

We specialize in education, so we've learned a few things.

Once again, you'll be asked to do more with less.



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Our contracts are designed for the education market to help you spend less and deliver more for your school. Every year educational institutions of all sizes face increasing financial challenges. That's why many schools are finding ways to generate savings from their procurement departments. Last year alone, E&I members saved over \$200 million by putting the buying power of our 120 competitively solicited, ready-to-use contracts to work at their institutions. Real savings we know you can put to work elsewhere at your school.

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5 areas of focus for successful procurement optimization

Talent Management

People are your most precious commodity.

As a leader, it's your responsibility to ensure your staff members are taking the necessary steps to advance within their profession, attaining the education and certifications to help them succeed and grow.

Data Analytics

Many institutions have a firm grasp on where their funding comes from, but you've also got to know where the money goes.

Having the tools to analyze product categories and knowing where your money is being spent from a supplier base is critical. **Spend Analytics provides the visibility to determine an appropriate strategy . . . and the ROI can be significant.**



Technology Optimization

Whether it's leveraging an e-procurement catalog environment, electronic sourcing, contract management or total supply management — **automation is key.**

Effectively implementing these technologies will help you improve process efficiencies by eliminating paperwork, expediting contract fulfillment, and controlling compliance. This frees up valuable staff resources to spend time on more strategic tasks.

Customer Engagement

You can't run a successful procurement department in a vacuum. **Engage your customers by getting out on campus and discussing their needs.**

Many schools have found success by creating a procurement advisory committee made up of representatives from various departments across campus. When you involve these folks in the process, it's much easier to gain their buy-in down the road.

Value Generation

Procurement is not just about saving the institution money—it's also about the efficiencies and quality improvements you're creating. Ask yourself: are you setting up the institution for success?

Today, procurement has the opportunity to generate real revenue for the organization through contract management.



Source - JAGGAER Podcast: Five Trends Procurement Officers Need to Succeed in Higher Education Today

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Sourcing. Strategy. Savings.®