Welcome to the 2023 UT Systemwide Goods and Services HUB Procurement Opportunity Webinar

Moderator: Hopeton Hay, Executive Director, UT System HUB Office
## Agenda

### Welcome
- **8:45 AM - 9:00 AM**: Vendor Registration
- **9:00 AM - 9:05 AM**: Welcome and Overview - UT System HUB Office (Moderator: Hopeon Hay)
- **9:05 AM - 9:20 AM**: UT System Chancellor James B. Milliken Address

### UT System Administration
- **9:20 AM - 9:55 AM**
  - **9:20 AM - 9:30 AM**: UT System Administration: Contracts & Procurement Presentation
  - **9:30 AM - 9:40 AM**: UT System Administration: Supply Chain Alliance Presentation
  - **9:40 AM - 9:55 AM**: Panel Discussion/Q&A - Contracts & Procurement, University Lands & Supply Chain Alliance

### Break
- **9:55 AM - 10:00 AM**

### UT Institutions South
- **10:00 AM - 10:55 AM**
  - **10:00 AM - 10:05 AM**: UT Health - Houston, MDACC & UTMB Moderation - Intro to Institutions
  - **10:05 AM - 10:15 AM**: UT Health - Houston Procurement
  - **10:15 AM - 10:25 AM**: UT MD Anderson Presentation
  - **10:25 AM - 10:35 AM**: UT Medical Branch Presentation
  - **10:35 AM - 10:55 AM**: Panel Discussion/Q&A - UT Health - Houston, MDACC & UTMB

### Break
- **10:55 AM - 11:00 AM**

### UT Institutions North
- **11:00 AM - 12:30 PM**
  - **11:00 AM - 11:05 AM**: UT Tyler/Health, SWMC, UT Arlington & UT Dallas Moderation - Intro to Institutions
  - **11:05 AM - 11:15 AM**: UT Tyler Presentation
  - **11:15 AM - 11:25 AM**: UT Health - Tyler Presentation
  - **11:25 AM - 11:35 AM**: UT Southwestern Medical Center Presentation
  - **11:35 AM - 11:45 AM**: UT Arlington Presentation
  - **11:45 AM - 11:55 AM**: UT Dallas Presentation
  - **11:55 AM - 12:15 PM**: Panel Discussion/Q&A - UT Tyler/Health, SWMC, UT Arlington & UT Dallas

### Lunch Break
- **12:15 PM - 1:30 PM**

### UT Institutions West & The Valley
- **1:30 PM - 2:35 PM**
  - **1:30 PM - 1:35 PM**: UTRGV, UTPB & UTEP Moderation - Intro to Institutions
  - **1:35 PM - 1:45 PM**: UT Rio Grande Valley Presentation
  - **1:45 PM - 1:55 PM**: UT Permian Basin Presentation
  - **1:55 PM - 2:05 PM**: UT El Paso Presentation
  - **2:05 PM - 2:25 PM**: Panel Discussion/Q&A - UTRGV, UTPB & UTEP

### Break
- **2:25 PM - 2:30 PM**

### UT Institutions Central
- **2:30 PM - 3:25 PM**
  - **2:30 PM - 2:35 PM**: UT Health - San Antonio, UTSA & UT Austin Moderation - Intro to Institutions
  - **2:35 PM - 2:45 PM**: UT Health - San Antonio Presentation
  - **2:45 PM - 2:55 PM**: UT San Antonio Presentation
  - **2:55 PM - 3:05 PM**: UT Austin Presentation
  - **3:05 PM - 3:25 PM**: Panel Discussion/Q&A - UT Health-San Antonio, UTSA & UT Austin

### Closing Remarks
- **3:25 PM - 3:30 PM**
UT System Chancellor
James B. Milliken

UT System Commitment to the HUB Program
THE UNIVERSITY OF TEXAS SYSTEM ADMINISTRATION

Office of Contracts and Procurement
THE UNIVERSITY OF TEXAS SYSTEM ADMINISTRATION

Things you should know:

- The University of Texas System Administration (UT System) is different than the other UT Institutions. For example, University of Texas at Austin is an institution of higher education; UT System is an administrative entity.

- While UT System is the administrative body for all University of Texas institutions, each educational or health institution has their own Contracts and Procurement Department.

- All University of Texas institutions have the same purchasing guidelines as mandated by the State of Texas and the Board of Regents of the University of Texas System. (ex. bid requirements, HUB requirements, etc.)
BY REGISTERING WITH THE STATE OF TEXAS THROUGH THE COMPTROLLER’S WEBSITE:

https://comptroller.texas.gov/purchasing/vendor/registration/

YOUR COMPANY BECOMES VISIBLE TO ALL STATE AGENCIES VIA THE CMBL:

https://mycpa.cpa.state.tx.us/tpasscmblsearch/
Bonfire Strategic Sourcing Software is the solution UT System uses to post all UT System formal solicitations, including RFQs, ITBs and RFPs.

All current UT System opportunities are found here: https://utsystem.bonfirehub.com/portal/?tab=openOpportunities

Future Formal Solicitations:
- Tower Crane Inspection Services
- Tax Consulting Services
- UTSB Garage cleaning and Power Washing
- Executive Coaching Services
- Statewide Appraisal Services
STATEWIDE OPPORTUNITIES RESIDE ON THE ELECTRONIC STATE BUSINESS DAILY (ESBD)

http://www.txsmartbuy.com/esbd
Find out more

To find out more about doing business with UT System Administration, please contact:

UT System Administration
Office of Contracts and Procurement
(512)579-5143
https://www.utsystem.edu/offices/contracts-and-procurement

UT System Administration
Office of HUB Programs
(512)499-4530
https://www.utsystem.edu/offices/historically-underutilized-business/hub-program
About **University Lands & The PUF Lands**

University Lands (UL) manages the surface and mineral interests of 2.1 million acres of land across nineteen counties in West Texas for the benefit of the Permanent University Fund (PUF) and the Available University Fund (AUF).

