Tami Smith, Julie Tolliver, Ryan Redimarker, Craig Vander Kooi, Kenneth Fields, Sara Emery, Olga Tsyusko-Unrine, Jason Unrine.</p> <p>Nicole Smith, Category Specialist- UK Purchasing</p>	<p>VWR was awarded a new Contract based on the negotiations that took place between UK Purchasing and VWR. The new contract resulted in a total price savings of 19% on product. The contract includes a Signing Bonus, Dollar One Rebate on product purchased, annual contribution to the equipment maintenance fund, student scholarships, much deeper discounts on the product pricing and an annual hot list pricing cap and additional savings to help reduce price increases from year to year. VWR will also be completing benchmarking and pricing reviews bi-annually on UK's top five consumable manufacturers to make sure our pricing continues to stay in line. VWR also recognized the deficit with the level of customer service that UK was being provided and extended an offer to Riley Sigler as the second sales representative for campus and to Sandy Baker, who will service as the University's on-site customer service representative.</p>