

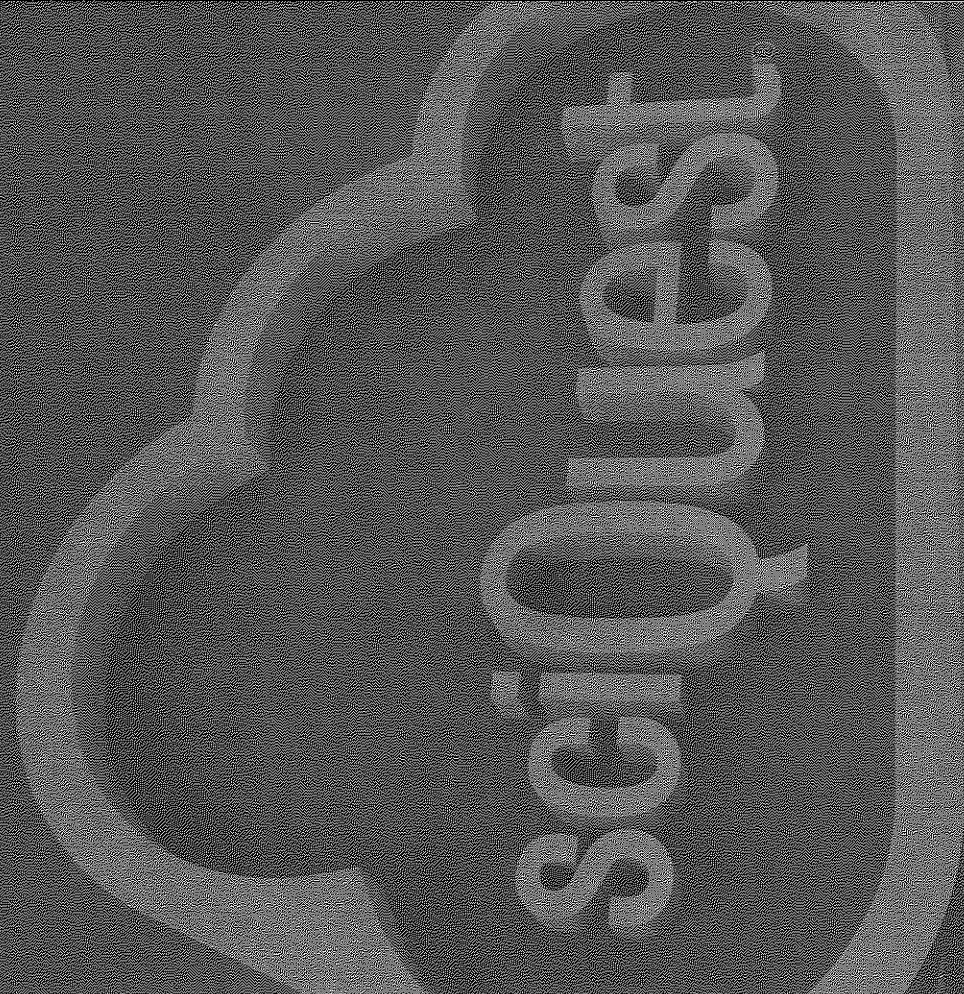
TN BOARD OF REGENTS CONSORTIUM

PO Spend Analysis

June 15, 2015

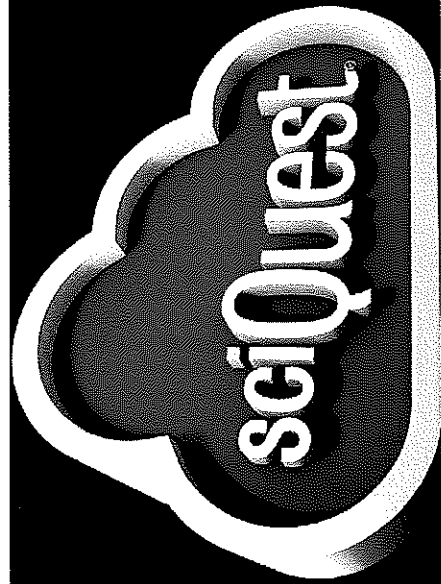
Toni Harris
Client Partner

tharris@sciquest.com
919.659.2160



TBOR CONSORTIUM

Data extracted for the July 1, 2014 - June 15, 2015 reference period.



