

# University of Pennsylvania

As one of the nation's oldest and most prestigious research universities, the University of Pennsylvania has a history of innovation and excellence. The Purchasing Services department continues that tradition as a pioneer in e-procurement. When it was time to upgrade their Oracle-based purchasing portal, the University of Pennsylvania turned to SciQuest Spend Director for supplier content management.

## KEY CHALLENGES

To extract even more value out of the Penn Marketplace, the university's successful supplier exchange, Purchasing Services needed a solution that could increase user adoption while improving contract utilization.

The University of Pennsylvania needed a solution to:

- Enable a critical mass of supplier content with minimal IT resources
- Configure catalogs to promote preferred suppliers and campus "best buys"
- Leverage existing technology investment in Oracle iProcurement suite

## SCIQUEST SOLUTION

The University of Pennsylvania licensed SciQuest's Spend Director solution with additional content packs to enable key suppliers. Spend Director was integrated with Oracle Corporation's iProcurement software. Prior to the adoption of Spend Director the university achieved integration with 31 suppliers. Now the system's 1,850 software users are currently able to access 97 of the university's strategic contract suppliers' online catalogs in key commodity groups, of which 21 are classified as diversity suppliers. Using Spend Director, the university currently directs approximately 70 percent of campus purchase transactions through participating Penn Marketplace contract suppliers.

This technologically advanced e-procurement solution has resulted in stronger relationships for participating suppliers. In calendar year 2003, individual Penn Marketplace suppliers realized an increase of 16 to 42% in purchase dollars spend placed with their company versus the previous 12-month period. The University of Pennsylvania also experienced an increase of on-contract spend of 21% between fiscal year 2004 and fiscal year 2003 due to the Penn Marketplace.

The University of Pennsylvania experienced a tremendous increase in the speed they were able to integrate suppliers using the SciQuest Spend Director solution. Ralph Maier, Director of Purchasing Services, attributes the speed of implementation to two main factors:

1. SciQuest provides a Content Management Tool that greatly decreased the time and effort for the supplier to provide catalog content
2. 'No cost to supplier' SciQuest business model eliminates an important barrier to integrating with suppliers that other SciQuest-competitive providers still exercise.

"Spend Director is a breakthrough solution that will take purchasing at the University of Pennsylvania to the next level," said Maier. "We expect Spend Director to further streamline the buying experience for faculty and staff and increase the utilization of our targeted suppliers resulting in measurable cost savings."

## AVAILABLE REFERENCES

The following references are available to speak with prospective SciQuest clients. Contact your SciQuest representative if you are interested in scheduling a reference call.

*Ralph Maier*  
Director  
Purchasing Services  
www.purchasing.upenn.edu

*Vira Homick*  
E-Procurement Manager  
Purchasing Services

### INDUSTRY

*Higher Education*

### CLIENT SINCE

*July 2003*

### LOCATION

*Philadelphia, Pennsylvania*

### OPERATING BUDGET

*\$3.59 billion*

### EMPLOYEES

*11,949*

### ENROLLMENT

*22,769*

### SCIQUEST SOLUTIONS

*Spend Director*

*Content Packs*

*Supplier Promotion*

### TECHNOLOGY ENVIRONMENT

*Oracle iProcurement*

sciQuest®

CLIENT REFERENCE PROGRAM