



Navigator partners with University to realize vision for enterprise-wide procurement

Company: Large Midwestern, R1 state university

Industry: Higher education

Capability Areas: Business process design, organizational change management, enterprise package software delivery

Business Challenge

The Procurement organizations for the University's Campus, Research Foundation and Health System are pursuing a number of initiatives to realize the University's vision of being recognized as the leading procurement organization in higher education. In coordination with its efforts to enhance contractual terms, reduce maverick spending, and better manage its supplier base, the University retained Navigator to help deploy a series of eProcurement tools to attain its goals.

Why Navigator

Navigator has a unique combination of deep higher education experience, supply chain management expertise, and a proven methodology for enterprise system implementation. These capabilities, along with Navigator's unwavering commitment to its clients, made Navigator an attractive choice for this project.

Navigator's Role

The Navigator team was comprised of professionals specializing in business process design, organizational change management and enterprise package software delivery; including design, development, integration and deployment.

Results

Using a phased rollout, the University has realized the benefits of reduced procurement cycle times, improved data quality for spend analysis and outsourced catalog maintenance. These benefits represent process improvements and cost savings for both central administration and distributed users. For delegated buyers and requisitioners in particular, this implementation has provided the following business benefits:

- A more user-friendly and intuitive interface.
- Tools to facilitate the procurement process by highlighting prime suppliers, and providing access to on-line supplier catalogs and commerce websites through a fully integrated eCommerce Marketplace for sourcing and pricing.
- Price savings passed directly to the departments resulting from price negotiations with prime suppliers.
- Access to accurate, real-time data including up-to-date pricing and product availability, as well as insight into requisition, order, delivery, and invoice status once orders are placed.
- Administrative cost reductions resulting from reduced cycle times for order entry, processing, fulfillment, receipt, and reconciliation.

Business benefits from this program will continue to increase as it is rolled out to all University organizations and a continually expanding list of suppliers.