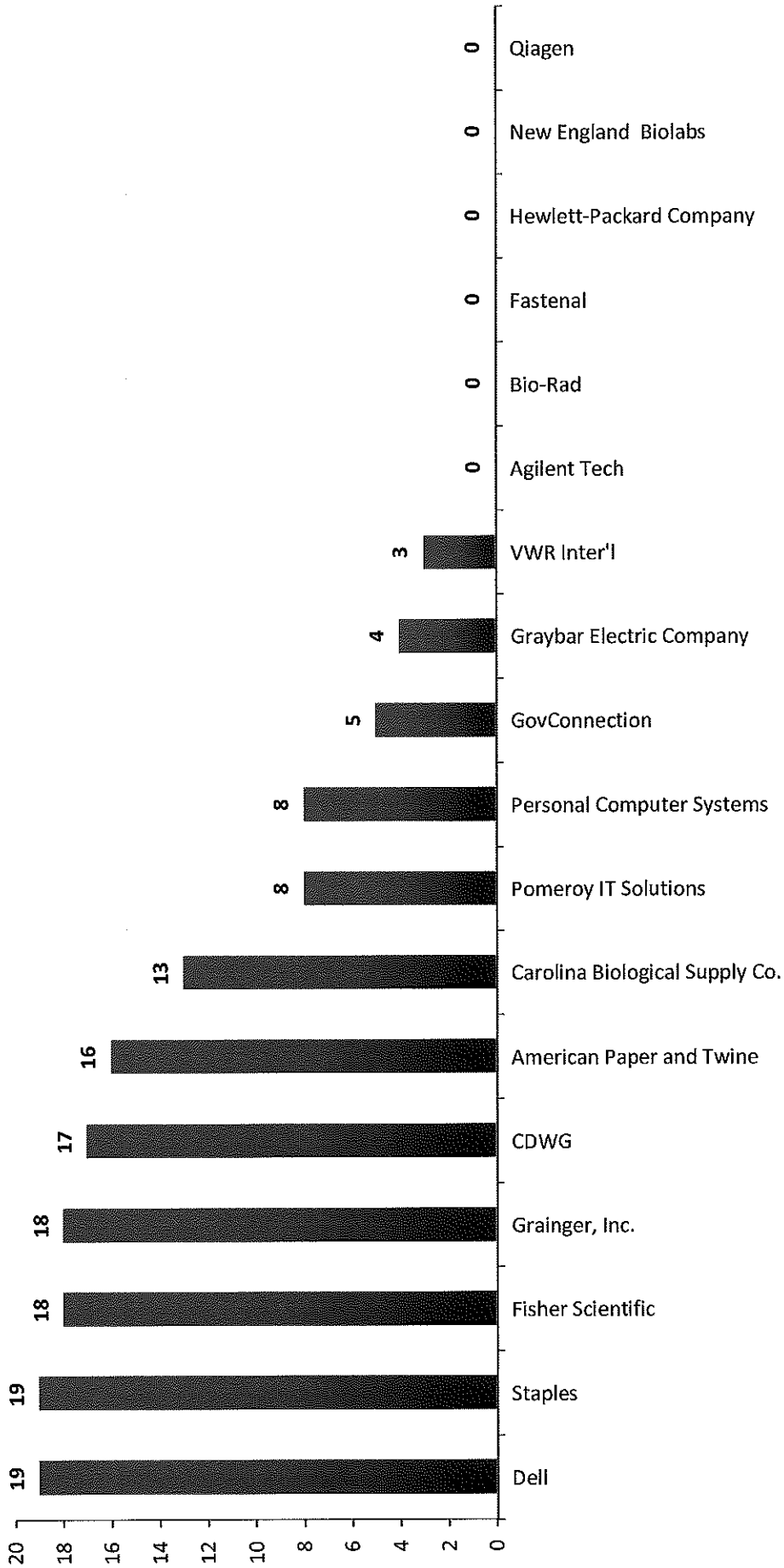
TBOR CONSORTIUM

The Tennessee Board of Regents (TBoR) Consortium is composed of 20 Members:

<i>TBoR Consortium Members</i>	
Austin Peay State Univ.	Northeast State Tech
Chattanooga State Technical CC	Pellissippi State Tech CC
Cleveland State CC	Roane State CC
Columbia State CC	Southwest Tennessee CC
Dyersburg State CC	TBoR Central Office
East Tennessee State Univ.	Tennessee Technical Univ.
Jackson State CC	Tennessee State Univ.
Motlow State CC	University of Memphis
Middle Tennessee State Univ.	Volunteer State CC
Nashville State Tech CC	Walters State CC

CONSORTIUM – TOTAL SUBSCRIBED

YTD - Total Subscribed Enablements



*TBoR is excluded from this data since they are the parent.

CONSORTIUM – SUBSCRIBED SUPPLIERS

TBoR Consortium Members											
	Austin	Peay	Chattanooga	Cleveland	Columbia	Dyersburg	EISU	Jackson	Motlow	MTSU	Nashville
Consortium Licenses											
Agilent Tech			✓	✓	✓	✓	✓	✓	✓	✓	✓
American Paper and Twine	✓										
Bio-Rad											
Biological Supply	✓		✓	✓	✓	✓		✓	✓	✓	✓
CDWG	✓		✓	✓	✓	✓	✓			✓	✓
Dell	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓
Fastenal											
Fisher Scientific	✓		✓	✓	✓	✓	✓		✓	✓	✓
GovConnection						✓		✓			