- 20,000 Wells drilled to-date
- 9,000 Wells currently producing
- 250+ Operators
- >25,000 Identified locations
- 4,000 Leases
- 2 Billion BOE Net Reserves
- 250,000 BOE Gross Daily Production
- 60% Oil Production
- 20% Avg. Mineral Royalty

Primary revenue driver is mineral royalty revenue.

**SURFACE ACTIVITY**
- Pipelines and wind and solar
- Commercial

History of land dates back to 1838; first oil discovery in 1923
Goods & Services used by University Lands

- Utilities
- Cleaning services
- Building maintenance services
  - Groundkeeper
  - Security System
  - Building Repairs
- Network software and hardware
- Computer software and hardware
- Office furniture
- Office & Breakroom supplies
- Professional Memberships & Licenses
- Employee training & continuing education
- Aerial survey services

- Oil & Gas services
  - Accounting software
  - O&G pricing indices
  - O&G reserves estimation
  - Legal services
  - Royalty Audit Service
- Safety equipment
- Vehicles and maintenance
- PUF Lands maintenance and repair services
For further UT System Admin Questions:

• **Please Contact:**

  Kyle Hayes  
  HUB Coordinator  
  [khayes@utsysten.edu](mailto:khayes@utsysten.edu)  
  (512) 322-3745

  Louisa Ball  
  Sr. Purchasing Agent, University Lands  
  HUB Associate  
  [lball@utsystem.edu](mailto:lball@utsystem.edu)  
  (432) 686-4724
Our Commitment to Value

An internal UT System cooperative modeled after a Group Purchasing Organization (GPO)**

- **Members and Affiliates:** comprised of healthcare and higher education institutions across the State of Texas
- **Governance:** overseen by the fourteen UT System institutions
- **Operational Group:** the day-to-day operations of the Alliance are managed by the Strategic Services Group (SSG)
- **Focus:** to improve customer satisfaction, reduce cost, and create value through collaborative efforts and the adoption of best practices
- **Value:** a commitment to our suppliers and the suppliers’ commitment to our customers

**Definition:**

**Group Purchasing Organization (GPO)** - an entity that is created to leverage the collective buying power of its members in order to obtain cost reductions and improved service levels from suppliers.
The Alliance leverages the collective size and strength of UT System institutions in order to facilitate group purchases that yield better pricing and service levels than any institution could achieve on its own.
The Alliance also leverages our relationships with our Affiliate institutions; other healthcare and academic organizations across Texas.
Category Management

SSG Category Model

- Research
- Information Technology
- Facilities & Logistics
- Administration & Travel
- Medical/Clinical & Vizient
- Affiliate Program

Facility Management

2023 UT Systemwide Goods & Services HUB Procurement Opportunity Webinar
Tuesday April 18th, 2023
Category Management Update

Analytics

Reduce Cost
Streamline Supply Chains with competitive RFPs

Strategic Sourcing
Execute Viable Sourcing Solutions for Institutional needs

Supplier Relationship Management
Maximize Preferred Suppliers & Monitor Performance

Collaboration

Create Value
Contribute to Procurement Efficiency & Shared Best Practices

Leverage
Maximize executed agreements

Communication Cadence
Monthly Team meetings & Quarterly Metrics/Supplier KPI reports

6 Category Managers

13 UT Members & 49 Affiliates

Over 50 Suppliers with Admin Fee contribution

HUB: 12 Suppliers contributed to 70% FY 22 UT Spend(*)

Total Spend(*): $419M FY 22 & FCST $447M FY 23

(*) Spend supported by Alliance Contracts
Upcoming Opportunities

Request for Proposals (RFPs) – Scheduled to Publish in the next 6 months
- Maintenance Repair & Operations Supplies Sept-Nov 2023
- Contingent Workforce - Managed Service Provider June/July 2023
- PCs, Data Server Hardware & Related Services June/July 2023

Opportunities under review for RFPs
- General IT opportunities
- Office Supplies
- Billing/Collections
- Freight Management
## UT System Supply Chain Alliance Contact List

<table>
<thead>
<tr>
<th>Name</th>
<th>Title</th>
<th>Area of Responsibility</th>
<th>Phone</th>
<th>Email</th>
</tr>
</thead>
<tbody>
<tr>
<td>Steve Moreno</td>
<td>Executive Director</td>
<td></td>
<td>(832) 750-1188</td>
<td><a href="mailto:msmoreno@mdanderson.org">msmoreno@mdanderson.org</a></td>
</tr>
<tr>
<td>Christine Bradford</td>
<td>Associate Director</td>
<td></td>
<td>(713) 745-8348</td>
<td><a href="mailto:cmbradford1@mdanderson.org">cmbradford1@mdanderson.org</a></td>
</tr>
<tr>
<td>Carletha Hughes</td>
<td>Contract Manager</td>
<td>Research</td>
<td>(832) 750-5816</td>
<td><a href="mailto:cdhughes@mdanderson.org">cdhughes@mdanderson.org</a></td>
</tr>
<tr>
<td>Renee Carpenter</td>
<td>Contract Manager</td>
<td>Facilities / Logistics</td>
<td>(713) 794-3689</td>
<td><a href="mailto:rscarpenter@mdanderson.org">rscarpenter@mdanderson.org</a></td>
</tr>
<tr>
<td>Kimberly Savage</td>
<td>Contract Manager</td>
<td>Medical/Clinical &amp; Vizient GPO Management</td>
<td>(713) 792-2201</td>
<td><a href="mailto:kdsavage@mdanderson.org">kdsavage@mdanderson.org</a></td>
</tr>
<tr>
<td>LaChandra Wilson</td>
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<td>(713) 745-1731</td>
<td><a href="mailto:lwilson8@mdanderson.org">lwilson8@mdanderson.org</a></td>
</tr>
<tr>
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<td>Contract Manager</td>
<td>Information Technology</td>
<td>(713) 745-1545</td>
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</tr>
<tr>
<td>Lucretia Allen</td>
<td>Sr. Procurement Coordinator</td>
<td>Administrative Support</td>
<td>(832) 750-5823</td>
<td><a href="mailto:lwallen@mdanderson.org">lwallen@mdanderson.org</a></td>
</tr>
<tr>
<td>Cynthia Booker</td>
<td>HUB Coordinator</td>
<td>HUB Program</td>
<td>(512) 322-3779</td>
<td><a href="mailto:cbooker@utsystem.edu">cbooker@utsystem.edu</a></td>
</tr>
</tbody>
</table>
Panel Discussion/ Q&A Session

