

# SpendBridge

July 12, 2021

Board Presentation



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GREAT SCHOOLS :: GREAT COMMUNITY



# Strategic Sourcing

## Strategic Sourcing

- Leverage buying power as an organization, many times consolidating supplier base
- Align contracting practices with respective industry trends
- Create vendor partnerships and validate value

## Key Benefits

- Transforms a tactical, administrative function into a value added function
- Better quality goods and services many times at lower price points
- Tool to meet objectives and goals of an organization

# Sourcing Engagement

## Procurement Strategy

- Finance team organizational insights
- Current environment discussions with key stakeholders
- Review additional contract scope, structure and data
- Develop sourcing roadmap

## Sourcing Administration

- Pre-sourcing research & vendor discussions
- Sourcing event execution
- Contract negotiations & award

## Contract Management

- Contract implementation
- Compliance management
- Renewal management

# Current Savings

SpendBridge Savings Summary for MSD of Wayne Township						
Updated: 4/20/2021		Totals YTD -->		\$5,783,692	\$4,195,334	-27%
				\$1,588,358		
Project	Description	Baseline	Final	Savings %	Savings \$	Savings/Yr of Agreement
PowerSchool Yearly Subscription	MSD of Wayne had two objectives: 1) Renewal of current software modules owned and 2) Upgrade to RECORDS module	3 Yr Total: \$222,483	3 Yr Total: \$178,589	-20%	\$43,894	\$14,631
Naviance Renewal Subscription	MSD of Wayne wanted to push for additional value over the renewal offer on the table from Naviance.	5 yr Renewal \$241,566.72	5 yr Renewal \$234,426.50	-3%	\$7,140	\$1,428
Math Curriculum Adoption (K-6)	MSD of Wayne was looking for a new math curriculum for grades K-12.	6 yr Adoption Printed Mat'l, Digital Lic. & Manipulatives \$3,882,487	6 yr Adoption Printed Mat'l, Digital Lic. & Manipulatives \$2,688,330	-31%	\$1,194,157	\$199,026
Math Curriculum Adoption (7-12)	MSD of Wayne was looking for a new math curriculum for grades K-12.	6 yr Adoption Printed Mat'l, Digital Lic. \$1,437,156	6 yr Adoption Printed Mat'l, Digital Lic. \$1,093,989	-24%	\$343,167	\$57,195

# Future Opportunities

## Commodity/Service pre-buys

- Paper
- Fuel
- Motor Oil/Anti-Freeze

## IT Hardware

- Transition of servers to cloud base
- Scale computing – refreshing/upgrading infrastructures

## Custodial Supplies

- HVAC
- Air Filters
- Test & Balance Certification
- Independent commissioning upon project completion

## Marketing

- How do buildings manage marketing/ communication related services?

## Audio/Video System

- Sound field system (microphones in classrooms)
- Emergency radio system(s)

## Safety/Hygiene

- Touchless facilities

## Energy Efficiencies

- LED Lighting
- Occupancy Sensors
- Solar panels

## Transportation

- Tire Supply
- R/M Services