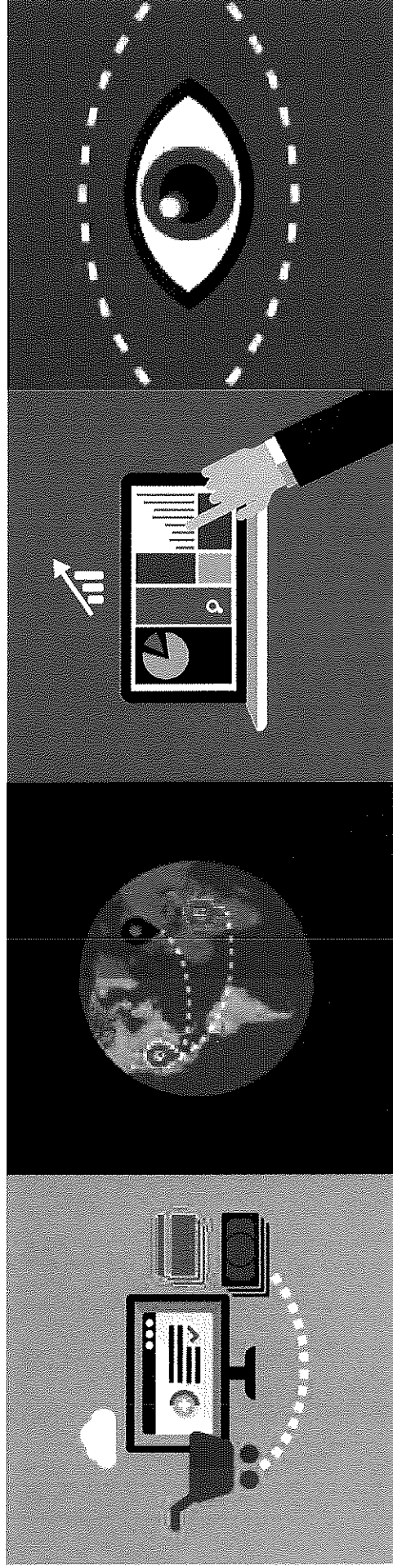


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TBOR CONSORTIUM

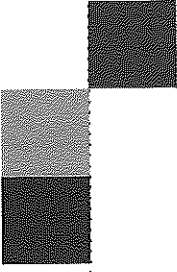
Account Review



SciQuest :: Tennessee Board of Regents

DECEMBER 9,
2015

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1 TBoR Overview

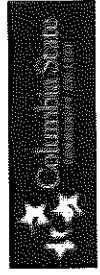
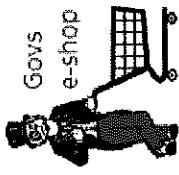
2 TBoR Consortium

- Cycle Time
- Consortium Subscriptions/Enablements
- License Report Subscriptions
- Spend Analysis
- Consortium PO Spend
- PO Spend by Vertical
- Usage

3 Open Discussion

4 Notes from the December Account Review

AGENDA

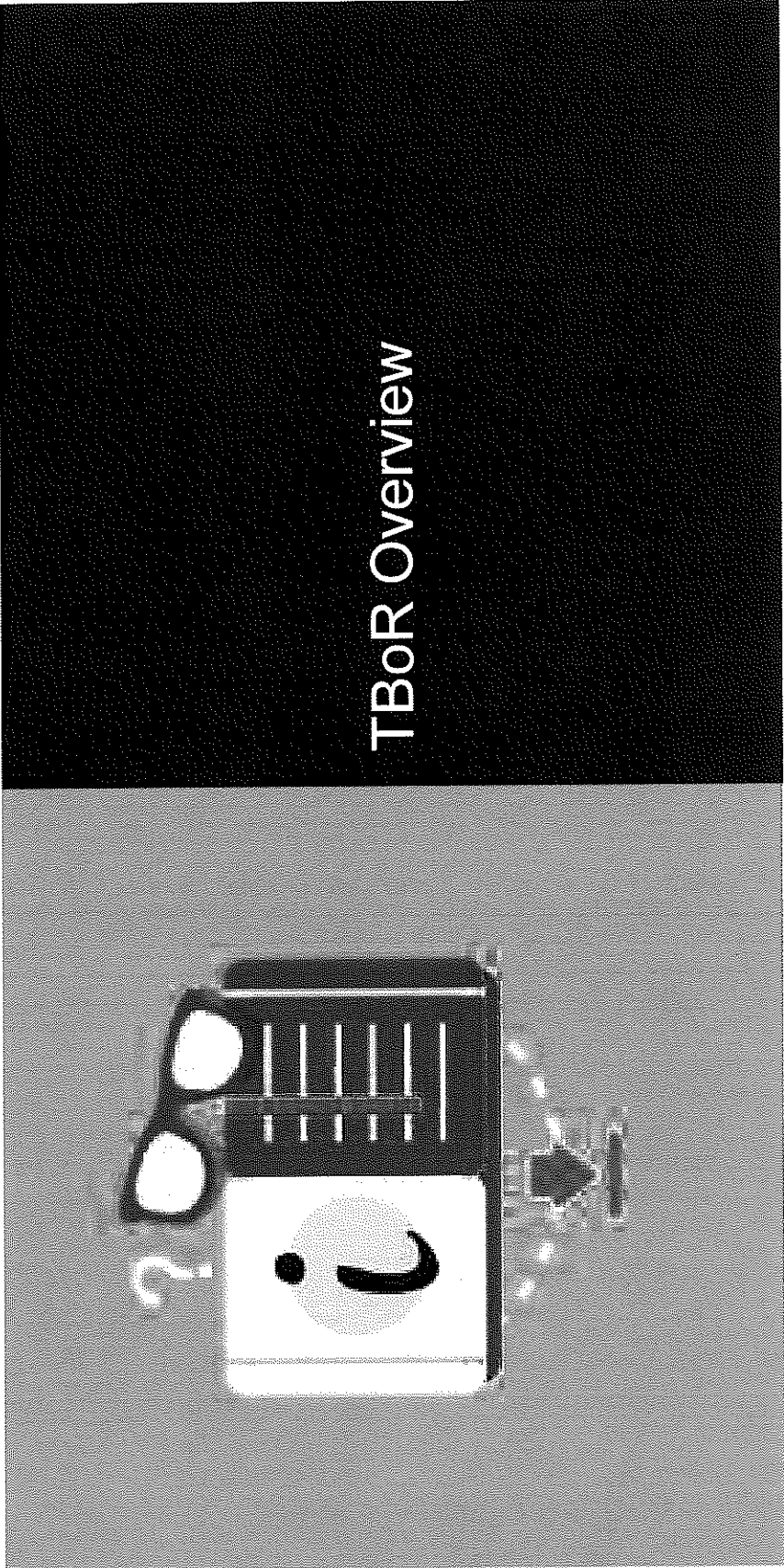
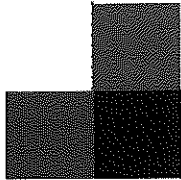