UT System Administration:

Ben Kalenak  UT System Administration
Louisa Ball  UT Lands
Christine Bradford  UT System Supply Chain Alliance
M. Steve Moreno  UT System Supply Chain Alliance
*Break*

**Coming up:**

UT Health - Houston
UT MD Anderson
UT Medical Branch
How to do Business with

UTHealth Houston
President – UTHealth Houston
Giuseppe N. Colasurdo, MD
Alkek-Williams Distinguished Chair
## PURCHASING THRESHOLDS

<table>
<thead>
<tr>
<th>Estimated Spend</th>
<th>Procurement Activity</th>
</tr>
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<tbody>
<tr>
<td>&lt;$15,000</td>
<td>No competitive procurement required.</td>
</tr>
<tr>
<td>$15,000 to $50,000</td>
<td>Informal quotes via email from three or more potential vendors are required (End users may secure these quotes directly). Two (2) HUB quotes (if available) are required. Also, GPO, State Contract, Local Contract or Exclusive Acquisition Justification (EAJ) may be used.</td>
</tr>
<tr>
<td>&gt;$50,000</td>
<td>Formal RFP/ITB procurement directly or via another state agency or a GPO. The Institution's purchasing office, not departmental staff, must take lead responsibility for conducting or overseeing the procurement, unless the procurement is led by the UT System Supply Chain Alliance. Local Contract or Exclusive Acquisition Justification (EAJ) may be used.</td>
</tr>
</tbody>
</table>

**NOTE:** A large purchase may not be divided into small lot purchases to meet the contract value thresholds prescribed by this Section.
CONTRACTING REQUIREMENTS

Contract Provisions:

- Administrative
- Financial
- Risk Allocation
- Scope of Work
- Contract term, termination and dispute resolution
- Work product and intellectual property ownership and rights
HOW TO SUBMIT A FORMAL BID

How does UTHealth post a bid?

- UTHealth is required to post all formal solicitations on the Procurement Services web site, [https://www.uth.edu/buy/bid-list.htm](https://www.uth.edu/buy/bid-list.htm).

- Sourcing Events are conducted via an electronic bid process. Coupa eSourcing is used to facilitate the entire Sourcing process from bid creation to evaluation and award.

- The posting within Coupa includes the bid document, scope of work, drawings, specs, sample agreement, HUB plan, etc.

- An email notification is also sent to potential proposers advising of the bid opportunity.

- All communication goes through the Buyer (or through HUB Manager for HUB questions).
## CURRENT AND UPCOMING BID OPPORTUNITIES

<table>
<thead>
<tr>
<th>Project Name</th>
<th>Description</th>
<th>Anticipated Bid Date</th>
<th>ITB/RFP</th>
</tr>
</thead>
<tbody>
<tr>
<td>UT Housing Laundry Machines</td>
<td>UTHealth is looking to bid out services for laundry and auxiliary equipment in which contractor shall provide commercial grade equipment, maintenance and repair technicians, and the means to remove the equipment at the end of the contract.</td>
<td>April 2023</td>
<td>RFP</td>
</tr>
<tr>
<td>Student Housing Programming &amp; Architect</td>
<td>Select an architect firm to provide UTHealth with design and programming services.</td>
<td>April 2023</td>
<td>RFQ</td>
</tr>
<tr>
<td>IT Cabling</td>
<td>Data cabling needed for all new clinics and UTH buildings or changes to the interior of buildings.</td>
<td>April 2023</td>
<td>RFP</td>
</tr>
<tr>
<td>BBS MRI Room Design</td>
<td>Room construction to receive and house MRI equipment.</td>
<td>Summer 2023</td>
<td>RFP</td>
</tr>
<tr>
<td>School of Public Health Building</td>
<td>Meet CM at Risk, and prime contractor for various HUB opportunities.</td>
<td>April 27, 2023</td>
<td>Meet and Greet</td>
</tr>
</tbody>
</table>

Visit the Procurement Services Website for current bid opportunities: [https://www.uth.edu/buy/bid-list.htm](https://www.uth.edu/buy/bid-list.htm)

Suppliers can also register in the Coupa Supplier Portal to access an active bid: [https://supplier.coupahost.com/quotes/public_events?customer=uth_tmc](https://supplier.coupahost.com/quotes/public_events?customer=uth_tmc)
UT-HEALTH HOUSTON
SUPPLY CHAIN MANAGEMENT
CONTACT INFORMATION

Eric Williams – Assistant Vice President
Eric.Williams@uth.tmc.edu

Shirlanda Fairley – Director, Procurement Services
Shirlanda.Fairley@uth.tmc.edu

Toya Owens-Shepard – Assistant Director, Procurement
Toya.O.OwensShepard@uth.tmc.edu

Martha Amaya – Assistant Director, Procurement
Martha.G.Amaya@uth.tmc.edu

Maira Artola – HUB Manager
Maira.Y.Artolamaldonado@uth.tmc.edu
Thank You!
2023 UT Systemwide
Goods & Services HUB Procurement Opportunity Webinar
Tuesday April 18th, 2023
Cyita K. Johnson-Scott, Associate Director
Sourcing & Contract Management
cjscott@mdanderson.org
Our mission

Eliminate cancer in Texas, the nation and the world through outstanding programs that integrate patient care, research and prevention, and through education for undergraduate and graduate students, trainees, professionals, employees and the public.
Our vision

We shall be the **premier cancer center in the world**, based on the excellence of our people, our research-driven patient care and our science.

We are Making Cancer History®.
Proud to be

#1 in the nation

for cancer care.

