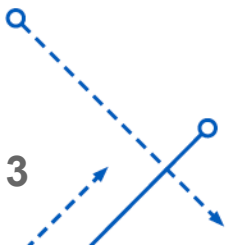# Agenda

- Introductions

- Maturity Model

- Key Areas for Transformation

- Q & A
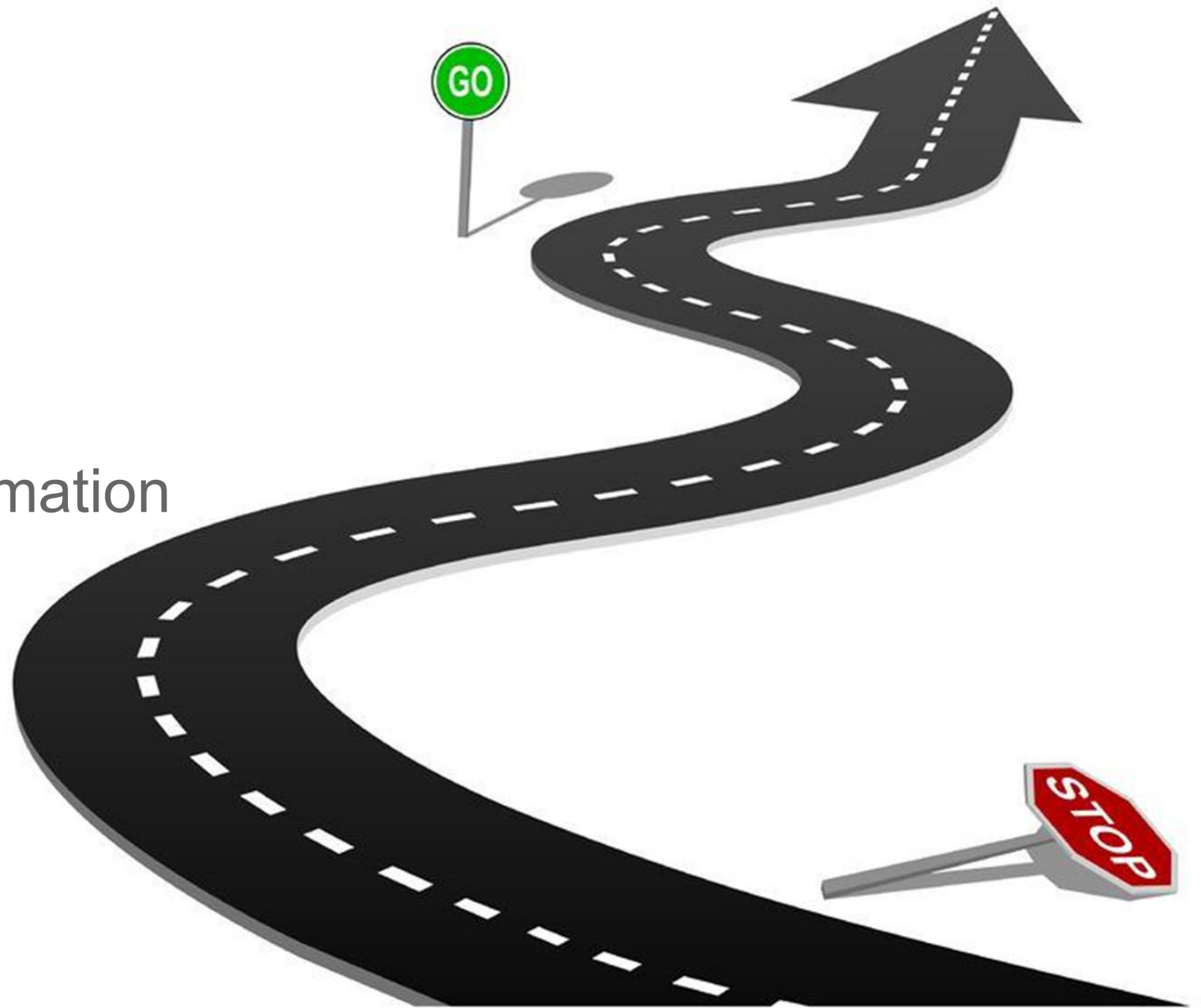
Introductions

Goal is to transform UB Procurement into a **strategic business partner**
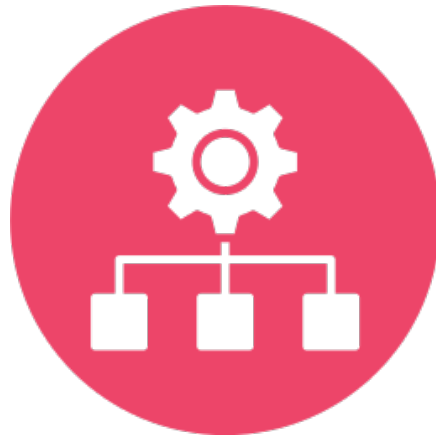
Procurement Maturity Model

