



SUPPLY CHAIN ALLIANCE
THE UNIVERSITY of TEXAS SYSTEM
Creating Value Through Collaboration

Spend Analytics RFP Pre-Proposal Conference

Teleconference #: 877-226-9790 Participant Code: 727 7429#

May 19, 2015 12:15 – 1:15 PM CDT

Agenda

 Introduction

 UT System Supply Chain Alliance Overview

 Spend Analytics RFP Event Overview

 UT System HUB Program Overview *(note corrections from original Pre-Proposal Conference presentation; updated 5/21/2015)*

 Proposal Submission & RFP Communication Process

 Questions & Answers

 Sourcing Event Contact

 Key Reminders

 **Post-Conference Attachments:** Lists of Pre-Proposal Conference Attendees *(updated 5/21/2015)*

UT System Supply Chain Alliance (UTSSCA) Overview



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Alliance Facts

- Established by UT System in 2007
- Focused on Academic Health and Higher Education Institutions in Texas

- ✓ 15 UT Members – 6 Health, 9 Academic
- ✓ 27 Affiliates – 5 Health, 22 Academic

- Historically Underutilized Businesses

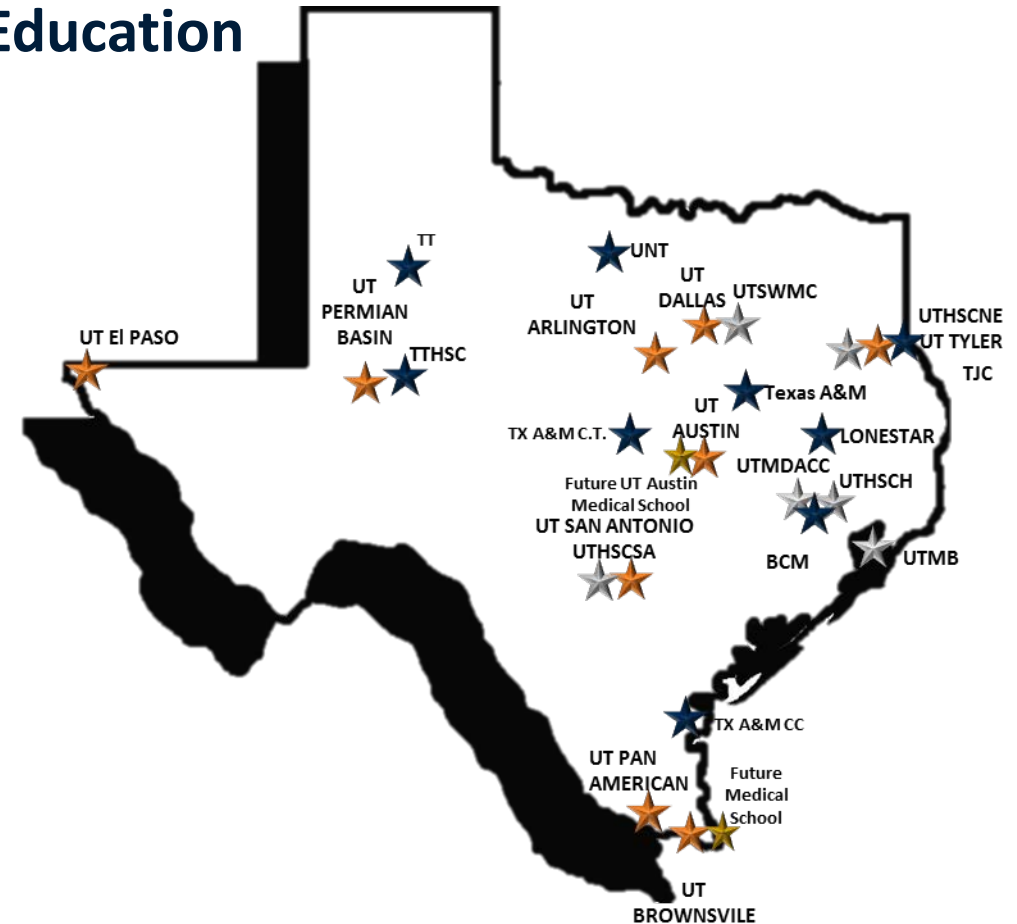
- ✓ \$34M Annualized HUB Spend

- Estimated Annual Purchasing Spend

6 UT Health Institutions

- + *UT Austin Academic*
- + *UT System*

\$3 Billion

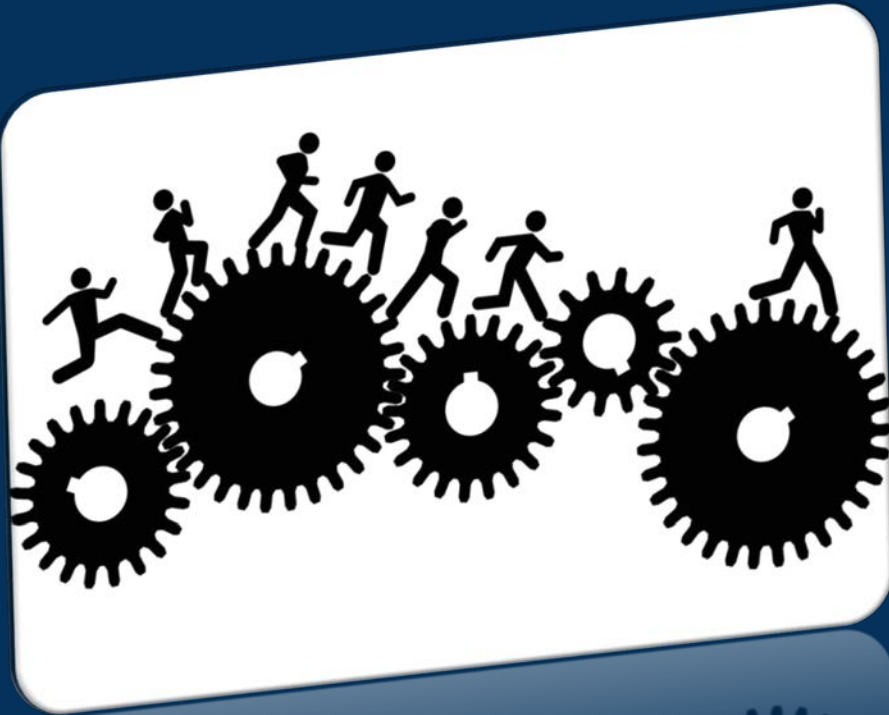


“Creating Value Through Collaboration”



You can also view the Supply Chain Alliance video online on our YouTube Channel:
<https://www.youtube.com/watch?v=klep1pw5u1E&feature=youtu.be>

UTSSCA Key Successes



FY16 marks the 9th year of operations for the Alliance

The Alliance has more than 45 strategic supplier agreements and a GPO collaboration