THE UNIVERSITY OF TEXAS

MD Anderson
Cancer Center

Making Cancer History

BEST HOSPITALS
US News
CANCER
2022-23
Top procurement categories

- Pharmaceutical drugs
- Capital construction
- Medical/surgical equipment and supplies
- Research equipment and supplies
- IT equipment and services
- Business and administrative products and services
- Purchased services
MD Anderson HUB statistics

- $52M (48.79%)
- $19M (17.82%)
- $15M (14.01%)
- $16M (14.57%)
- $2M (1.88%)
- $3M (2.93%)

Legend:
- Hispanic
- Woman
- Asian Pacific
- Black
- Service-Disabled Veteran
- Native American
Get registered

By registering, the supplier communicates their core products and capabilities.

FYI
Informal Bids (< $50,000)
Buyers search the supplier portal

Formal Bids (> $50,000)
Suppliers are matched by commodity/service for sourcing events

MD Anderson’s online process
• Register at MDAnderson.org/suppliers
• E-mail address required for contact purposes and serves as unique login ID
• Important to identify all commodities/services offered
Supplier selection is based on “best value”

Section 2155.074: Each state agency shall purchase goods and services that provide the best value for the state. The purchase price and whether the goods or services meet specifications are the most important considerations.

Other considerations may include

- reputation
- quality
- institution’s needs
- past relationship
- compliance with laws and rules relating to historically underutilized businesses
- total long-term cost
- other relevant factors
MDAnderson.org/bids
### Clark and Lutheran Renewal Projects
Construction Management-Ask for the Clark Clinic Facility Renewal (PPD-0222297) and Lutheran Pavilion Renewal Facility (PPD-0222298)

- **Open**: 10/18/2022 3:30 PM CDT
- **Type**: RFP-CMR
- **Number**: Clark and Lutheran Facility Renewals - NFM

### Artwork Provider Services
Provide inventory management of MD Anderson owned artwork as well as providing installation and maintenance of clinical, admin and research areas and capital projects for new MD Anderson facilities

- **Open**: 10/18/2022 3:00 PM CDT
- **Type**: RFP
- **Number**: FAC-01223-RFP
- **Contact**: Eric Lee, ELee@mdanderson.org
- **Details**: View as PDF

### MD Anderson - Northeast
Design-Build Services for free-standing comprehensive cancer facility, 130,000 GSF.

- **Open**: 10/13/2022 4:00 PM CST
- **Type**: RFP-D8
- **Number**: MD Anderson Northeast/ME

### Legal Services Document, Email, File, and Matter Management System
UT MD Anderson Cancer Center (MD Anderson) is seeking to procure a legal services document, email and file management system specifically designed to meet the needs of legal professionals.

- **Open**: 10/5/2022 10:30 AM CDT
- **Type**: RFP
- **Number**: AIS-ADM-01248-RFP

Respond Now
Welcome to the University of Texas at MD Anderson Supplier Management Portal. Please login to begin.

Please login to view the sourcing event.
Enter your email to Login/Create Account

Email

To create a new account please click the button below.

Please contact JAGGAER Indirect/ASO at +1 800-235-1121 for assistance.
Group and cooperative purchasing organizations

UT System accredited group purchasing organizations

UT System Supply Chain Alliance: The UT System’s in-house group purchasing organization (GPO), the alliance executes and manages valuable, multi-institutional master supply agreements. The Alliance leverages the collective size and strength of UT System institutions in order to facilitate group purchases with better pricing and services levels than any institution could achieve on its own.

Accredited GPOs:

Vizient, Inc.

Texas Department of Information Resources (DIR)
✓ Review MD Anderson website frequently for bid opportunities

✓ Respond to posted bid opportunities

✓ Attend pre-submittal conferences

✓ Maintain your company website with current contact information and business description

✓ Maintain current certifications

✓ Network, network and continue to network

✓ Request a complimentary draft review of the HUB plan.
How to do business with MD Anderson

MD Anderson supports competitive procurement activities and bid processes that foster equal opportunity for qualified companies to provide products and services that meet our requirements.

- Invitation to register with MD Anderson: MDAnderson.org/Suppliers
- For list of bid opportunities: MDAnderson.org/Bids
- Certifications we accept:
  - State of Texas HUB
  - SBA Federal Small Business Certifications
- State of Texas certification application: Comptroller.Texas.gov/Purchasing/Vendor/Hub/
- To obtain Federal certification, go to: SBA.gov/Contracting

For more information on our program, location and hours of business, visit MDAnderson.org/HUB
Questions
2023 UT Systemwide
Goods & Services HUB Procurement Opportunity Webinar
Tuesday April 18th, 2023
University of Texas Medical Branch Galveston

UT System-Wide HUB Goods and Services Outreach Event

Date: April 18, 2022

Karen L. Gross, C.P.M., CTCD, CPPB
HUB Coordinator
UTMB Health System Fast Facts (FY2023)

- UTMB’s Clear Lake Campus has been designated as a Level II Neonatal Facility
- 998 Bed Hospital System
- UTMB is in the top 2 percent of research institutions receiving funding from the Nation Institute of Health
- UTMB School of Nursing came in 10th in the country in the U.S. News and World Report 2023 Best Online Master's in Nursing Programs.
- The only Level 1 Trauma Center in the region that is also a Level 1 burn center; provides care to 1.2 million people in a nine-county service area.
- More than 90 clinics at 50 locations across Texas, from Conroe to McAllen.
- One of nine hospitals in the nation to be selected by the U.S. Department of Health and Human Services as a regional treatment center for patients with Ebola or other highly infectious disease.
UTMB Today

- Schools of Medicine, Nursing, Health Professions, Graduate Biomedical Sciences, and Public & Population Health (recently approved)
  - Over 13,000 employees statewide
  - More than 3,800 students and 1000 faculty
  - Among largest, fastest growing academic health centers in the nation

- Four campuses
  - 85-acre Galveston Campus, 90 buildings
  - 40-acre Angleton Danbury Campus, 6 buildings
  - 65-acre League City Campus, two buildings with ongoing expansion
  - Clear Lake Campus – formerly Bay Area Medical Center, Acquired 2018
Overview of Procurement

• Dollar thresholds:
  - Less than $15,000 – Call and place with emphasis on locating HUB firms
  - $15,000 to $50,000 - Informal bids, DIR, GPO, EAJ (proprietary)
  - $50,000+ – Formal bids, DIR, GPO’s, EAJ (proprietary)
    ➢ {5M+ purchases require UT System Board of Regent Approval}

• GPO – Group Purchasing Organization:
  is an entity that is created to leverage the purchasing power of a group of businesses to obtain discounts from vendors based on the collective buying power of the GPO members

  ➢ State agencies including higher education are required to make a good faith effort to locate Historically Underutilized Business firms whenever possible.
  ➢ UTMB is committed to contract with HUB firms whenever possible.