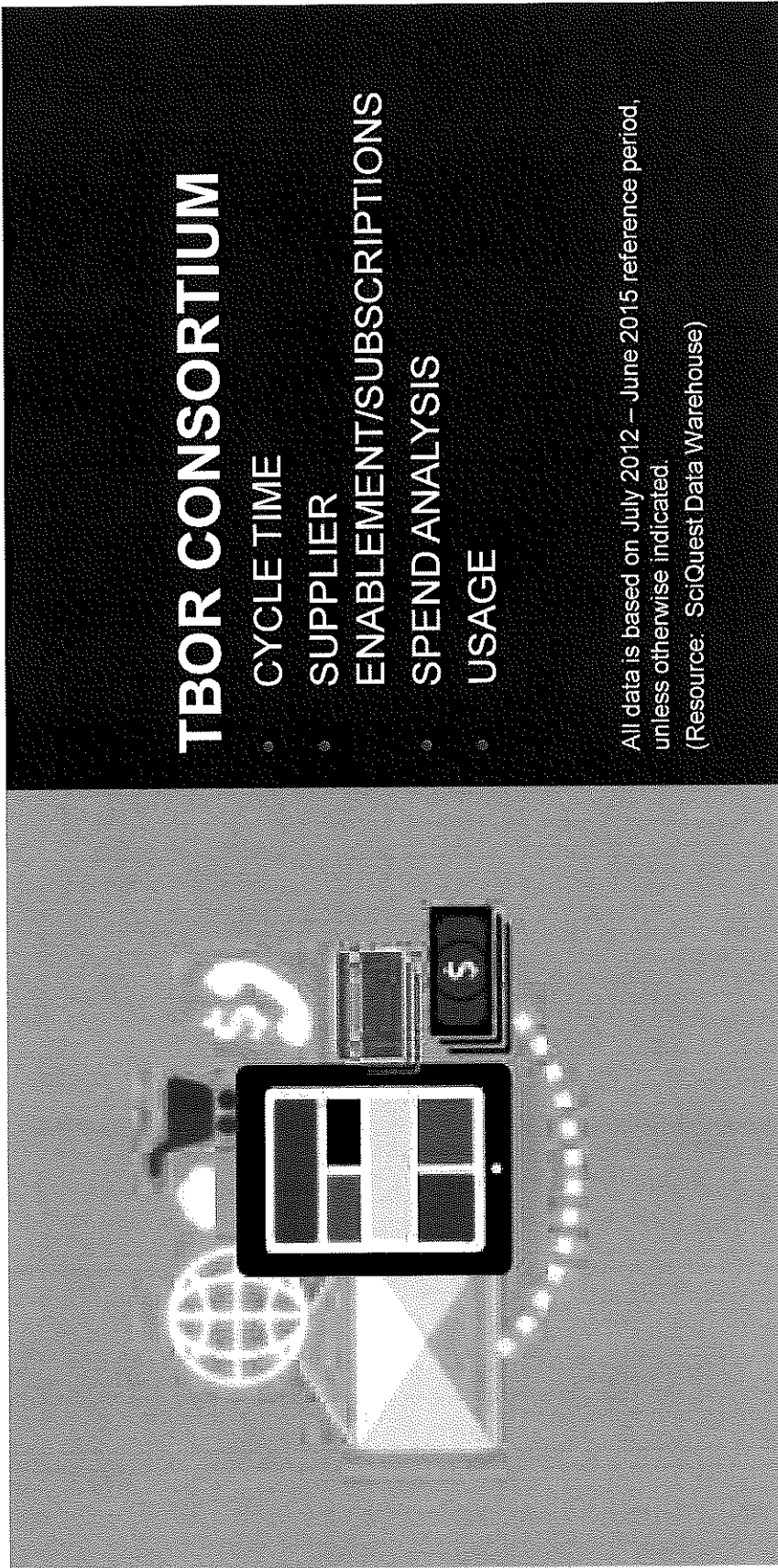
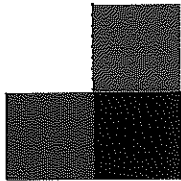
NORTHEAST STATE
We're here to get you there