Alliance contracts generate over \$250M in annual spend

Alliance contracts create a potential savings opportunity of over \$124M

UTSSCA RFP

**Preferred Supplier of a
Spend Analytics Solution**

UTS/A50 Overview



Scope of Opportunity

- UT System, acting through the Alliance, is soliciting proposals in response to this RFP from qualified suppliers to provide a Spend Analytics solution.
 - Initial implementation for UT Health institutions & scope for UT Austin
- The RFP includes Spend Analytics products and services for:
 - Data Validation
 - Software Analysis
 - Business Intelligence
- The new contract will have a base term of up to 5 years subject to the competitiveness of the proposal we receive.

Desired Sourcing Event Outcomes

- Provide a Spend Analytics Solution comprised of software and services that implements Data Validation, Analysis Software, and Business Intelligence tools (see definitions of these terms in the RFP Document).
- Establish standards for cleansing and classifying disparate purchasing data sets provided by the Institutional Participants.
- Introduce Institutional Participants to the visualization, discovery, and analysis capabilities of software tools that have been implemented at other healthcare and higher education institutions.
- Leverage the value & volume of the Institutional Participant's purchasing data for reliable market rate comparisons, spend analysis, & strategic sourcing activities.
- Give Proposer the opportunity to submit challenging and innovative solutions for the Services.
- Enhance relationships between Preferred Supplier & Institutional Participants.