• UTMB does not maintain a vendor database for supplier selection. All suppliers must register on the State of Texas Centralized Master Bidders List (CMBL). The CMBL is managed by the Texas Comptroller of Public Accounts State-wide Procurement Department. To register, please visit their website at: https://comptroller.texas.gov/purchasing/vendor/cmbl/
Institutions of higher education are not required to post bids on the Electronic Business Daily (ESBD)

To locate UTMB’s Bid Opportunities visit our website at:

https://www.utmb.edu/supplychain/purchasing/bidops.asp

Bids are submitted via e-mail to: Vendor.bids@utmb.edu – Never submit bids to UTMB unless there is sourcing event posted to the above website.

Note: Any emailed bid response over ten megabytes (10MB) in size will be rejected

Upcoming bid opportunities:

- Exterior Signage
- Interior Signage
- Electronic & Physical Site Security
- Cardiac Device Monitoring
- Exterior Pressure Washing
- Inpatient Hospice Services
- GNL LAB ABSL4 Animal Room Conversion CMR
- Access Center Support for MyChart – rebid
- Cardiac Device Monitoring Services

- Currently posted RFQ 23-019 Infrastructure and Research Space Upgrades for Search Buildings (A/E)
Contact

Contact Karen Gross, UTMB’s HUB Coordinator, for instructions on UTMB’s HUB Program and for information related to UTMB’s procurements:

E-mail: klgross@utmb.edu

Phone: 409-266-1094

To locate UTMB’s Bid Opportunities visit our website at:

https://www.utmb.edu/supplychain/purchasing/bidops.asp
Questions?
Panel Discussion/ Q&A Session

UT Institutions South Panel:

Toya Owens-Shepard  UT Health Houston
Maira Artola  UT Health Houston
Cyita Johnson-Scott  UT MD Anderson
Barbara Howard  UT MD Anderson
Karen Gross  UT Medical Branch
*Break*

Coming up:

UT Tyler/ UT Health Tyler
UT Southwestern Medical Center
UT Arlington
UT Dallas
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Institutional Facts

With a mission to improve educational and healthcare outcomes for East Texas and beyond, the University of Texas at Tyler (UT Tyler) was established in 1971 and offers more than 80 undergraduate and graduate programs to 10,000 students.

UT Tyler recently merged with The University of Texas Health Science Center at Tyler, now known as the UT Tyler Health Science Center (UTTHSC). Through its alignment with the UTTHSC and UT Health East Texas, UT Tyler has unified these entities to serve Texas with quality education, cutting-edge research and excellent patient care.

Classified by Carnegie as a doctoral research institution and by U.S. News & World Report as a national university, UT Tyler has campuses in Tyler, Longview, Palestine and Houston.
Purchasing Functions for UT Tyler
Semi-Decentralized and UTTHSC Centralized

**Purchasing at UT Tyler is semi-decentralized.** The Procurement Services office at UT Tyler is organized to serve all departments of the University, which has over 200 Budget Authorities that are authorized to expend funds. At lower dollar thresholds, departments have considerable discretion in purchasing of goods and services. As dollar threshold rise, individual departments must seek various levels of assistance from Procurement Services. At the highest threshold, a formal procurement must be conducted by the Procurement Services division with departments providing subject matter expertise.

**Purchasing at UT Tyler Health Science Center is centralized.** The Procurement Services office at UTTHSC serves all departments at the Health Center and all clinical areas. At lower dollar thresholds, satellite buyers in certain designated departments can make the purchases up to $14,999.99. However, all satellite buyers are a branch off of the procurement department and have gone through the same training as the procurement department. Anything over $14,999 a formal procurement must be conducted by the Procurement Services division with departments providing subject matter expertise. At this level the Buyer is certified with the state of Texas.
Purchasing Thresholds and Bid Requirements

Small Purchase Orders (less than $15,000.00)
Purchase Orders for less than $15,000.00, including freight and all additional service charges, may be issued without competitive bids.

Informal Bids/Quotes ($15,000.00-$50,000.00)
Purchases $15,000.00 - $50,000.00 including freight and all additional service charges shall require a minimum of three (3) informal bids/quotes. At least two (2) bids/quotes must be obtained from certified Texas HUBs, if available. University departments submits bid information to Procurement Services for approval and issuance of a purchase order.

Open Market Procurements (more than $50,000.00)
Purchases more than $50,000.00 including freight and all additional service charges shall require written formal bids/proposals/offers in response to a solicitation issued by the Procurement Services office unless the good(s)/service(s) is available utilizing an accredited Group Purchasing Organization (GPO).
Where do I find Bid Opportunities?