TBR
CENTRAL eSHOP







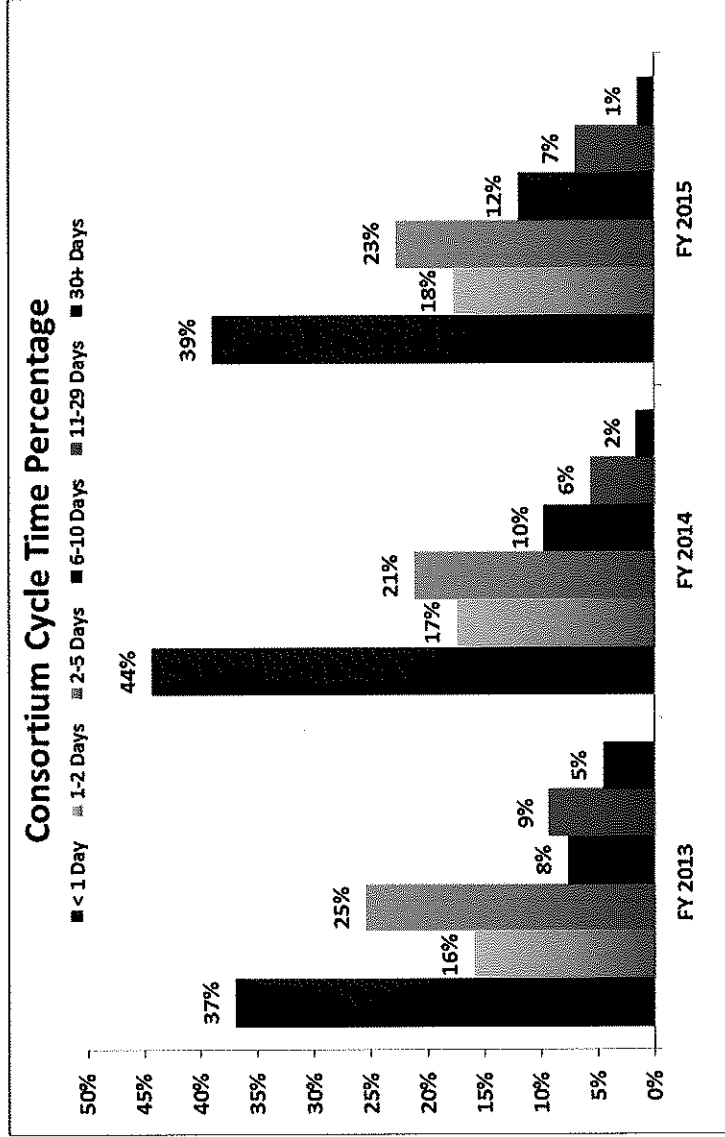
TBOR CONSORTIUM

- CYCLE TIME
- SUPPLIER ENABLEMENT/SUBSCRIPTIONS
- SPEND ANALYSIS
- USAGE

All data is based on July 2012 – June 2015 reference period, unless otherwise indicated.
(Resource: SciQuest Data Warehouse)

CONSORTIUM CYCLE TIME

PR SUBMIT TO PO ORIGINAL DATE



FY 2014
17% Increase in
number of POs
FY 2015
11% Increase in
number of POs

Speed of Approval

Cycle Time	FY 2013	FY 2014	FY 2015
< 1 Day	27,398	39,737	39,492
1-2 Days	11,853	15,664	17,981
2-5 Days	18,897	19,024	23,066
6-10 Days	5,700	8,728	12,134
11-29 Days	6,912	5,111	7,045
30+ Days	3,371	1,444	1,483
Total	74,131	89,708	101,201

Data is based on all consortium
and non-consortium POs
submitted.

CONSORTIUM CYCLE TIME

FY 2015 – CYCLE TIME PER MEMBER*

Cycle Time	< 1 Day	1-2 Days	2-5 Days	6-10 Days	11-29 Days	30+ Days	Totals
Austin Peay	2,098	546	585	147	75	20	3,471
Chattanooga	98	476	1,540	1,954	1,167	94	5,329
Cleveland	198	659	1,275	275	33	4	2,444
Columbia	838	456	527	111	44	5	1,981
Dyersburg	556	213	295	52	9	0	1,125
ETSU	5,729	3,502	3,463	1,986	1,466	192	16,338
Jackson	1,201	308	180	7	2	0	1,698
Motlow	329	309	313	45	11	1	1,008
MTSU	5,138	1,478	1,312	712	584	497	9,721
Nashville	151	332	502	350	171	11	1,517
Northeast	332	235	391	294	81	0	1,333
Pellissippi	427	854	1027	320	215	155	2,998
Roane	2,029	1,294	1037	252	52	4	4,668
Southwest	167	80	87	14	20	4	372
TBoR	531	653	682	252	95	8	2,221
Tennessee Tech	5,728	2,079	3,337	1,633	536	27	13,340
TSU	1,130	1,928	3,767	2,850	2,105	364	12,145
U. of Memphis	11,798	1,517	1,353	371	201	76	15,316
Volunteer	81	120	231	51	22	4	509
Walters	933	942	1,162	458	155	17	3,667
Totals	39,492	17,981	23,066	12,134	7,045	1,483	101,201

FY 2015

Top 5 Members with Best Cycle Time (<2 days Speed of Approval)

- Jackson State (89%)
- Memphis (87%)
- Austin Peay (76%)
- Roane (71%)
- Dyersburg & MTSU (68%)

FY 2015

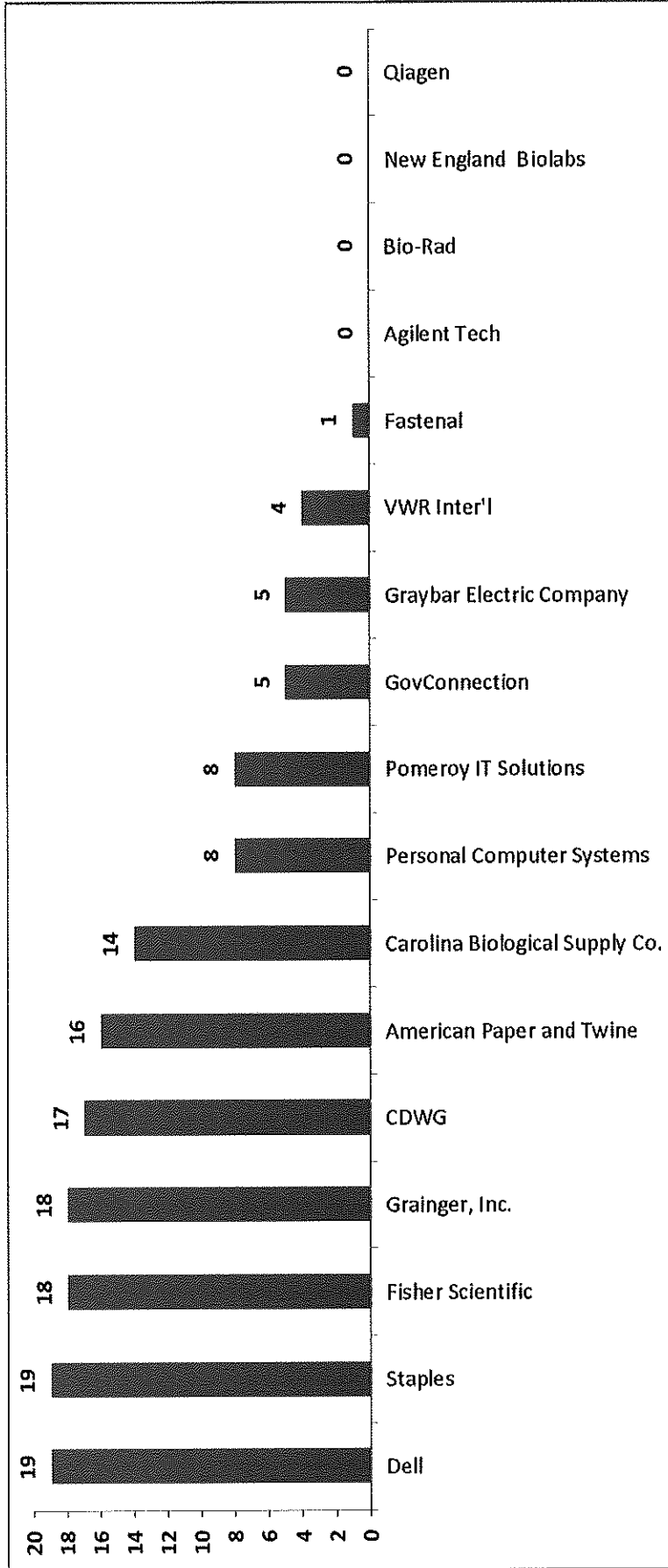
Top 3 Members with Highest Percentage of POs for 30+ Days:

- Pellissippi State (5.2%)
- MTSU (5.1%)
- TSU (3%)

*Cycle time Percentages are based on total POs per Member

CONSORTIUM SUBSCRIPTIONS/ENABLEMENTS

YTD TOTAL SUBSCRIBED BY SUPPLIER



CONSORTIUM SUBSCRIPTIONS/ENABLEMENTS

MTSU subscribed to VWR on Nov 2015.

MTSU is interested in enabling HD Facilities once the consortium enablement is completed.

Consortium:	Austin Peay	Chattanooga	Cleveland	Columbia	Dyersburg	ETSU	Jackson	Motlow	MTSU	Nashville
Licenses										
Agilent Tech	X	X	X	X	X	X	X	X	X	X
American Paper and Twine										
Bio-Rad										
Carolina	X	X	X	X	X	X	X	X	X	X
Biological Supply Co.										
CDWG	X	X	X	X	X	X	X	X	X	X
Dell	X	X	X	X	X	X	X	X	X	X
Fastenal										
Fisher Scientific	X	X	X	X	X	X	X	X	X	X
GovConnection										
Granger, Inc.	X	X	X	X	X	X	X	X	X	X
Graybar Electric Company			X							X
New England Biolabs										
Personal Computer					X			X	X	
Pomeroy IT Solutions	X	X		X	X	X				X
Qiagen										
Staples	X	X	X	X	X	X	X	X	X	X
VWR Interf						X			X	
Total	8	8	8	7	10	8	7	7	9	9

CONSORTIUM SUBSCRIPTIONS

TN Tech is currently in the process of enabling American Paper & Twine.
TN Tech added Fastenal (July 2015)

Consortium	Northeast	Pellissippi	Roane	Southwest	TN Tech	TSU	Memphis	Volunteer	Walters
Licenses									
Agilent Tech	X	X		X			X	X	X
American Paper and Twine									
Bio-Rad									
Carolina Biological Supply Co.	X	X	X	X				X	
CDWIG	X	X	X	X	X	X	X	X	X
Dell	X	X	X	X	X	X	X	X	X
Fastenal					X				
Fisher Scientific	X	X	X	X	X	X	X	X	X
GovConnection			X	X	X				
Granger, Inc.	X	X	X	X	X	X	X	X	X
Graybar Electric Company		X		X	X				
New England Biolabs					X				
Personal Computer	X	X		X	X				X
Pomeroy IT Solutions	X			X					
Qiagen									
Staples	X	X	X	X	X	X	X	X	X
VWR Inter'l					X	X			
Total	9	9	7	11	10	6	6	7	7

CONSORTIUM SUBSCRIPTIONS/ENABLEMENTS

Consortium Members	E&I			Premium			Basic			Consortium		
	Total	Completed	Remaining	Total	Completed	Remaining	Total	Completed	Remaining	Total	Completed	Remaining
Austin Peay	10	0	10	5	0	5	0	0	0	10	8	2
Chattanooga	10	0	10	5	0	5	0	0	0	10	9	1
Cleveland State	10	0	10	6	1	5	0	0	0	8	8	0
Columbia State	10	0	10	6	1	5	0	0	0	8	7	1
Dyersburg	10	0	10	4	0	4	0	0	0	12	11	1
ETSU	10	0	10	26	9	17	10	8	2	8	8	0
Jackson State	10	0	10	7	0	7	0	0	0	6	6	0
MTSU	10	0	10	23	9	14	14	11	3	20	9	11
Motlow	10	0	10	6	0	6	0	0	0	8	7	1
Nashville State	10	0	10	5	2	3	0	0	0	10	9	1
Northeast State	10	0	10	5	0	5	0	0	0	10	9	1
Pellissippi	10	0	10	5	1	4	0	0	0	10	9	1
Roane State	10	0	10	6	1	5	0	0	0	8	7	1
Southwest TN	10	0	10	4	1	3	0	0	0	12	11	1
TSU	10	0	10	26	6	20	10	3	7	8	7	1
Tennessee Tech	10	0	10	5	2	3	4	4	0	10	9	0
Univ of Memphis	10	3	7	27	12	15	10	7	3	6	6	0
Volunteer State	10	0	10	6	0	6	0	0	0	8	7	1
Walters State	10	0	10	6	0	6	0	0	0	8	7	1

Updates

TSU - Premium - Home Depot completed 12/2015
 TN Tech - Consortium - American Paper & Twine - In Progress

A detailed Q4 2015 License Report will be sent to TBOR.

CONSORTIUM SPEND ANALYSIS

FY 2015

Contract Name	2015		2015		2015		2015		2015		2015		2015	
	Austin Peay	Var	Chattanooga	Var	Cleveland	Var	Columbia	Var	Dyersburg	Var	ETSU	Var	Jackson	Var
100_CDWG	\$91,746	▲	\$79,267	▲	\$43,811	▼	\$39,542	▲	\$77,845	▲	\$231,573	▲	\$0	▲
101_Dell	\$929,446	▼	\$105,892	▼	\$33,903	▼	\$221,850	▼	\$341,628	▼	\$0	▼	\$0	▼
102_Staples	\$334,858	▼	\$225,417	▲	\$41,750	▼	\$33,948	▼	\$114,218	▲	\$641,378	▲	\$88,769	▲
103_VWR	\$0	▲	\$0	▲	\$0	▲	\$0	▲	\$0	▲	\$49,075	▲	\$0	▲
104_Fisher	\$110,045	▲	\$22,048	▼	\$13,736	▼	\$4,208	▼	\$0	▼	\$515,338	▲	\$0	▲
105_AmericanPaper	\$37,582	▲	\$71,871	▼	\$24,019	▲	\$36,666	▲	\$52,730	▲	\$201,810	▼	\$35,699	▲
106_Grainger	\$22,763	▲	\$125,827	▲	\$12,895	▼	\$0	▲	\$7,673	▲	\$77,104	▲	\$28,885	▲
108_Pomeroy	\$663,237	▼	\$0	▲	\$0	▲	\$649,065	▲	\$719	▲	\$679,858	▲	\$0	▲
109_Carolina Bio	\$11,861	▲	\$24,767	▲	\$4,176	▲	\$4,589	▼	\$14,551	▼	\$0	▲	\$11,092	▲
110_PCS	\$0	▲	\$0	▲	\$0	▲	\$0	▲	\$23,955	▲	\$0	▲	\$0	▲
111_Graybar	\$0	▲	\$0	▲	\$0	▲	\$0	▲	\$0	▲	\$0	▲	\$0	▲
112_GovConnection	\$0	▲	\$0	▲	\$0	▲	\$0	▲	\$13,652	▲	\$0	▲	\$971,988	▲
Total	\$2,201,539	▼	\$656,091	▼	\$174,290	▼	\$989,869	▲	\$646,971	▼	\$2,396,137	▲	\$1,136,434	▲