Grainger, Inc.	✓		✓	✓		✓	✓	✓	✓	✓	✓
Graybar Electric Company				✓							✓
Hewlett-Packard Company											
New England Biolabs											
Personal Computer						✓			✓	✓	
Pomeroy IT Solutions	✓		✓		✓	✓	✓				✓
Qiagen											
Staples	✓		✓	✓	✓	✓	✓	✓	✓	✓	✓
VWR Inter'i							✓				
Total	8	8	8	8	7	10	8	6	7	8	9

CONSORTIUM – SUBSCRIBED SUPPLIERS

TBofR Consortium Members										
Consortium	Northeast	Mississippi	Roane	Southwest	TN Tech	TSU	U. of Memphis	Volunteer	Walters	
Licenses										
Agilent Tech	✓	✓		✓			✓	✓	✓	
American Paper and Twine										
Bio-Rad										
Biological Supply	✓	✓	✓	✓						
CDWG	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Dell	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Fastenal										
Fisher Scientific	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
GovConnection			✓	✓	✓					
Granger, Inc.	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Graybar Electric Company		✓		✓						
Hewlett-Packard Company										
New England Biolabs										
Personal Computer	✓	✓		✓	✓				✓	
Pomeroy IT Solutions	✓			✓						
Qiagen										
Staples	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
VWR Inter ¹					✓	✓				
Total	9	9	7	11	8	6	6	6	7	7

