

# The Penn Marketplace

## Impact on Economic Inclusion



Ralph Maier

Director of Purchasing Services

October 3, 2006

# Economic Inclusion Overview

---

- Commitment to Socially Responsible Purchasing
  - Web site: [www.purchasing.upenn.edu/social](http://www.purchasing.upenn.edu/social)
  - Penn is one of 23 organizations that support the Institute for Supply Management's "Principals of Social Responsibility"
  - Web site: [www.purchasing.upenn.edu/news/ISM\\_050322.pdf](http://www.purchasing.upenn.edu/news/ISM_050322.pdf)
- Economic Inclusion at Penn
  - Web site: [www.purchasing.upenn.edu/social/economic\\_inc.php](http://www.purchasing.upenn.edu/social/economic_inc.php)
- Local Community Business Program
  - Web site: [www.purchasing.upenn.edu/social/lcbp.php](http://www.purchasing.upenn.edu/social/lcbp.php)
- Supplier Diversity Program
  - Web site: [www.purchasing.upenn.edu/supplierdiversity](http://www.purchasing.upenn.edu/supplierdiversity)

# Economic Inclusion Facts & Figures

---

- Major business objective for the Purchasing Services organization
- Local Community Business Program
  - Total purchases for FY2006: \$72.9 Million
  - Total purchases since FY1997: \$614.3 Million
- Supplier Diversity Program
  - Total purchases for FY2006: \$52.5 Million
  - Total purchases since FY1997: \$456.1 Million

# Penn Technology Overview

---

- Campus wide electronic procure-to-pay system
  - Oracle Financials (Purchasing, Payables & General Ledger)
- Electronic marketplace for online supplier catalogs
  - The Penn Marketplace hosted by SciQuest Incorporated
- Electronic transmission of purchase orders and supplier invoices
  - Electronic Data Interchange (EDI), auto fax & document imaging
- Online competitive bidding (reverse auction)
- Electronic invoice settlement
  - Electronic funds transfer and P-Card invoice settlement

# Oracle Purchasing System

---

- Provides point-of-demand ordering for authorized faculty and staff
- Delegated order creation and final approval for orders <\$5,000 to 1,800 faculty and staff across campus
  - Requires suppliers to be in the approved supplier database
- All purchase orders are transmitted to suppliers via auto-fax or electronic data interchange (EDI)
  - Suppliers must build skills, capacity and capabilities for a future of electronic bid submittal, document transition, electronic invoicing and payment

# The Penn Marketplace

---

- Penn's private online supplier exchange for contract and preferred suppliers
- A fully integrated solution and part of the campus wide procure-to-pay online system
- Contains electronic catalog content and Penn specific pricing for 149 of Penn's most commonly used suppliers
  - Over 9,000 suppliers in the approved supplier database
- Over 5 Million products available to authorized system users
- A competitive advantage for participating suppliers

# Supplier Engagement Objectives

---

- Target a wide range of products and services
- Enable high volume commodity suppliers as well as School & Center specific suppliers
- Utilize a combination of hosted and punch-out catalogs
- Drive compliance and increase market share to participating suppliers
- Rationalize supplier base to promote sole source supplier relationships when appropriate
- Achieve a Penn Marketplace supplier utilization rate of 65% (percentage of all purchase order transactions)
- Maintain a diversity supplier inclusion rate of 20%

# Supplier Enablement Strategy

---

- Provide maximize value to the buying community by targeting suppliers for all major commodities
- Initial focus on Penn's high transaction volume suppliers
- Recruitment activity also include Tier II requirements
  - Low transaction volume mission critical suppliers
  - School or Center specific commodity suppliers
- Ensure local community based and diversity supplier recruitment in the enablement process
- Utilize third party organizations as required
  - SciQuest Incorporated
  - Pennsylvania Minority Business Development Center