Level 1
Inactive
- Distributed organization
- Viewed as back-office transactional function

Level 2
Reactive
- Centralized procurement function
- Most supplier engagement requests come to Procurement

Level 3
Proactive
- Cross-functional Category teams
- Total Cost of Ownership focus
- Procurement increasingly viewed as a strategic function

Level 4
Advanced
- Strong alignment with University objectives
- Tight cross organizational linkages
- Routine use of demand and supply side sourcing levers
- Routinely access best cost sources of supply

Level 5
World Class
- Enabler of University strategy and strategic partner to stakeholders
- Fully optimized Category management capabilities
- Robust program of strategic partnerships with key suppliers
- Leading University-wide initiatives
- Advanced data and market analytics to support decision-making

Focusing on three areas for strategic growth
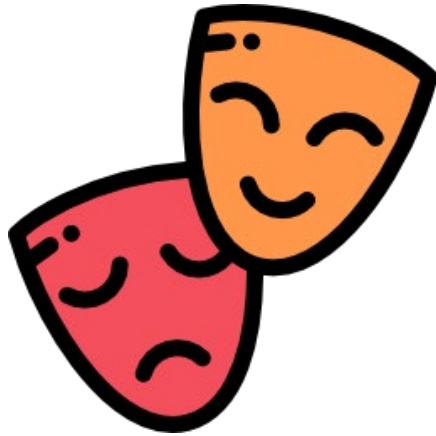
Culture