FY 2015 variance is compared to FY 2014.

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	ETSU
109_Carolina Bio	MTSU
110_PCS	TN Tech
111_Graybar	TN Tech
112_GovConnection	TSU

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CONSORTIUM SPEND ANALYSIS

FY 2015

Contract Name	2015		2015		2015		2015		2015		2015		2015	
	Moslow	Var	MTSU	Var	Nashville	Var	Northeast	Var	Pellissippi	Var	Roane	Var	Southwest TN	2015 Var
100_CDWG	50		\$472,589	▼	\$57,181	▲	\$36,121	▲	\$27,592	▲	\$37,208	▼	\$72,416	▼
101_Dell	\$382,423	▲	\$2,879,327	▲	\$2,582	▼	\$19,802	▲	\$826,040	▼	\$576,107	▼	\$642,041	▲
102_Staples	\$64,772	▲	\$529,980	▲	\$62,775	▲	\$65,753	▲	\$146,948	▲	\$107,505	▼	\$119,271	▲
103_VWR	50		\$0		\$0		\$0		\$0		\$0		\$0	
104_Fisher	\$93,461	▲	\$305,156	▲	\$60,019	▼	\$8,824	▼	\$72,000	▼	\$112,208	▼	\$0	▼
105_AmericanPaper	\$59,463	▼	\$38,363	▼	\$65,756	▲	\$47,377	▲	\$96,246	▲	\$0		\$89,615	▲
106_Grainger	\$33,598	▼	\$69,191	▲	\$37,383	▲	\$32,414	▲	\$75,289	▲	\$14,766	▼	\$1,994	▲
108_Pomeroy	50		\$0		\$34,869	▼	\$0		\$0		\$0		\$667,677	▲
109_Carolina Bio	\$4,038	▼	\$215,958	▲	\$21,511	▲	\$18,430	▲	\$3,891	▲	\$19,795	▲	\$0	
110_PCS	50		\$39,973	▲	\$0		\$2,380	▲	\$34,035	▲	\$0		\$0	
111_Graybar	50		\$0		\$47,145	▲	\$0		\$52,406	▲	\$0		\$0	▼
112_GovConnection	50		\$0		\$0		\$0		\$0		\$13,533	▼	\$0	▲
Total	\$637,755	▲	\$4,550,537	▲	\$389,322	▲	\$231,101	▲	\$1,334,449	▼	\$881,121	▼	\$1,593,014	▲

FY 2015 variance is compared to FY 2014.

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	ETSU
109_Carolina Bio	MTSU
110_PCS	TN Tech
111_Graybar	TN Tech
112_GovConnection	TSU

CONSORTIUM SPEND ANALYSIS

FY 2015

Contract Name	2015		2015	2015		2015	2015		2015	2015		2015	2015		2015	2015	
	TBoR	Var		TN Tech	Var		TSU	Var		Univ. of Memphis	Var		Volunteer	Var		Walters	Var
100_CDWG	\$81,894	▼	\$610,625	▼	\$0	▲	\$654,529	▲	\$95,691	▲	\$87,343	▲	\$2,796,974	▼			
101_Dell	\$40,361	▼	\$899,318	▼	\$347,908	▲	\$7,188,044	▲	\$446,978	▲	\$357,998	▲	\$16,242,747	▲			
102_Staples	\$70,932	▲	\$550,726	▲	\$896,270	▲	\$5,317,844	▲	\$50,269	▲	\$145,457	▲	\$9,608,843	▲			
103_VWR	\$0		\$59,514	▲	\$167,025	▲	\$0		\$0		\$0		\$275,615	▲			
104_Fisher	\$0		\$179,520	▲	\$506,377	▲	\$317,497	▲	\$38,602	▲	\$24,516	▲	\$2,383,554	▲			
105_AmericanPaper	\$0		\$0		\$0	▼	\$235,047	▼	\$48,388	▼	\$44,834	▲	\$1,185,466	▼			
106_Grainger	\$78	▼	\$101,015	▲	\$120,475	▲	\$163,673	▲	\$4,591	▲	\$21,646	▲	\$951,260	▲			
108_Pomeroy	\$0		\$0		\$0	▲	\$0		\$0		\$0		\$2,695,424	▲			
109_Carolina Bio	\$0		\$0		\$0	▲	\$0		\$11,562	▲	\$0		\$366,222	▲			
110_PCS	\$0	▼	\$210,623	▲	\$0	▲	\$0	▲	\$0		\$21,905	▼	\$332,871	▲			
111_Graybar	\$0		\$88,007	▲	\$0	▲	\$0	▲	\$0		\$0		\$187,559	▲			
112_GovConnection	\$0		\$0		\$1,098,192	▲	\$0	▲	\$0		\$0		\$2,097,366	▲			
Total	\$193,266	▼	\$2,699,347	▼	\$3,136,247	▲	\$13,876,633	▲	\$696,081	▲	\$703,700	▲	\$39,123,901	▲			

FY 2015 variance is compared to FY 2014.