Terms & Definitions

- **Spend Analytics Solution**: the use of Data Validation, Analysis Software, and Business Intelligence to establish baselines, patterns, trends, and market data, in order to enable Institutional Participants to reduce their spend for products and services (but excluding operations expenses such as employee salaries). From UT System's perspective, a Spend Analytics Solution is comprised of the following key components:
 - **Data Validation**: acquiring, cleansing, categorizing, and processing unrelated data sets for common use. Data validation services may be performed manually or through the use of software, pending verification by SMEs.
 - **Analysis Software**: studying large data sets to identify patterns, trends, and outliers.
 - **Business Intelligence**: using tools and services to conduct benchmarking, clinical value analyses, strategic sourcing, contract management, supplier negotiations, cost savings, and other spend activities.

Sourcing Event Key Dates

Date	Time	Event
May 8, 2015	3:30 PM	Issue RFP Documents
May, 19, 2015	12:15 PM	Pre-Proposal Meeting
May 26, 2015	5:00 PM	<u>Deadline</u> to Submit Questions for clarification to RFP requirements - Section 2.2 of this RFP
June 3, 2015	12:00 noon	<u>Deadline</u> for preliminary review of HUB plan
June 9, 2015	3:00 PM	Proposal Submittal <u>Deadline</u>
July 2015		Selection of Finalists
August 2015		Finalists Interviews and Negotiations
September 2015		Anticipated Contract Awards(s)

RFP Document Sections and Appendices

Section I

Introduction

- Description of UT
- Background & Overview

Section II

Notice to Proposer

- Timeline
- Contact Details

Section III

Submission of Proposal

- **UTSSC**abids****
- Submittal Checklist

Section IV

General Terms & Conditions

Section V

Specifications, Add'l Questions, & Scope of Work

- Min. Requirements
- Proposer's Survey

Section VI

Pricing Schedule & Affirmation

- Sign & Submit Pricing Affirmation



RFP Document Overview

Appendix 1	Proposal Requirements
Section 2	Sign and Submit Execution of Offer
Appendix 2	HUB Subcontracting Plan
Appendix 3	100 Sample Preferred Supplier Agreement
	300 Sample Institutional Participation Agreement
	400 Sample Supplier Relationship Management
Appendix 4	Access by Individual with Disabilities
Appendix 5	Electronic and Information Resources (EIR) Environment Specifications
Appendix 6	Security Characteristics and Functionality of Contractor's Proposer Information Resources
Appendix 7	Suggested Implementation Timeline

Submittal Checklist

- 3.4.1 Signed and Completed Execution of Offer (ref. **Section 2** of **APPENDIX ONE**).
- 3.4.2 Responses to questions and requests for information in the Specifications, Additional Questions and Scope of Work Section (ref. **Section 5**).
- 3.4.3 Signed and Completed Pricing Affirmation (ref. **Section 6**).
- 3.4.4 Signed and completed copy of the HUB Subcontracting Plan or other applicable documents (ref. **Section 2.5** and **APPENDIX TWO**).
- 3.4.5 Responses to Proposer's Survey (ref. **Section 5.5**). Proposer Survey should be submitted with a signature page and in Excel (.xls) format.
- 3.4.6 Proposer's Price Schedule (ref. **Section 6**). Proposer Price Schedule should be submitted in Excel (.xls) format and included with the Excel (.xls) format of the Proposer Survey (ref. **Section 3.4.5**).

Note that this section has corrections from the original Pre-Proposal Conference presentation

Historically Underutilized Business (HUB) Overview

A "Historically Underutilized Business"...

- is a for-profit entity that has not exceeded the size standards prescribed by 34 TAC §20.23, and has its principal place of business in Texas, and
- is at least 51% owned by an Asian Pacific American, Black American, Hispanic American, Native American, American woman and/or Service Disabled Veteran, who reside in Texas and actively participate in the control, operations and management of the entity's affairs.

Completing the HUB Sub-Contracting Plan (HSP)

- UT System Policy #137 requires a “good-faith effort” to include minority and woman-owned businesses in all of our procurement opportunities.
- All firms or individuals, both HUB and non-HUB, in-state or out-of-state, who propose on UT System opportunities, valued over \$100,000 are required to submit a HUB Subcontracting Plan with their RFP.
- Responses that do not include an HSP will be rejected as a material failure to comply with advertised specifications in accordance with the request for proposal.
- HUB Goal for this RFP is 26%

HSP Option 1: Subcontracting, all HUB vendors

OPTION 1 – If all of your subcontracting opportunities will be performed using only HUB vendors, complete the following sections

SEC 1.