All formal solicitation documents for the UT Tyler campus are posted on UT Tyler’s Bonfire Interactive Procurement Portal. Website: https://uttyler.bonfirehub.com

All formal solicitation documents for the UT Tyler Health Science Center are posted on the Electronic State Business Daily website. Website: https://www.txsmartbuy.com/esbd
Upcoming Bid Opportunities

- Athletic Chartered Travel
- Custodial Services
- Bookstore Operation and Management
2023 UT Systemwide Goods & Services HUB Procurement Opportunity Webinar
Tuesday April 18th, 2023

Bid Opportunities: https://uttyler.bonfirehub.com
Procurement Website: https://www.uttyler.edu/procurement-services/
HUB Website: https://www.uttyler.edu/procurement-services/hub-program/

Paul Fitts, CTCD
Manager, Procurement & Property Services/HUB Coordinator
pfitts@uttyler.edu
903.566.6183

Sheila Darcey, CTCD
Senior Procurement Specialist
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903.566.7153

Daniel Pippin, CTCD
Procurement Reporting Analyst
dpippin@uttyler.edu
903.565.5802

Jaime Romero, CTCD
Procurement Specialist II
jromero@uttyler.edu
903.566.6323
2023 UT Systemwide Goods & Services HUB Procurement Opportunity Webinar

Tuesday April 18th, 2023

Bid Opportunities:  https://www.txsmartbuy.com/esbd

Procurement Website:  Procurement Services – The University of Texas at Tyler Health Science Center (uthct.edu)

Crystal Smith, CTCD
Director of Supply Chain
Crystal.smith@uttyler.edu
903.877.7718

Stephanie Moore
Buyer II/HUB Assistant
Stephanie.moore@uttyler.edu
903.877.7475

Erin Mueck
Buyer II
Erin.Mueck@uttyler.edu
903.877.7795

Lesa Carsten
Admin Specialist – Plant Ops,
UTTHSC, CTCD
Lesa.carsten@uttyler.edu
903.877.7509

Shelly Hollis
Administrative Specialist – IT,
UTTHSC, CTCD
Shelly.hollis@uttyler.edu
903.877.7702
Darcel Webb, DSL

Director, Supplier Diversity/HUB
AGENDA

• Welcome
• Who We Are
• Procurement Overview
  ◦ Purchasing
  ◦ Strategic Sourcing/Contracts
• State Contracts and Group Purchasing Organization (GPO)
• Supplier Bid Portal
• Upcoming Requirements
• UT Southwestern Supplier Diversity/HUB Resources
WHO WE ARE...

- The Medical Center has three degree-granting institutions: UT Southwestern Medical School, UT Southwestern Graduate School of Biomedical Sciences, and UT Southwestern School of Health Professions. The schools train about 3,700 medical, graduate, and allied health students, residents, and postdoctoral fellows each year.

- UT Southwestern Medical Center offers more than 25 residency programs and about 80 clinical subspecialty/fellowship programs located on the Dallas campus and four family practice programs located in surrounding cities.

- UT Southwestern has approximately 18,800 employees and an operating budget of $4.1 billion.

- More than half of the physicians who practice in the area were trained at UT Southwestern, and in addition to the care provided by UT Southwestern faculty physicians to patients at our affiliated partners, UT Southwestern University Hospitals provide members of the Dallas community access to the most advanced care for the most serious medical problems.
### WHO WE ARE...

<table>
<thead>
<tr>
<th>Institution Type</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>State Institution</td>
<td>• Facility run by State of Texas Government</td>
</tr>
<tr>
<td>Higher Education Institution (University)</td>
<td>• Institution of higher education in the healthcare industry</td>
</tr>
<tr>
<td>Academic Health Center (Health Science Centers)</td>
<td>• Health profession schools includes the medical school and hospital</td>
</tr>
<tr>
<td>Academic Medical Center</td>
<td>• Medical school and hospital (university-based)</td>
</tr>
<tr>
<td>Academic Medicine</td>
<td>• Partnerships with affiliated community hospitals</td>
</tr>
</tbody>
</table>
PROCUREMENT OVERVIEW: Strategic Sourcing

Goods and Services:
- Facilities Maintenance and Management (MRO)
- Information Technology services equipment

Health Systems:
- All major healthcare/clinical categories
- Surgical categories
- Acute equipment/supplies/services

Construction:
- Construction Services:
  - A/E
  - CM&R
  - CSP
PROCUREMENT OVERVIEW: Strategic Sourcing

**Academic and Research Team (AR)**
*responsible areas include*
- Academic/Clinical Research services, equipment, and supplies
- Offsite clinic services
- Information Technology services equipment

**Health System Team**
*responsible areas include*
- All major healthcare/clinical categories
- Surgical categories
- Acute equipment/supplies/services

**Facilities Team**
*responsible areas include*
- Facilities Maintenance and Management (MRO)
- Fleet Management
STATE CONTRACTS & GPOs

State Contracts

- Department of Information Resources (DIR)
- Texas Comptroller of Public Accounts
  - Texas multiple Award Schedule (TXMAS)
  - Texas Procurement and Supportive Services (TPASS)

Group Purchasing Organizations (GPOs)

- The University of Texas System Supply Chain Alliance
- Vizient, Inc.
- E & I Cooperative Services, Inc.
- Texas Association of School Board (TASB) BuyBoard
- Purchasing Solutions Alliance (PSA)
- Region 19 Allied States Cooperative
Supplier Bid Portal

UT Southwestern uses Jaggaer (formerly SciQuest) for the Supplier Registration and eProcurement process. If you are a first-time user to Jaggaer, regardless of any past history with UT Southwestern, you are required to register through Jaggaer's Supplier Registration. Once registration is completed and you have filled in your company profile, you may view and participate in any current bid opportunities. The commodity code(s) that you select in your registration will send notifications when a bid has been posted that you may want to participate in. To monitor all public bid opportunities, visit UT Southwestern's Supplier Bid Portal.