# Challenges to Economic Inclusion

---

- Gap between Penn's eProcurement technology requirements and supplier capabilities continues to widen
- Large and decentralized purchasing environment is a challenge for most small and diversity suppliers
  - Requires innovative approach to community and diversity supplier enablement
  - Basis for a partnership between Penn and SciQuest for the Diversity Supplier Manager Project
  - New Diversity Supplier Development Program in collaboration with PA MBDC & Drexel University

# Diversity Supplier Manager Project

---

- A unique supplier enablement service provided by SciQuest was launched in FY2005
  - Penn was SciQuest's 1<sup>st</sup> DSM customer
  - [www.purchasing.upenn.edu/buytools/div\\_manager.php](http://www.purchasing.upenn.edu/buytools/div_manager.php)
- SciQuest provides supplier specific training and content development assistance to suppliers
  - Penn assumed cost for supplier specific training
  - Suppliers to develop skills to assume responsibility after one year

# Diversity Supplier Development Program

---

- An expanded commitment to diversity inclusion and supplier enablement
- A collaborative effort between Penn, Penn Health System & Drexel University purchasing organizations
- A partnership with the Pennsylvania Minority Business Development Center (PA MBDC) and the Enterprise Center
- A scalable initiative to be expanded to include other local University purchasing organizations
  - Web site: [www.purchasing.upenn.edu/social/dsdp.php](http://www.purchasing.upenn.edu/social/dsdp.php)

# DSDP Program Objectives

---

- Streamline the supplier enablement process at each participating purchasing organization
- Increase opportunities for diversity suppliers to develop meaningful and mutually beneficial business relationships
- Provide mentoring services to assist suppliers in the development of skills, capacity and capabilities required to successfully compete in an electronic purchasing environment
- Increase purchasing staff interaction with the local community through quarterly “Purchasing Day” events

# Role of PA MBDC

---

- A strategic business partner to participating purchasing organizations
  - Located at the Enterprise Center in West Philadelphia
- PA MBDC will:
  - Conduct supplier skill, capacity and technology capability assessment at no cost to suppliers based on defined business requirements of each purchasing organization
  - Facilitate supplier engagement from initial contact, through evaluation, to initial contact with each purchasing organization
  - Track program success via a "Performance Scorecard"
  - Provide additional fee based services to suppliers that can not presently meet purchasing business requirements

# DSDP Phase I Milestones

---

- Pilot program launched on July 1, 2006
- Engage a minimum of ten (10) diversity suppliers by December 31, 2006
- Expand program participation to include St. Josephs University, Community College of Philadelphia and Philadelphia College of Osteopathic Medicine in October 2006
- Develop formal calendar year 2007 business goals and objectives by December 2006
- Expand program participation to remaining members of the Philadelphia Area Collegiate Cooperative
  - Web site: [www.purchasing.upenn.edu/pacc](http://www.purchasing.upenn.edu/pacc)

# Impact on Diversity Inclusion

---

- 29 of the 149 Penn Marketplace suppliers are diversity suppliers
  - Highest diversity supplier inclusion rate of any SciQuest eProcurement customer in higher education
- Participating suppliers realize a significant increase in business during the 1<sup>st</sup> year in the Penn Marketplace
- New business opportunity for some suppliers
- Participating suppliers are able to leverage their Penn Marketplace involvement with other SciQuest customers in higher education and the private sector
- Significant opportunity to increase diversity supplier inclusion in 2007

# Penn Marketplace Demo

The screenshot displays the Penn Marketplace website interface. At the top, the browser address bar shows the URL: <http://solutions.sciquest.com/apps/Router/Home?tmstmp=1128368376508&tmstmp=1128368376510>. The user is logged in as **VIRA O HOMICK** with options for [user info](#) and [Cancel Cart](#). A [Select Draft Cart or Add Item to Cart](#) button is also visible.

The main navigation bar includes the **ben buys** logo and the site title **Penn Marketplace - Product Search**. A search bar is present with a dropdown menu set to **Catalog Keyword** and a **Go** button. Below this, a secondary navigation bar offers links for [home](#), [favorite lists](#), [product search](#) (active), [carts](#), and [user info](#). A **desktop** link is also available.