CONSORTIUM SPEND ANALYSIS*

FY 2015 - YTD - PO Spend by Consortium Supplier

Contract Name	Austin		Cleveland	Columbia	Dyersburg	ETSU	Jackson	Motlow	MTSU	Nashville
	Peay	Chattanooga								
100_CDWG	\$84,596	\$79,267	\$43,811	\$409,261	\$77,845	\$218,576	\$0	\$0	\$464,205	\$55,669
101_Dell*	\$819,902	\$106,892	\$14,651	\$340,812	\$339,677	\$0	\$0	\$382,423	\$2,756,513	\$2,682
102_Staples*	\$310,388	\$224,140	\$41,067	\$43,472	\$113,892	\$579,583	\$88,769	\$62,529	\$493,978	\$60,816
103_VWR	\$0	\$0	\$0	\$0	\$0	\$49,075	\$0	\$0	\$0	\$0
104_Fisher	\$105,584	\$22,048	\$13,736	\$13,441	\$0	\$513,933	\$0	\$93,461	\$272,117	\$54,748
105_AmericanPaper*	\$36,062	\$71,872	\$22,404	\$41,977	\$52,729	\$190,796	\$35,699	\$59,463	\$38,363	\$64,018
106_Grainger	\$15,754	\$125,593	\$11,291	\$0	\$7,673	\$68,732	\$28,885	\$33,598	\$69,191	\$36,533
108_Pomeroy	\$661,148	\$0	\$0	\$446,779	\$719	\$679,858	\$0	\$0	\$0	\$34,869
109_Carolina Biological *	\$11,861	\$24,767	\$4,176	\$7,424	\$14,551	\$0	\$11,092	\$4,038	\$215,727	\$10,762
110_PCS	\$0	\$0	\$0	\$0	\$23,955	\$0	\$0	\$0	\$39,488	\$0
111_Graybar	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$0	\$47,145
112_GovConnection	\$0	\$0	\$0	\$0	\$13,112	\$0	\$970,525	\$0	\$0	\$0
Total	\$2,045,295	\$654,579	\$151,136	\$1,303,166	\$644,153	\$2,300,553	\$1,134,970	\$635,512	\$4,349,582	\$367,242

*Spend includes member manual adjustments.

There are currently no members subscribed to the following consortium suppliers:

- Agilent Technologies
- Hewlett Packard
- Bio-Rad Laboratories
- Fastenal
- Qiagen

TBoR Supplier	Member with Highest PO Spend
100_CDWG	Memphis
101_Dell	Memphis
102_Staples	Memphis
103_VWR	TSU
104_Fisher	ETSU
105_AmericanPaper	Memphis
106_Grainger	Memphis
108_Pomeroy	Southwest TN
109_Carolina Bio	MTSU
110_PCS	Tennessee Tech
111_Graybar	Tennessee Tech
112_GovConnection	TSU



CONSORTIUM SPEND ANALYSIS*

FY 2015 - YTD - PO Spend by Consortium Supplier

Contract Name	Northeast		Pellissippi		Southwest		TBoR	TN Tech	TSU	Univ. of Memphis	
100_CDWG	\$36,121	\$27,592	\$37,208	\$72,416	\$81,424	\$577,842	\$0	\$0	\$548,181	\$95,691	\$79,439
101_Dell*	\$16,073	\$150,891	\$570,406	\$642,041	\$40,361	\$769,273	\$293,541	\$293,541	\$7,188,043	\$446,978	\$281,563
102_Staples *	\$65,587	\$140,081	\$103,876	\$119,271	\$69,683	\$514,977	\$831,592	\$831,592	\$5,276,007	\$46,775	\$144,586
103_VWR	\$0	\$0	\$0	\$0	\$0	\$57,544	\$164,244	\$164,244	\$0	\$0	\$0
104_Fisher	\$8,824	\$72,000	\$110,910	\$0	\$0	\$171,325	\$493,772	\$493,772	\$299,949	\$37,721	\$24,516
105_AmericanPaper*	\$41,547	\$96,246	\$0	\$89,615	\$0	\$0	\$0	\$0	\$226,736	\$47,363	\$44,834
106_Grainger	\$30,330	\$72,090	\$14,468	\$1,994	\$78	\$99,813	\$109,509	\$109,509	\$161,013	\$4,591	\$21,646
108_Pomeroy	\$0	\$0	\$0	\$667,677	\$0	\$0	\$0	\$0	\$0	\$0	\$0
109_Carolina Biological *	\$18,430	\$3,891	\$19,759	\$0	\$0	\$0	\$0	\$0	\$0	\$11,562	\$0
110_PCS	\$1,627	\$3,621	\$0	\$0	\$0	\$207,656	\$0	\$0	\$0	\$0	\$21,905
111_Graybar	\$0	\$52,019	\$0	\$0	\$0	\$85,564	\$0	\$0	\$0	\$0	\$0
112_GovConnection	\$0	\$0	\$13,533	\$0	\$0	\$0	\$1,062,693	\$1,062,693	\$0	\$0	\$0
Total	\$218,539	\$618,431	\$870,160	\$1,593,014	\$191,546	\$2,483,994	\$2,955,351	\$2,955,351	\$13,699,929	\$690,681	\$618,489