Quick Links
- Historically Underutilized Business Subcontracting Plan
- Purchasing Terms & Conditions
- UT System Supply Chain Alliance
- UT System Supply Chain Alliance RFP Portal
- Vendor Application for Employee Discount Program
- Vendor Gift & Site Policy
SUPPLIER BID PORTAL: Search

When UTSW has contract opportunities over $50,000, we must advertise them publicly. The UTSW Supplier Bid Portal search engines is available to anyone and allows businesses to find bid opportunities by type, entity, vendor award, or description (NIGP or UNSPEC?)
<table>
<thead>
<tr>
<th>Status</th>
<th>Details</th>
</tr>
</thead>
</table>
| Open   | **Quality Assurance of Hospital & Professional Billing**  
UTSW is seeking QA services to regularly review randomly sampled hospital and professional billing audits performed by the Office of Institutional Compliance.  
Open 4/11/2022 12:00 AM CDT  
Type RFP-H  
Close 5/11/2022 11:59 PM CDT  
Number 2022-RFP-H-00484  
Contact Joshua Owen Joshua.Owen@UTSouthwestern.edu  
Details [View as PDF](#) |
| Open   | **Print, Mail, Document Imaging Services**  
UTSW is seeking one professional and experienced supplier that can provide the following services: Print Shop Operations, Mail Operations (inbound & outbound), and Document Scanning Services.  
Open 3/15/2022 5:00 PM CDT  
Type RFP-H  
Close 4/28/2022 5:00 PM CDT  
Number 2022-RFP-H-00486  
Contact Israel Bresler Israel.Bresler@UTSouthwestern.edu  
Details [View as PDF](#) |
| Open   | **FY21 CUH LED Lighting Conversion**  
This project is to convert the existing light fixtures located in the blue and green towers of the Clements University Hospital (CUH) to LED lighting to match the lighting located in the orange tower.  
Open 3/29/2022 12:00 PM CDT  
Type RFP-HC  
Close 4/28/2022 12:00 PM CDT  
Number 2022-RFP-HC-00485  
Contact Jonathan Duncan Jonathan.Duncan@UTSouthwestern.edu  
Details [View as PDF](#) |
### SUPPLIER BID PORTAL: Current Bid Opportunities

<table>
<thead>
<tr>
<th><strong>Valet Services</strong></th>
<th><strong>International Office Systems</strong></th>
</tr>
</thead>
</table>
| Open: 4/5/2023 12:00am  
Close: 5/5/2023 11:59pm  
Type: RFP-H  
Number: 2023-RFP-H-00554  
Contact: Israel Bresler [Israel.Bresler@UTSouthwestern.edu](mailto:Israel.Bresler@UTSouthwestern.edu) | Open: 3/15/2023 9:00am  
Close: 4/26/2023 11:59pm  
Type: RFP-H  
Number: 2022-RFP-H-00001  
Contact: David Edwards [David.Edwards@UTSouthwestern.edu](mailto:David.Edwards@UTSouthwestern.edu) |

<table>
<thead>
<tr>
<th><strong>Natural Gas Supply</strong></th>
<th><strong>Virtual Nursing Solution</strong></th>
</tr>
</thead>
</table>
| Open: 4/20/2023 2:00pm  
Close: 5/5/2023 2:00pm  
Type: RFP-HC  
Number: 2023-RFP-HC-00559  
Contact: John Ihnfeldt [John.Ihnfeldt@UTSouthwestern.edu](mailto:John.Ihnfeldt@UTSouthwestern.edu) | Open: 3/29/2023 12:00pm  
Close: 5/1/2023 12:00pm  
Type: RFP-H  
Number: 2023-RFP-H-00556  
Contact: David Edwards [David.Edwards@UTSouthwestern.edu](mailto:David.Edwards@UTSouthwestern.edu) |
Darcel Webb, DSL
UT Southwestern Medical Center HUB Coordinator
Director of Supplier Diversity/HUB
Denise.Webb@UTSouthwestern.edu

Charles Cobb, MBA, CTCD
Associate Vice President of Supply Chain Management
Charles.Cobb@UTSouthwestern.edu
University of Texas Arlington

- Founded in 1895, The University of Texas at Arlington is a comprehensive research, teaching, and public service institution whose mission is the advancement of knowledge and the pursuit of excellence.
- The University is committed to the promotion of lifelong learning through its academic and continuing education programs and to the formation of good citizenship through its community service-learning programs.
- The diverse student body shares a wide range of cultural values, and the University community fosters unity of purpose and cultivates mutual respect.
UNIVERSITY OF TEXAS ARLINGTON
by the Numbers

#5 For Ethnic Diversity
*Undergraduate Diversity Index*
US News & World Report 2023

$22.7 billion economic impact created by UTA and its alumni in N Texas region

Hispanic Serving Institute (HIS) and AANAPISI

Texas Tier One Institute 2021

#1 in Texas and #12 Nationally for Bachelor Degrees and #13 for Masters Degrees Awarded to African American Students

#4 "Best For Vets: Colleges” 2022 List
Military Times

#15 in US Hispanic Students
Master’s & Bachelor’s degrees,
*Diverse: Issues in Higher Education*
The mission of the HUB program is to provide assistance to Historically Underutilized Businesses through outreach efforts, such as education and training in doing business with the State of Texas, in order to afford these businesses a fair opportunity to participate in the competitive procurement process.

The University of Texas Arlington is dedicated to promoting opportunities for these Historically Underutilized Businesses to compete for University purchases and contracts. UTA commits to a good faith effort to increase the number and value of business transactions with HUB firms consistent with the state’s functional goal to build a solid foundation for social and economic prosperity.
University departments encouraged to use HUBs

- Procurement made by departments
  - Purchases less than $15,000
  - Pro-Card Credit Card Purchases $4,000 and less

- All competitive solicitations of $15,000-$50,000
  - Procurement handled by Office of Procurement
    - Require minimum of 3 bids – 2 must be HUBs

- Purchases over $100,000
  - Procurement handled by Office of Procurement
    - Where Subcontracting Opportunities are Probable
    - HUB Subcontracting Plan Required – Prime (Non-HUB & HUB)
HOW TO SUBMIT A BID

- UTA additionally uses the Texas Purchasing Group on the BidNet platform for all formal bid and proposal submissions of Facilities smaller repair opportunities. To obtain a bid or proposal documents, along with all submittal requirements and instructions, please visit:

  [https://www.bidnetdirect.com/texas/uta](https://www.bidnetdirect.com/texas/uta)

- Search: Univ of Texas at Arlington OR Agency 714

- UTA utilizes Texas Electronic State Business Daily (ESBD) to post all proposals regarding major construction. Make sure to follow instructions in bid package.