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	ETSU
109_Carolina Bio	MTSU
110_PCS	TN Tech
111_Graybar	TN Tech
112_GovConnection	TSU

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CONSORTIUM SPEND ANALYSIS

PO CONSORTIUM SPEND BY MEMBER

Member	FY 2013	FY 2014	FY 2015	FY 2014/2015 Var
Austin Peay	\$346,402	\$2,306,427	\$2,201,539	(\$104,888)
Chattanooga	\$17,955	\$680,185	\$656,091	(\$24,094)
Cleveland	\$0	\$397,230	\$174,290	(\$222,941)
Columbia	\$1,854	\$522,112	\$989,869	\$467,757
Dyersburg	\$0	\$828,853	\$646,971	(\$181,882)
ETSU	\$123,097	\$1,309,273	\$2,396,137	\$1,086,864
Jackson	\$2,923	\$240,110	\$1,136,434	\$896,324
Motlow	\$29,362	\$542,935	\$637,755	\$94,820
MTSU	\$15,563	\$2,487,925	\$4,550,537	\$2,062,613
Nashville	\$0	\$324,853	\$389,322	\$64,468
Northeast	\$0	\$126,795	\$231,101	\$104,306
Pellissippi	\$345,671	\$1,990,407	\$1,334,449	(\$655,958)
Roane	\$111,125	\$1,042,565	\$881,121	(\$161,445)
Southwest TN	\$0	\$760,387	\$1,593,014	\$832,627
TBoR	\$63,286	\$552,482	\$193,266	(\$359,216)
TN Tech	\$25,941	\$2,720,488	\$2,699,347	(\$21,141)
TSU	\$0	\$1,769,412	\$3,136,247	\$1,366,835
Univ. of Memphis	\$117,929	\$806,647	\$13,876,633	\$13,069,986
Volunteer	\$61	\$484,398	\$696,081	\$211,684
Walters	\$0	\$549,189	\$703,700	\$154,510
Total	\$1,201,170	\$20,442,672	\$39,123,901	\$18,681,229

FY 2015 - YTD
Top 3 Member Spend
 Univ. of Memphis (35%)
 MTSU (12%)
 TSU (8%)

FY 2015
Average Spend per Member
 ~1,956,195
 48% Increase compared to FY 2014.

FY 2015 spend differential for some colleges were either impacted by lower enrollment, campus renovation projects, or new college programs.
 Includes Manual Adjustments