*Spend includes member manual adjustments.

There are currently no members subscribed to the following consortium suppliers:

- Agilent Technologies
- Hewlett Packard
- Bio-Rad Laboratories
- Fastenal
- Qiagen

TBoR Supplier	Member with Highest PO Spend
100_CDWG	Memphis
101_Dell	Memphis
102_Staples	Memphis
103_VWR	TSU
104_Fisher	ETSU
105_AmericanPaper	Memphis
106_Grainger	Memphis
108_Pomeroy	Southwest TN
109_Carolina Bio	MTSU
110_PCS	Tennessee Tech
111_Graybar	Tennessee Tech
112_GovConnection	TSU



CONSORTIUM SPEND ANALYSIS

Manual Adjustments - Detail

TBoR Member	American Paper & Twine (105_AmericanPaper)	Dell (101_Dell)	Staples (102_Staples)	Carolina Biological (109_Carolina Biological)	Total
Austin Peay	\$11,767				\$11,767
Chattanooga	\$37,262				\$37,262
Cleveland	\$10,588				\$10,588
Columbia	\$11,732				\$11,732
Dyersburg	\$291,252				\$291,252
ETSU	\$221,682				\$221,682
Jackson	\$164,932				\$164,932
Motlow	\$16,724				\$16,724
MTSU	\$38,363	\$1,978,179		\$187,122	\$2,203,664
Nashville	\$22,074				\$22,074
Northeast	\$21,392				\$21,392
Pellissippi	\$31,260				\$31,260
Southwest TN	\$40,247				\$40,247
Univ. of Memphis	\$68,560	\$7,187,540	\$4,966,195		\$12,222,295
Volunteer	\$21,248				\$21,248
Walters	\$12,318				\$12,318
Grand Total	\$411,322	\$9,165,719	\$4,966,195	\$187,122	\$14,730,358

CONSORTIUM SPEND ANALYSIS

FY 2015 YTD – PO Spend by Member

(Members with Highest PO Spend – indicated in "Red")