The main content area is titled **Welcome VIRA O HOMICK** and is divided into several sections:

- Organization Message:**
  - Welcome to the Penn Marketplace!
  - DELL is new Electronic Data Interchange (EDI) supplier, effective Monday, September 12, 2005. Please click here for more ordering details.
  - UPCHURCH SCIENTIFIC joins the Penn Marketplace, effective Monday, September 12, 2005.
  - World Precision Instruments, Covance Research Products and Dynal Biotech now available in the Penn Marketplace for your ordering convenience.
  - NEW FEATURES in the Penn Marketplace Effective Monday, August 1, 2005
  - NEW SUPPLIERS IN THE PENN MARKETPLACE: INVIVOGEN, ASSAY DESIGN and AMERICAN LAB PRODUCTS EFFECTIVE JULY 7, 2005
- System Messages:** (Empty)
- Review:** (Empty)
- Draft Carts:** (Empty)
- My Resources:**
  - Recent Enhancements
    - 5.0 New Navigation Guide
    - SelectSite v5.0 Release Notes
    - SelectSite v5.0 Focus Group Notes
  - email-
  - phone- +1 (215) 746-4357

The right-hand side of the page features a **Product Search** section with tabs for **Favorites**, **Quick Order**, and **Product Search** (active). Below these tabs is a **- All Category Search** section with a list of categories: **All** (selected), **Lab Supplies**, **Antibodies**, **Office/Computer**, **Facilities**, **Furniture**, and **Services**. Below the categories is an **Other Searches** section with links for **Browse by Supplier**, **Browse by Category**, and **chemicals**.

The **Product Search** form includes the following fields and options:


- Product Description:**
  - Include the words:
  - Include any of the words:
  - Include exact phrase/Part No.:
  - Exclude the words:
  - Supplier Name:
  - Manufacturer Name:
  - Supplier/Manufacturer Part No.:
  - Include similar terms:
  - Products per page:
  - Search** button

Below the search form is a **Punchout** section with a grid of supplier logos:

- Lab Supplies:** Fisher Scientific, DHARMACON, SIGMA GENOSYS
- Office/Computer:** Office DEPOT, CDWG, club colors, crucial
- Facilities:** DELL, Gateway, GovConnection, hp invent
- Furniture:** GRAINGER, NEWARK in one, Steelcase

# Penn Marketplace Demo

<http://solutions.sciquest.com/apps/Router/SupplierList>
Go


VIRA O HOMICK user info | Cancel Cart
Select Draft Cart or Add Item to Cart

**Browse by Supplier**
Search for:

[home](#) | [favorite lists](#) | [product search](#) | [carts](#) | [user info](#)

[search tools](#) | [my favorites](#)

---

**Search For Supplier** ?

Supplier / Catalog Name:

Show Types:

Page Size:

---

**Supplier Search Results** ?

**Total Records Found : 133**

Page  of

Supplier Name	Type	Preference	Supplier Name	Type	Preference
A. Daigger & Co.		<span style="background-color: #4a4a8a; color: white; padding: 2px;">SBE</span> <span style="background-color: #8a4a4a; color: white; padding: 2px;">2</span>	ATCC (American Type Culture Collection)		<span style="background-color: #4a4a8a; color: white; padding: 2px;">SBE</span> <span style="background-color: #8a4a4a; color: white; padding: 2px;">2</span>
Accurate Chemical and Scientific		<span style="background-color: #4a8a4a; color: white; padding: 2px;">3</span> <span style="background-color: #4a4a8a; color: white; padding: 2px;">SBE</span> <span style="background-color: #8a4a4a; color: white; padding: 2px;">WBE</span> <span style="background-color: #4a8a4a; color: white; padding: 2px;">VET</span>	<b>Avanti Polar Lipids Inc</b>		<span style="background-color: #4a4a8a; color: white; padding: 2px;">SBE</span>
Advanced ChemTech Inc.		<span style="background-color: #4a4a8a; color: white; padding: 2px;">SBE</span>	B & B Microscopes LTD.		<span style="background-color: #8a4a4a; color: white; padding: 2px;">2</span>
<b>Advanced Furniture Services Group</b>		<span style="background-color: #4a4a8a; color: white; padding: 2px;">SBE</span> <span style="background-color: #8a4a4a; color: white; padding: 2px;">WBE</span> <span style="background-color: #8a4a4a; color: white; padding: 2px;">2</span>	<b>Bachem Bioscience Inc.</b>		<span style="background-color: #4a4a8a; color: white; padding: 2px;">SBE</span>
Advanced Office Environments		<span style="background-color: #8a4a4a; color: white; padding: 2px;">2</span>	BD Biosciences Immunocytometry Systems		<span style="background-color: #8a4a4a; color: white; padding: 2px;">2</span>
Affymetrix Inc.		<span style="background-color: #8a4a4a; color: white; padding: 2px;">2</span>	BD Biosciences Pharmingen		<span style="background-color: #8a4a4a; color: white; padding: 2px;">2</span>
Agilent Technologies		<span style="background-color: #8a4a4a; color: white; padding: 2px;">2</span>	Beckman Coulter Inc.		<span style="background-color: #8a4a4a; color: white; padding: 2px;">2</span>
Airgas, Inc.		<span style="background-color: #4a4a8a; color: white; padding: 2px;">1</span>	Bio-Rad Cell Center		
Alpha Office Supplies, Inc.		<span style="background-color: #4a4a8a; color: white; padding: 2px;">1</span> <span style="background-color: #4a4a8a; color: white; padding: 2px;">SBE</span> <span style="background-color: #4a8a4a; color: white; padding: 2px;">MBE</span> <span style="background-color: #4a8a4a; color: white; padding: 2px;">VET</span>	Bio-Rad Laboratories		<span style="background-color: #8a4a4a; color: white; padding: 2px;">2</span>
Ambion Inc.		<span style="background-color: #4a8a4a; color: white; padding: 2px;">3</span> <span style="background-color: #4a4a8a; color: white; padding: 2px;">SBE</span>	<b>BIOMOL INTERNATIONAL LP</b>		<span style="background-color: #4a4a8a; color: white; padding: 2px;">SBE</span> <span style="background-color: #8a4a4a; color: white; padding: 2px;">2</span>
<b>American Bioanalytical Inc.</b>		<span style="background-color: #4a4a8a; color: white; padding: 2px;">SBE</span>	Biosource International		<span style="background-color: #4a4a8a; color: white; padding: 2px;">SBE</span> <span style="background-color: #8a4a4a; color: white; padding: 2px;">2</span>
American Laboratory Products Co (ALPCO)		<span style="background-color: #4a4a8a; color: white; padding: 2px;">SBE</span> <span style="background-color: #4a8a4a; color: white; padding: 2px;">VET</span>	BOC Gases		<span style="background-color: #8a4a4a; color: white; padding: 2px;">2</span>
<b>American Radiolabeled Chemicals Inc.</b>		<span style="background-color: #4a8a4a; color: white; padding: 2px;">3</span> <span style="background-color: #4a4a8a; color: white; padding: 2px;">SBE</span> <span style="background-color: #4a8a4a; color: white; padding: 2px;">MBE</span>	Caltag Laboratories		<span style="background-color: #4a4a8a; color: white; padding: 2px;">SBE</span> <span style="background-color: #8a4a4a; color: white; padding: 2px;">WBE</span> <span style="background-color: #8a4a4a; color: white; padding: 2px;">2</span>
Amersham Biosciences Inc.		<span style="background-color: #8a4a4a; color: white; padding: 2px;">2</span>	Cambrex BioSciences - Walkersville		<span style="background-color: #4a8a4a; color: white; padding: 2px;">3</span>
Amersham Cell Center			Cambridge Isotope Laboratories Inc.		<span style="background-color: #4a4a8a; color: white; padding: 2px;">SBE</span> <span style="background-color: #8a4a4a; color: white; padding: 2px;">2</span>
Anaspec Incorporated		<span style="background-color: #4a4a8a; color: white; padding: 2px;">SBE</span> <span style="background-color: #4a8a4a; color: white; padding: 2px;">MBE</span> <span style="background-color: #8a4a4a; color: white; padding: 2px;">WBE</span>	Carlick Imaging Products		<span style="background-color: #4a4a8a; color: white; padding: 2px;">SBE</span> <span style="background-color: #4a8a4a; color: white; padding: 2px;">VET</span> <span style="background-color: #8a4a4a; color: white; padding: 2px;">2</span>
Animal Specialties and Provisions		<span style="background-color: #8a4a4a; color: white; padding: 2px;">WBE</span> <span style="background-color: #8a4a4a; color: white; padding: 2px;">2</span>	Cayman Chemical Co.		<span style="background-color: #4a8a4a; color: white; padding: 2px;">3</span>