- Respondent and Requisition Information

SEC 2.

- A. Yes, I will be subcontracting portions of the contract
- B. List all the portions of work you will subcontract, and indicate the percentage of the contract you expect to award to HUB vendors
- C. Yes

SEC 3.

- Not applicable

SEC 4.

- Affirmation (*Signature Required*)

Attach
& Email

- Sections 1-4
- Good Faith Effort (Attachment A) – Complete this attachment for each subcontracting opportunity from Section 2B.
- Letter of Transmittal

HSP Option 2: Subcontracting, HUB & Non-HUB

Meets or Exceeds 26% HUB Goal

OPTION 2 – If you are subcontracting with HUB & Non-HUB Vendors and the total % of HUB subcontractors meets or exceeds the HUB goal, complete the following sections

SEC 1.

- Respondent and Requisition Information

SEC 2.

- A. Yes, I will be subcontracting portions of the contract
- B. List all the portions of work you will subcontract, and indicate the percentage of the contract you expect to award to Texas certified HUB vendors and Non-HUB vendors
- C. No
- D. Yes

SEC 3.

- Not Applicable

SEC 4.

- Affirmation (*Signature Required*)

Attach
& Email

- Sections 1-4
- Good Faith Effort (Attachment A) – Complete this attachment for each subcontracting opportunity from Section 2B.
- Letter of Transmittal

HSP Option 3: Subcontracting, HUB & Non-HUB

Does not meet 26% HUB Goal

OPTION 3 – If you are subcontracting with HUB vendors and Non-HUB vendors (or only Non-HUB vendors), complete the following sections

SEC 1.

- Respondent and Requisition Information

SEC 2.

- A. Yes, I will be subcontracting portions of the contract
- B. List all the portions of work you will subcontract, and indicate the percentage of the contract you expect to award to HUB vendors and Non-HUB vendors
- C. No
- D. No

SEC 3.

- Not Applicable

SEC 4.

- Affirmation

Attach
& Email

- Sections 1-4
- Good Faith Effort (Attachment B) – Complete this attachment for each subcontracting opportunity from section 2B.
- Letter of Transmittal

HSP Option 4: Self-Performing

OPTION 4 – If you are not subcontracting any portion of the contract and will be fulfilling the entire contract with your own resources, complete the following sections

SEC 1.

- Respondent and Requisition Information

SEC 2.

- A. No, I will not be subcontracting any portion of the contract, and I will be fulfilling the entire contract with my own resources.

SEC 3.

- Self Performance Justification

SEC 4.

- Affirmation

Attach
& Email

- Sections 1-4
- Letter of HUB Commitment

Required HUB Documents for Proposal Submission

- Letter of Transmittal or Letter of HUB Commitment
- HSP completed depending on your firms circumstances (i.e. Option 1-4)
- Changes to the plan must be approved by the HUB Coordinator and if approved a revised HSP will be submitted
- Any requests for payment will include the Progress Assessment Report (PAR) form or no payment will be made until the form is complete

Before Submission Requirement



Send the HSP to the HUB Coordinator for a preliminary review.

***At Least 4 Days Prior to RFP Due Date**

BEFORE June 3, 2015 at 12:00 Noon CDT



UT System HUB Program Contact Details

Cynthia Booker
UT System Administration
Office of HUB Development
Office: 409-772-1353
cbooker@utsystem.edu

- All HUB Plans should be reviewed before June 3, 2015 at 12:00 Noon CDT.
- Responses that do not include an HSP will be rejected as a material failure to comply with advertised specifications in accordance with the request for qualifications

Proposal Submission & RFP Communication Process



RFP Materials

- RFP Materials:

<https://www4.mdanderson.org/procurement/bids/index.cfm?pagename=viewBid&id=4879&name=Request%20for%20Proposal>

- All updates and amendments will be posted to the public posting. Do not rely on email notification to check for updates.