Category Management

Technology

CULTURE
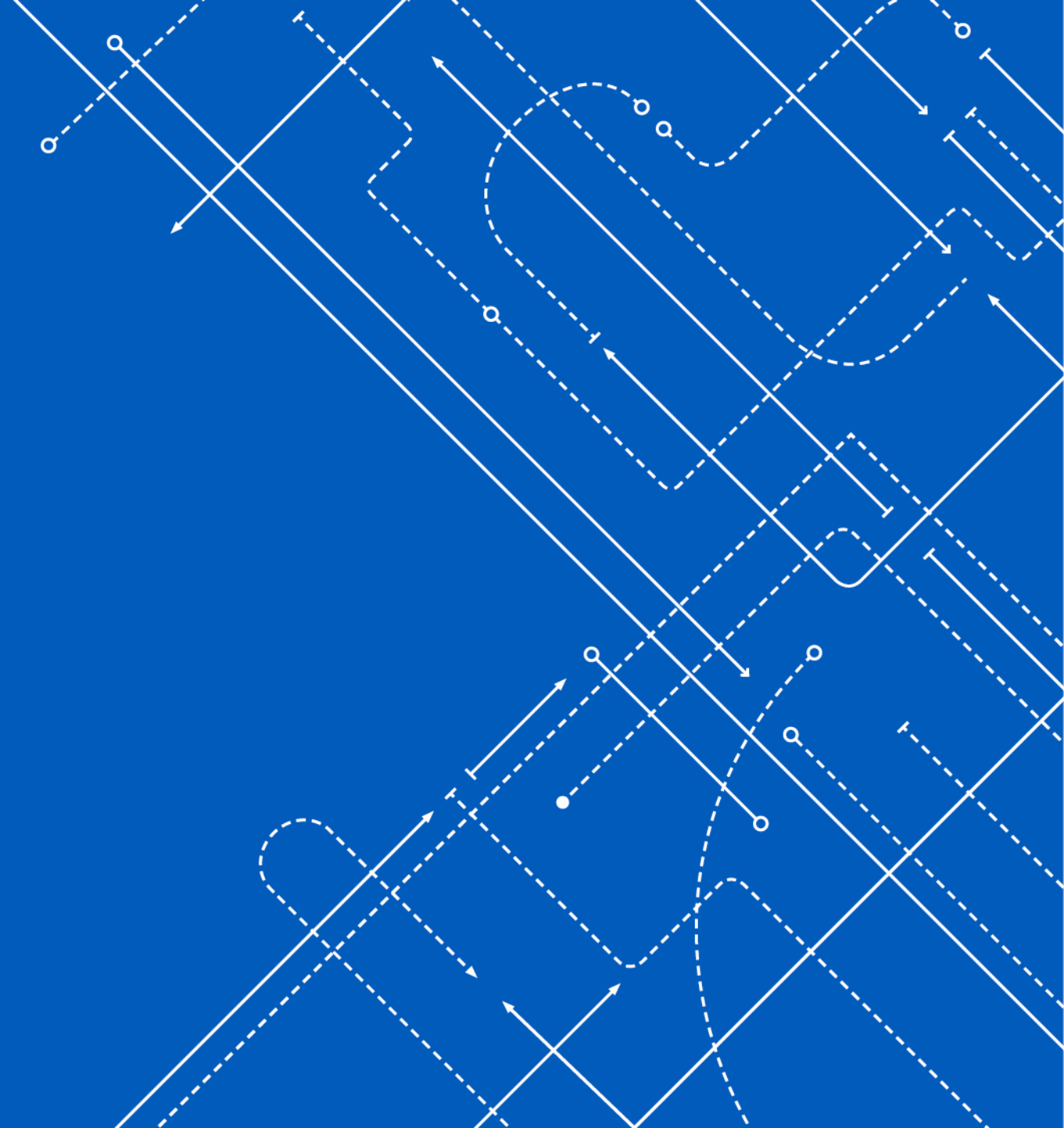
Updated our Value Statement

University at Buffalo

Division of Finance and Administration

Administrative Services Gateway

Building partnerships through collaboration.

Human Resources   Managing Facilities   Managing Procurement   Managing Money

Administrative Services ▸ About Us ▸ Leadership and Organization ▸ Our Service Units ▸ Business Services ▸ Purchasing and Contract Services

About Us

Leadership and Organization
  Our Leadership
  Our Service Units
    Business Services
      Business Reporting and Systems
      Financial Management
      Mail Services
      Policy, Compliance and Internal Controls
      Print Services
      ▸ Purchasing and Contract Services
      Student Accounts
    Emergency Management
    Human Resources
    Internal Audit
    Parking and Transportation
    Resource Planning
    Sustainability
    University Facilities
    University Police
  Structure and Function
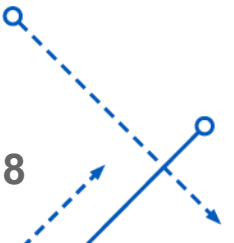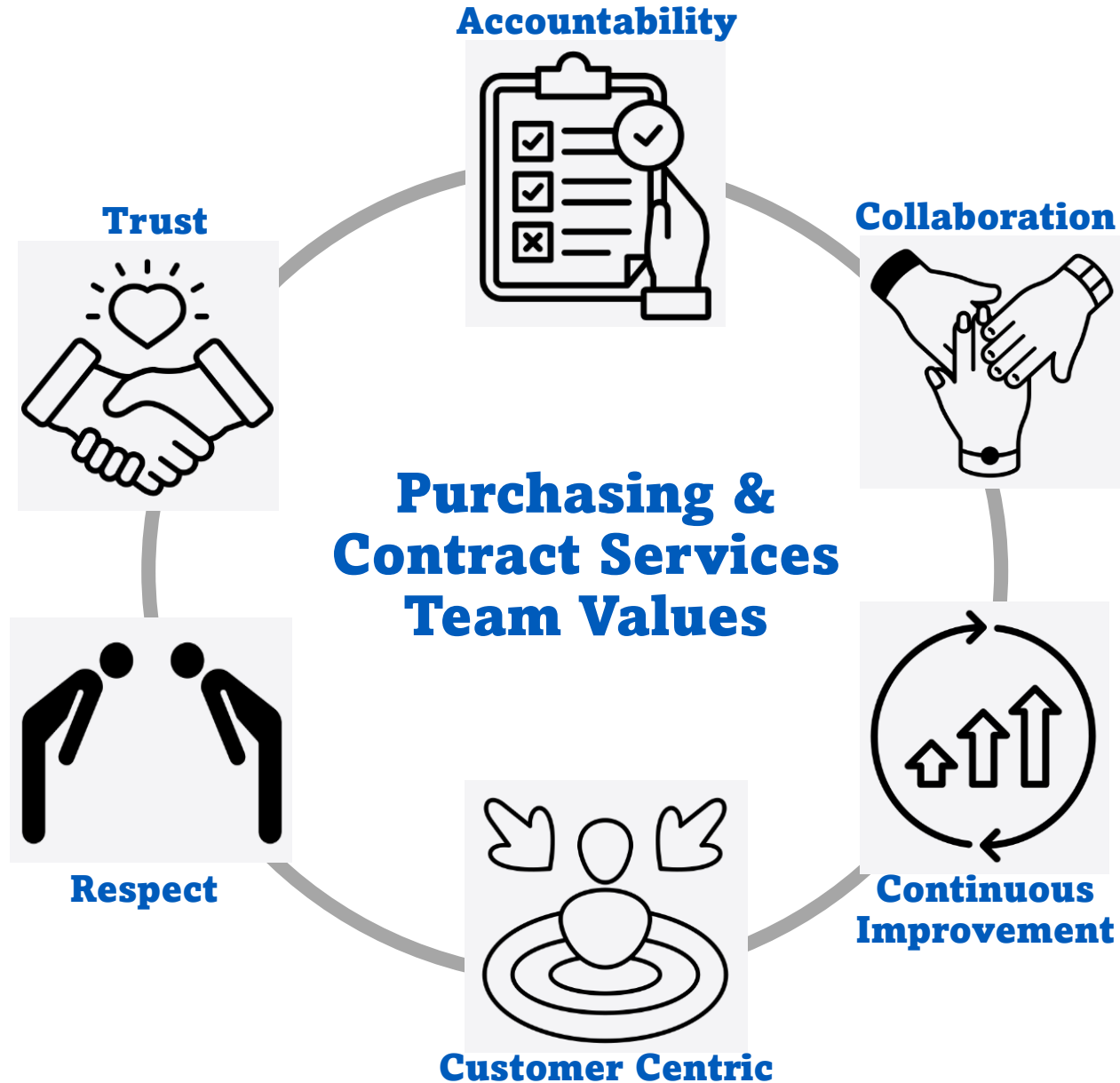
Purchasing and Contract Services