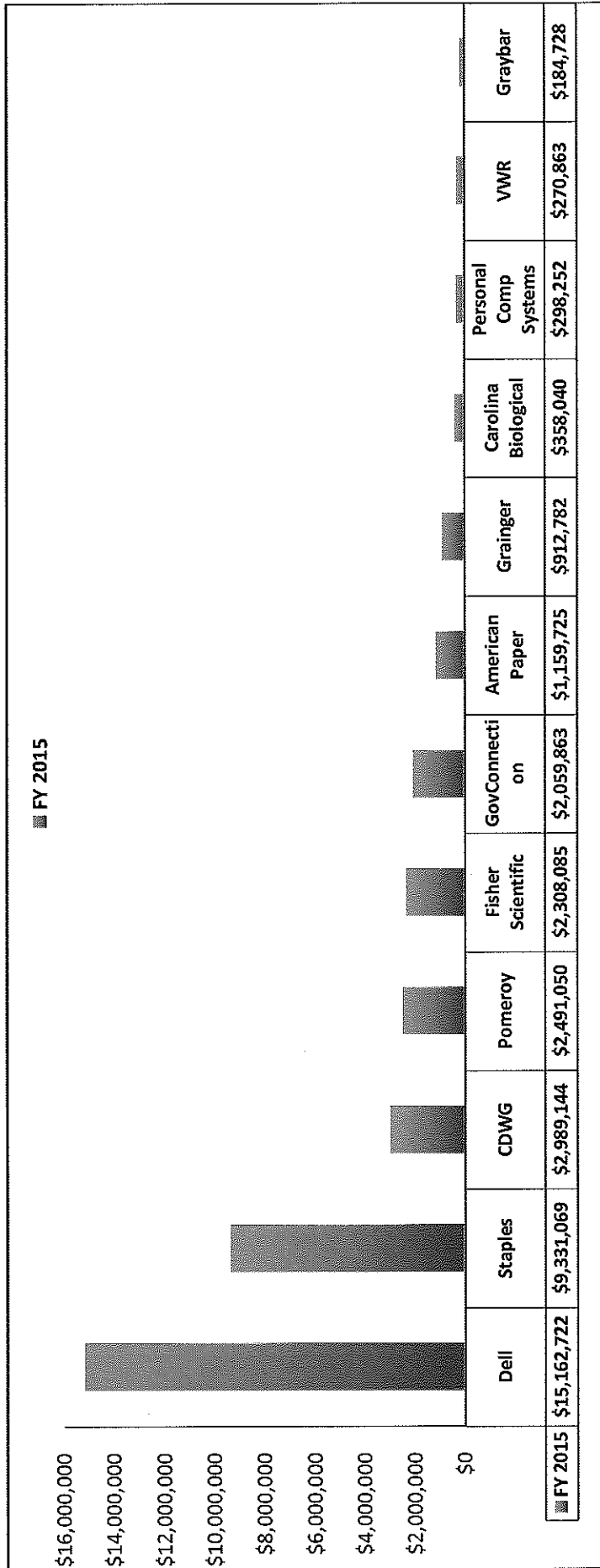
Member	FY 2015	% of PO Spend
Austin Peay	\$2,045,295	5%
Chattanooga	\$654,579	2%
Cleveland	\$151,136	0%
Columbia	\$1,303,166	3%
Dyersburg	\$644,153	2%
ETSU	\$2,300,553	6%
Jackson	\$1,134,970	3%
Motlow	\$635,512	2%
MTSU	\$4,349,582	12%
Nashville	\$367,242	1%
Northeast	\$218,539	1%
Pellissippi	\$618,431	2%
Roane	\$870,160	2%
Southwest TN	\$1,593,014	4%
TBoR	\$191,546	1%
TN Tech	\$2,483,994	7%
TSU	\$2,955,351	8%
Univ. of Memphis	\$13,699,929	37%
Volunteer	\$690,681	2%
Walters	\$618,489	2%
Total	\$37,526,324	

FY 2015 - YTD
Top 3 Members by PO Spend
 Univ. of Memphis (37%)
 MTSU (12%)
 TSU (8%)

FY 2015 spend for some colleges were either impacted by low enrollment, campus renovation projects, or new college programs.