- Questions sent to [UTSSCA**questions**@mdanderson.org](mailto:UTSSCAquestions@mdanderson.org)

- Proposals sent to [UTSSCA**bids**@mdanderson.org](mailto:UTSSCAbids@mdanderson.org)

RFP Q&A



Key Reminders

- All questions need to be sent to UTSSCAquestions@mdanderson.org by **May 26, 2015 at 5:00 PM CDT**
- Addendums will be published to the [public site](#).
Addendums will include:
 - Pre-proposal Conference PowerPoint
 - List of attendees (online & in person) from Pre-Proposal Conference
 - Questions from suppliers & Answers from UT System
 - Additional questions or information communicated about the RFP
- Complete Your HUB Subcontracting Plan (HSP)
- Complete & Sign The Execution Of Offer and all items in the Submittal Checklist
- Deadline for RFP submittal is **June 9, 2015 3:00 PM CDT**



Sourcing Event Contacts



HUB Contact and UTSSCA Proposal Support



Cynthia Booker

UT System Administration

Office of HUB Development

Office: (409) 772-1353

cbooker@utsystem.edu

Spend Analytics RFP Communications

UTSSCAquestions@mdanderson.org

Spend Analytics RFP Proposal Submission ONLY

UTSSCAbids@mdanderson.org

Thank you for your participation!



Post-Conference Attachments: **Lists of Pre-Proposal Conference Attendees**



Pre-Proposal Conference Webinar & In-person Supplier Attendees

Company Name	Attendance Format	Company Name	Attendance Format	Company Name	Attendance Format
Accenture	Webinar	FTI Consulting	Webinar	PRGX	Webinar & In-person
Alteryx	Webinar	Gartner Inc.	Webinar	PwC	Webinar
Anchor Software	Webinar	GEP	Webinar	Pyramid Analytics	Webinar
Ariba SAP	Webinar	GHX	Webinar & In-person	RevGen Partners	Webinar
Birst	Webinar	Huron Consulting Group	Webinar	Rosslyn Analytics	Webinar
BOARD USA	Webinar	IBM	In-person	Scanmarket/Paladin Associates	Webinar
Bradlink LLC	Webinar	Impendi Analytics	Webinar	SciQuest	Webinar & In-person
BravoSolution	Webinar	Informatica	Webinar	Selectica, Inc.	Webinar
BroadJump LLC	Webinar	Infosys	Webinar & In-person	SHI Government Solutions	Webinar
Capgemini	Webinar	Insight Sourcing & SpendHQ	Webinar	SmartProcure	Webinar
Coupa Software	Webinar	InterWorks	Webinar	SoftElegance Ltd.	Webinar & In-person
CSC	Webinar	Ivalua	Webinar	Sogeti USA	Webinar
Decisive Data	Webinar	Logi Analytics	Webinar	Source One Management	Webinar
Denali Group	Webinar	McKesson	Webinar	Spikes Cavell	Webinar
DiBS	Webinar	McKinsey & Company	Webinar	Tableau	Webinar & In-person
E&I Consulting Group	Webinar	MetaProcure	Webinar	Talend	Webinar
EAB	Webinar	Microstrategy	Webinar	Teknion Data Solutions	Webinar
Ernst & Young	Webinar	MIOsoft	Webinar	The Advisory Board Company	Webinar
Experis Healthcare	Webinar	Opera Solutions	Webinar	Trade Extensions	Webinar
EY	Webinar	Oracle	Webinar	Wipro Technologies	Webinar & In-person
FinVantage Solutions	Webinar	Pathstone Partners	Webinar	Xerox	Webinar
First Genesis	Webinar	Premier, Inc.	Webinar & In-person	Zycus	Webinar

Pre-Proposal Conference Webinar & In-person Other Attendees

Company Name	Attendance Format
The University of Texas Health Science Center at Tyler	Webinar
The University of Texas System & UTSSCA	Webinar & In-person
TMCx	Webinar & In-person
University of Texas at Austin	Webinar
UT Health Science Center at San Antonio	Webinar
UT Southwestern Medical Center	Webinar
UTHealth Houston	Webinar & In-person
UTMB Health	Webinar