Purchasing and Contract Services is actively supporting the university's missions of research, education, and service by delivering efficient procurement solutions. We prioritize customer service by collaborating with stakeholders, streamlining processes, and utilizing technology to enhance innovation to support the university's strategic goals.
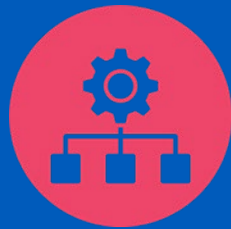
Key Procurement Services

- Strategic Sourcing Initiatives
- Contract Negotiations and Management
- Supplier Relationship Management
- Risk Management
- Sustainability Programs
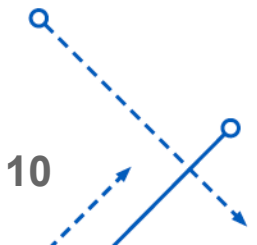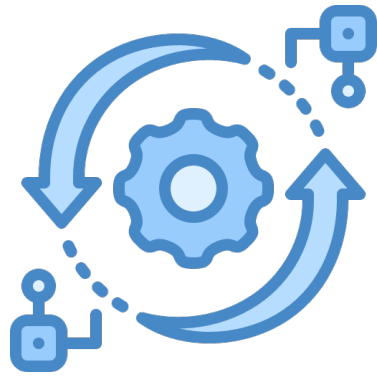- Supplier Diversity Programs

➔ Look Up Staff From This Unit

Established Team Values

Purchasing & Contract Services Team Values

Accountability

Collaboration

Trust

Continuous Improvement

Respect

Customer Centric

The Guiding Principles for category management changes were subject matter expertise, process ownership, workload and our values.
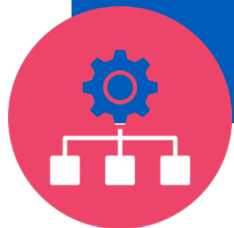
Procurement Category Teams as of October 2024

Campus Services

Marie Colella

Maintains all campus services and athletics contracts

Facilities & Construction

- **Tricia Kandler**

Maintains facility & construction related purchases

Information Technology

Cheri Weber

Maintains all IT related purchases

Systems & Business Processes

Linda Deni

Maintains ShopBlue, Supplier Diversity and Supplier Mgmt.

Add Misc. Purchases

Move Operations (bids/contracts) to the other category teams

Scientific

June Sokolowski

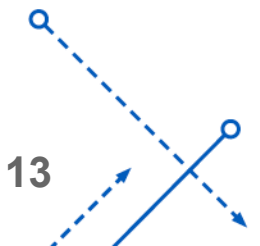Maintain all scientific-related goods and services purchases

UB's ShopBlue system is a gold standard procurement system for leading research institutions, and we are addressing infrastructure issues to optimize functionality.

Future system enhancements include sourcing, contract administration, data analytics and sunsetting eReq.