CONSORTIUM SPEND ANALYSIS

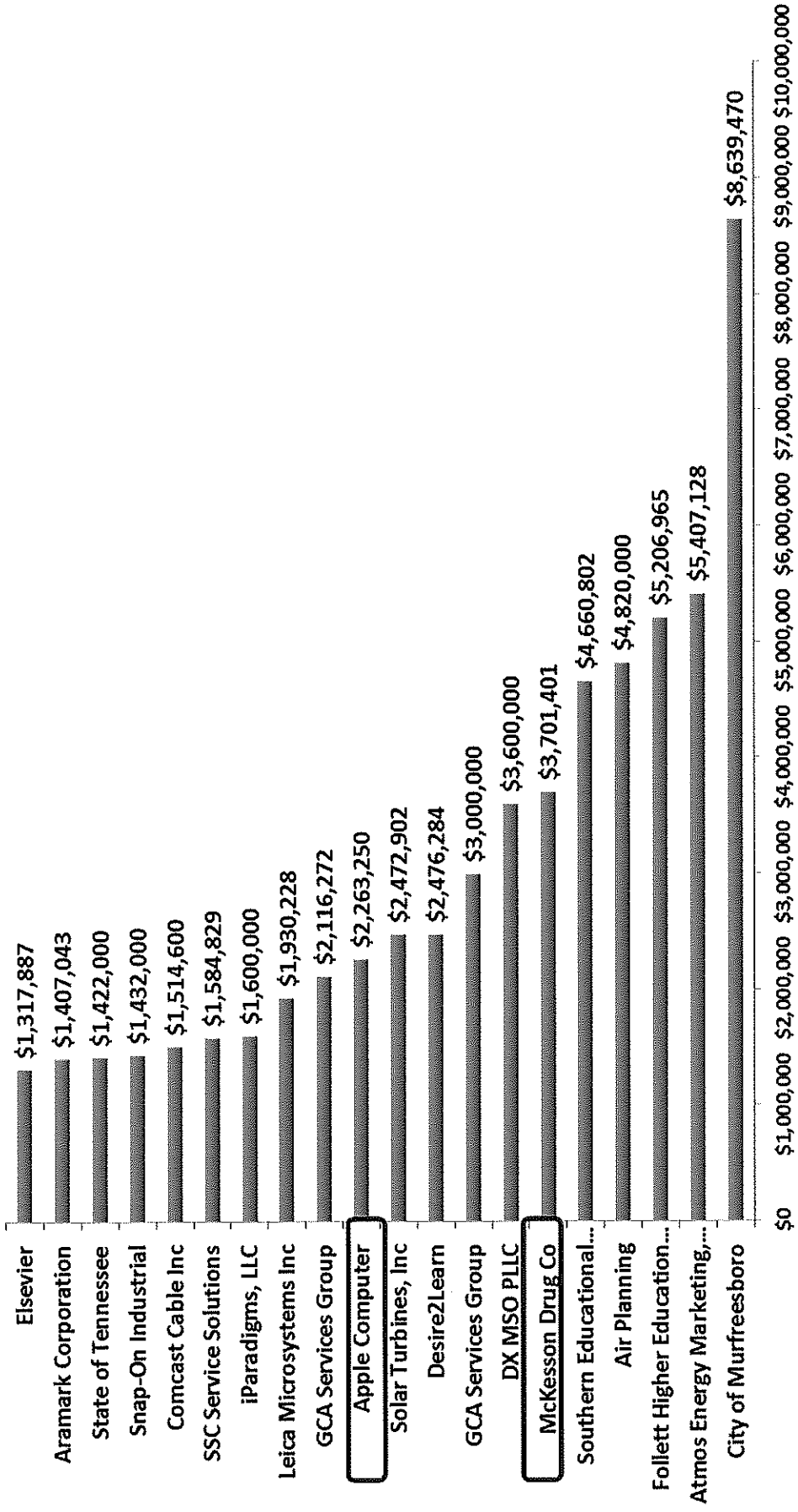
MANUAL ADJUSTMENTS - DETAIL

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

TOP 20 – NON-CONSORTIUM SUPPLIERS BY PO SPEND

FY 2015



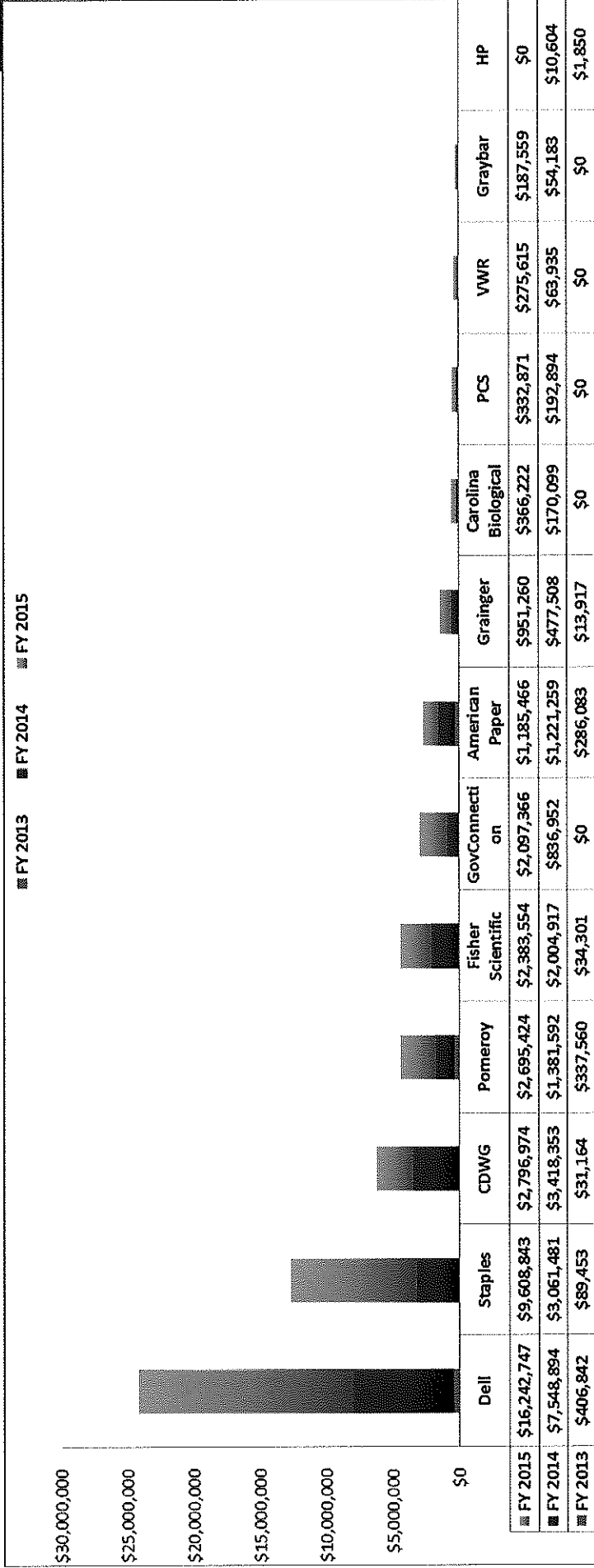
SciQuest Supplier

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CONSORTIUM SPEND ANALYSIS

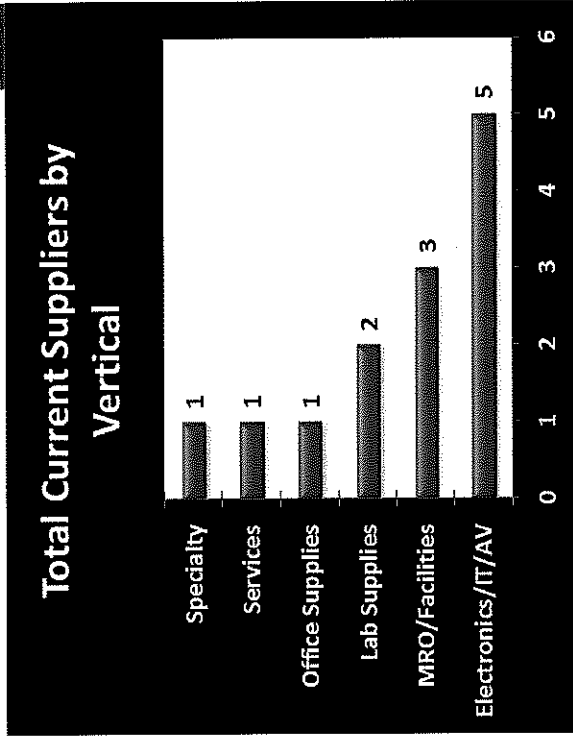
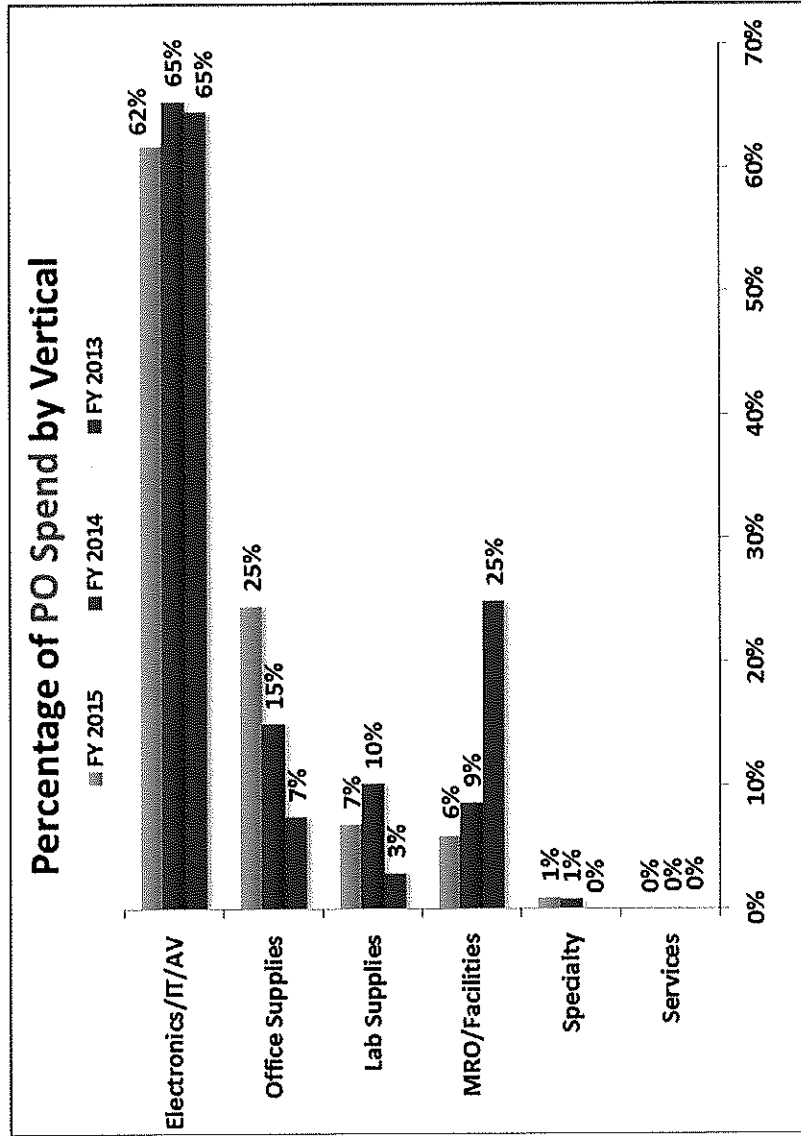
PO CONSORTIUM SPEND BY SUPPLIER