# Penn Marketplace Demo

Organization Message ?

Welcome to the Penn Marketplace!

DELL is new Electronic Data Interchange (EDI) supplier, effective Monday, September 12, 2005. Please click here for more ordering details.

UPCHURCH SCIENTIFIC joins the Penn Marketplace, effective Monday, September 12, 2005.

World Precision Instruments, Covance Research Products and Dynal Biotech now available in the Penn Marketplace for your ordering convenience.

NEW FEATURES in the Penn Marketplace Effective Monday, August 1, 2005

NEW SUPPLIERS IN THE PENN MARKETPLACE: INVIVOGEN, ASSAY DESIGN and AMERICAN LAB PRODUCTS EFFECTIVE JULY 7, 2005

System Messages ?

Review ?

- 🛒 Draft Carts

My Resources ?

- Recent Enhancements
  - 5.0 New Navigation Guide
  - SelectSite v5.0 Release Notes
  - SelectSite v5.0 Focus Group Notes
- email-
- phone- +1 (215) 746-4357

favorites Quick Order Product Search ?

folder .Laboratory Supplies - Top 20 Buys

Hold CTRL (Win) or Apple (Mac) key to select multiple products.

Nickname	Qty	Catalog No.
Bleach, Clorox, Quantity Of 6, 96 Oz-----	----1	#1098-CL02490----
Container, Sharps, Autoclavable, Polypropylene, 7-	----1	#14827105-----
Dish, Tissue Culture, 100 mm X 20 mm, 200 Per Case	----1	#1194-353003----
Dish, Tissue Culture, 150 mm X 25 mm, 60 Per Case	----1	#1005-430599----
Film, Black and white, Twin pack high speed print,	----1	#0444191-----
Gloves, Exam, Purple Nitrile, Powder-free, Large,-	----1	#19149863C-----
Gloves, Exam, Purple Nitrile, Powder-free, Medium,	----1	#19149863B-----
Gloves, Exam, Purple Nitrile, Powder-free, Small,-	----1	#19149863A-----
Pipet, Serological, 10mL Capacity, 200 Per Case---	----1	#1194-357551----
Pipet, Serological, 25mL Capacity, 200 Per Case, D	----1	#1194-357525----

Add to Current Cart

# Penn Marketplace Demo

**Suppliers with Matches** ?  
Emsco Scientific Enterprises (1)

**Categories with Matches** ?  
Beakers (1)

Results for: +1004-1000-10-SP

**Search Results**  
Products found: 1

Weight	Supplier	Category	Catalog #	Product Description	UOM	Product Size	Price
100	WBE MBE 2 SBE Emsco Scientific Enterprises	Beakers	1004-1000-10SP	Beaker, 10mL Capacity, 12 Per Case	12/CS	10mL	29.34 USD