CONSORTIUM SPEND ANALYSIS*

FY 2015 YTD – PO Spend by Consortium Supplier

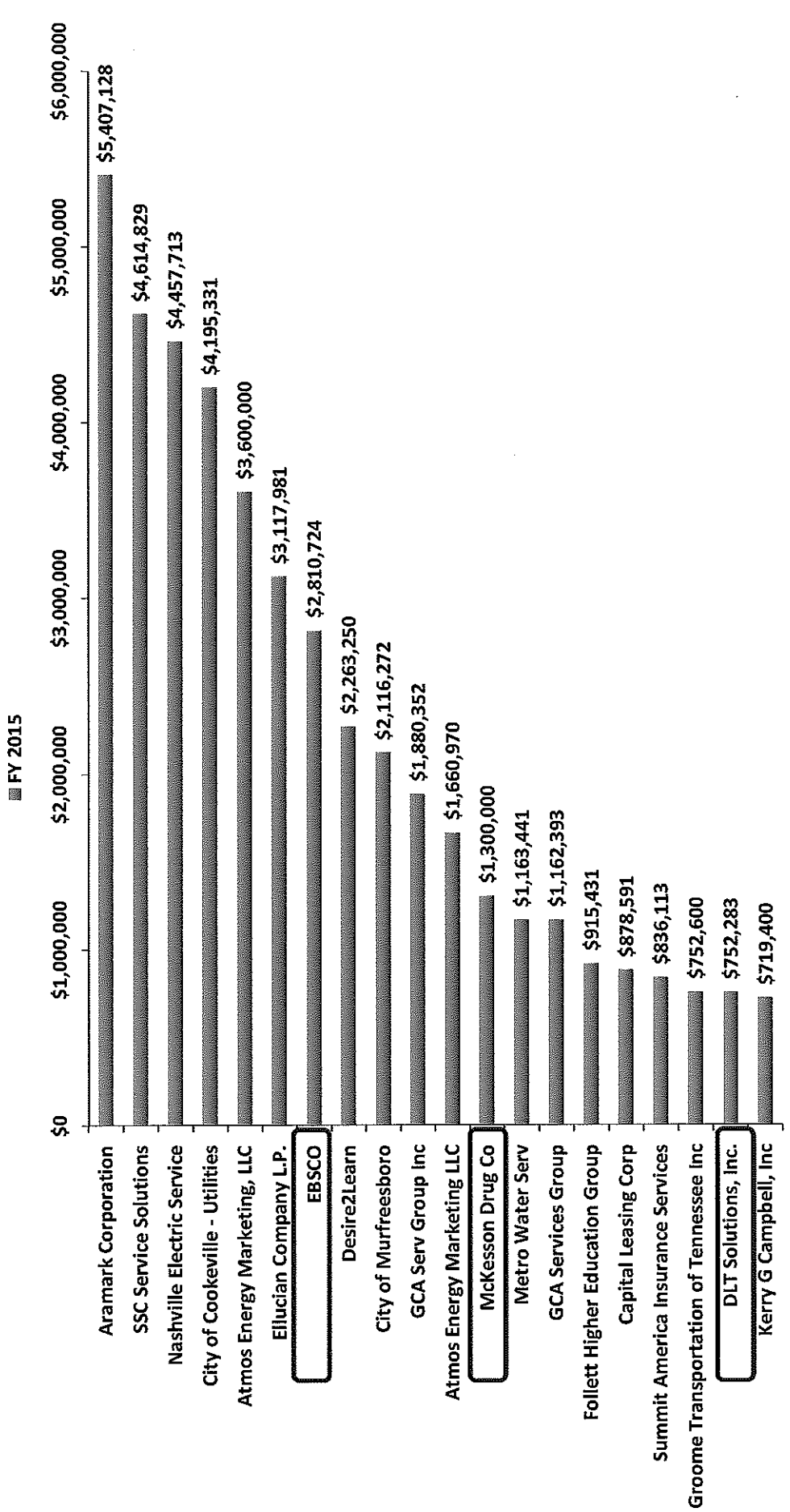


Consortium Supplier - PO Spend Percentage

Supplier	Percentage
Dell	40%
Staples	25%
CDWG	8%
Pomeroy	7%
Fisher Scientific	6%
GovConnection	5%
American Paper	3%
Grainger	2%
Carolina Biological	1%
Personal Comp Systems	.8%
VWR	.7%
Graybar	.5%

CONSORTIUM SPEND ANALYSIS

Top 20 – Non-Consortium Suppliers by PO Spend



SciQuest Supplier