Top 3 – FY 2015 PO Spend Percentage
 Dell (42%)
 Staples (25%)
 CDWG (7%)
 Pomeroy (7%)

CONSORTIUM SPEND ANALYSIS

CONSORTIUM SUPPLIER SUMMARY BY VERTICAL



Supplier Examples:

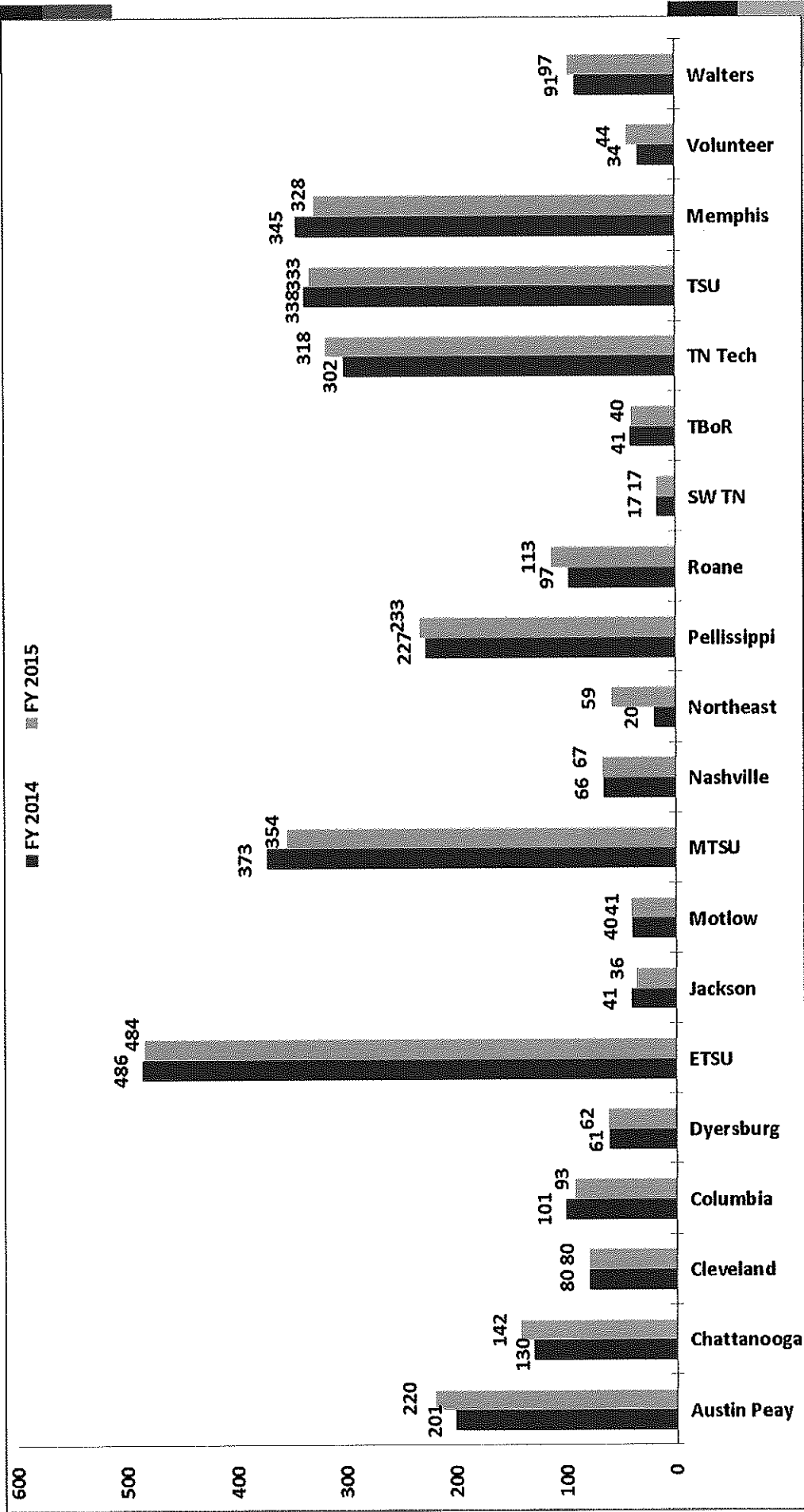
- Electronics/IT/AV – CDWG, Dell, etc.
- Lab Supplies - Fisher Scientific, VWR, etc.
- MRO/Facilities – Grainger, American Paper & Twine, etc.
- Office Supplies – Staples, Office Depot, etc.
- Speciality – Carolina Biological, BSN Sports, etc.

	PO Spend		
	FY 2013	FY 2014	FY 2015
Primary Vertical			
Electronics/IT/AV	\$775,565	\$13,378,685	\$24,165,382
Office Supplies	\$89,453	\$3,061,481	\$9,608,843
Lab Supplies	\$34,301	\$2,068,852	\$2,659,169
MRO/Facilities	\$299,999	\$1,752,950	\$2,324,285
Speciality	\$0	\$170,099	\$366,222
Services	\$1,850	\$10,604	\$0
Total	\$1,201,170	\$20,442,672	\$39,123,901

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CONSORTIUM SPEND ANALYSIS

MONTHLY AVERAGE OF UNIQUE USER LOG INS BY MEMBERS



Southwest TN is in a process of rolling SciQuest to other departments. Expect an increase in PO Spend and Usage in Q3/Q4 of FY 2016.

FY Average Unique Logins
 FY 2014: 3,091
 FY 2015: 3,161

SCIQUEST