**LEGEND**

- 1 Strategic Contract Supplier
- 2 Contract Supplier
- 3 Preferred Supplier
- West Philadelphia Supplier
- (AT) Disabled Business Enterprise
- (AT) Disabled Veteran Business Enterprise
- (AT) Minority Business Enterprise
- (AT) Small Business Enterprise
- (AT) Veteran Owned Business Enterprise
- (AT) Women Owned Business Enterprise
- List to be excluded from Cell Center
- List to be excluded from Requisitioners
- Science Catalog Supplier
- Controlled substance
- Green

# Penn Marketplace Demo

**bon buys** Viva Homick user info Test | 7 item(s), 608.20 USD

**Product Comparisons** Search for Catalog No. (SKU)

home | favorite lists | product search | carts | user info | user mgt. | catalog mgt.

Select	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Add to Cart	Qty <input type="text" value="1"/> <input type="button" value="Add"/>	Qty <input type="text" value="1"/> <input type="button" value="Add"/>	Qty <input type="text" value="1"/> <input type="button" value="Add"/>
Weight	100	100	100
Product Description	<b>Ur-o-comp Workstation</b>	<b>Mobile Computer Workstation, 66 x 37-1/4 x 25-1/2in., Beige</b>	<b>DVRHD W/ DOORS 47W STN</b>
Price	982.23 USD	494.00 USD	518.39 USD
Supplier	<b>1</b> Fisher Scientific	<b>2</b> Lab Safety Supply Inc.	<b>2</b> SBE A. Daigger & Co.
Category	<b>Dedicated Computer Workstations</b>	<b>Dedicated Computer Workstations</b>	<b>Dedicated Computer Workstations</b>
Catalog No.	1003326	768108E	EF3698FF EA
UOM	EA	EA	EA
Product Size	----	----	----
Manufacturer Name	Modulus Data Systems Inc	Lee Metal Products	----
Manufacturer Part Number	10-301	9553Putty	----
UNSPSC	43211507	----	43211507
more info?	<a href="#">more info?</a>	<a href="#">more info?</a>	<a href="#">more info?</a>

# Penn Marketplace Demo



[Vira Homick](#) [user info](#)

Test | 7 item(s), 608.20 USD

Test

Search for Catalog No. (SKU)  Go

home
favorite lists
product search
carts
user info
user mgt.
catalog mgt.
more >>

current cart
draft carts
my favorites
?

Create Cart

Add Products

Save Updates

Return to Ben Buys Shopping Cart

Header Information
legend | ?

General	Internal Info
Prepared by	Vira Homick

Cart/Requisition Details
?

Cart Name

Add To Favorites
Go

External Purchases
?

Product Name	Supplier	Catalog No.	Unit Price	Qty/ UOM	Extended Price	Line Item History	Select
CHAIR; OFFICE; PAOLI; WALL STREET MANAGEMENT TILT SWIVEL; STANDARD WITH PNEUMATIC LIFT; FABRIC GRADE F	Advanced Office Environments	933-5 Fabric Grade F	545.00	1 1/EA	545.00		<input type="checkbox"/>
Bleach. Clorox, 6.15%, Germicidal, Disinfectant and Decontaminant. 6/CS	Fisher Scientific	1952030	26.00	1 CS	26.00		<input type="checkbox"/>
3M Post-it(R) Notes in Canary Yellow, 3quot x 3quot, 100 Sheets Per Pad, Pack of 12	Office Depot	172510	7.44	5 DZN	37.20		<input type="checkbox"/>
					<b>Subtotal</b>	608.20 USD	
					<b>TOTAL</b>	608.20 USD	

Save Updates

# Next Steps!

---

- A copy of this presentation is available at
  - [www.purchasing.upenn.edu/about/presentations.php](http://www.purchasing.upenn.edu/about/presentations.php)
- Suppliers interested in establishing a new or expand an existing business relationship with Penn should contact Purchasing Services by e-mail for next steps  
[purchasing-feedback@pobox.upenn.edu](mailto:purchasing-feedback@pobox.upenn.edu)