  [www.txsmartbuy.com/esbd](https://www.txsmartbuy.com/esbd)
PROCUREMENT AREAS

- Auxiliary Business Services
- Environmental Health & Safety
- Health Services
- Administration and Campus Operations
- Athletic
- Business Affairs
- Bioengineering
- Business Administrations (College of)

https://www.uta.edu/business-affairs/procurement/find-a-buyer.php
HUBs DOING BUSINESS with UTA

- **Tips for Better Success**
  - Attend workshops hosted by business assistance agencies and chambers
  - Partner with companies (similar scope or other small business)
  - Attend pre-bid/proposal meetings
  - Understand State Agency Procurement Methods
  - Participate in industry specific or agency programs
<table>
<thead>
<tr>
<th>Solicitation Title</th>
<th>Short Description</th>
<th>Solicitation Type/Status</th>
<th>RFx Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Continuity Software</td>
<td>Software</td>
<td>RFP - April 18, 2023</td>
<td>UTA2023-011</td>
</tr>
<tr>
<td>Parking Garage Gates</td>
<td>Furnish &amp; Install Gates @ Maverick Parking Garage</td>
<td>RFP - May 10, 2023</td>
<td>UTA2023-018</td>
</tr>
<tr>
<td>Bookstore Lease and Operations</td>
<td>Bookstore Lease and Operations</td>
<td>RFP - Draft</td>
<td>UTA2023-001</td>
</tr>
<tr>
<td>Brand Strategy Workshops</td>
<td>Brand Strategy Workshops</td>
<td>RFP - Draft</td>
<td>UTA2023-020</td>
</tr>
<tr>
<td>ATM Banking Services</td>
<td>ATM Banking Services</td>
<td>RFP - Draft</td>
<td>UTA2023-015</td>
</tr>
<tr>
<td>Compliance Services Risk Assessment Review</td>
<td>Compliance Services Risk Assessment Review</td>
<td>RFP - Draft</td>
<td>UTA2023-014</td>
</tr>
<tr>
<td>Executive Coaching Services</td>
<td>Executive Coaching Services</td>
<td>RFP - Draft</td>
<td>UTA2023-007</td>
</tr>
<tr>
<td>Snack Vending Services</td>
<td>Snack Vending Services</td>
<td>RFP - Draft</td>
<td>UTA2023-017</td>
</tr>
<tr>
<td>Social Bias Language Identifier Services</td>
<td>Social Bias Language Identifier Services</td>
<td>RFP - Draft</td>
<td>UTA2023-008</td>
</tr>
<tr>
<td>Graduation Products</td>
<td>Graduation Products</td>
<td>RFP - Draft</td>
<td>UTA2023-021</td>
</tr>
<tr>
<td>Strategic Growth Plan for Fraternity and Sorority Life</td>
<td>Strategic Growth Plan for Fraternity and Sorority Life</td>
<td>RFQ - Draft</td>
<td>UTA2023-009</td>
</tr>
<tr>
<td>Stucco Repair</td>
<td>Stucco Repair</td>
<td>IFB - Draft</td>
<td>UTA23-123JB</td>
</tr>
</tbody>
</table>
The University of Texas at Arlington
Point of Contacts

Carolyn Record, AVP Business Affairs
hub@uta.edu
(817) 272-6643

Mario Ramirez HUB Program Manager
mario.ramirez@uta.edu
(817) 272-2039

Joseph White Chief Procurement Officer
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Kristopher, Kris, Kizer Procurement Manager
Kristopher.kizer@uta.edu
(817) 272-2194

https://www.uta.edu/business-affairs/procurement/find-a-buyer.php
THANK YOU
PURCHASING THRESHOLDS

Under $5,000
- One Card

Informal • $5,000 - $14,999
- Requires a minimum of one quote, preferably a HUB vendor
- Seek available HUB vendor from approved Group Purchasing Organization contracts

Informal Bid • $15,000 - $49,999
- Requires a minimum of three quotes with two from HUB vendors
- Seek available HUB vendor from approved Group Purchasing Organization contracts

Formal Bid • $50,000 and higher
- Purchasing conducts formal solicitation using Bonfire to publicly posts bid OR seek vendor from Group Purchasing Organization contracts.
- Requirements above $100,000 require HUB Subcontracting Plan (HSP) – Historically Underutilized Business Diversity plan to ensure prime vendors will utilize small and diverse business on the project.
BID OPPORTUNITIES
https://finance.utdallas.edu/for-others/bid-opportunities/

The Office of Budget and Finance

Bid Opportunities

Current Bid Opportunities

UT Dallas uses Bonfire as our sourcing software for all bids and solicitations. If you are a first time user to Bonfire, you will be required to register with Bonfire to receive email notices of our future solicitations or to participate in bid opportunities. Click the links below to navigate to the Bonfire bids:

CLICK HERE FOR CURRENTLY OPEN BID OPPORTUNITIES
 CLICK HERE FOR PAST & CLOSED BID OPPORTUNITIES
CURRENT OPPORTUNITIES (Check Bonfire Portal for Posting)

<table>
<thead>
<tr>
<th>PROJECT NAME</th>
<th>CLOSE DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pest Control Treatments</td>
<td>April 24, 2023 @ 5:00 pm (CDT)</td>
</tr>
<tr>
<td>Video Production Services</td>
<td>Pending</td>
</tr>
</tbody>
</table>

[https://finance.utdallas.edu/for-others/bid-opportunities/](https://finance.utdallas.edu/for-others/bid-opportunities/)
Solicitations are posted and accessed through the following:

- UT Dallas Bonfire
- Electronic State Business Daily

For more information about upcoming opportunities, please check our Bid Opportunities page regularly or contact us at purchasing@utdallas.edu or hub@utdallas.edu

Reginald Cleveland
Director, Supplier Diversity Prog.
reginald.Cleveland@utdallas.edu
972-883-4850

Renay Fleming
HUB Program Manager
renay.fleming@utdallas.edu
972-883-2397
## Panel Discussion/Q&A Session

### UT Institutions North Panel:

<table>
<thead>
<tr>
<th>Name</th>
<th>Institution</th>
</tr>
</thead>
<tbody>
<tr>
<td>Paul Fitts</td>
<td>UT Tyler</td>
</tr>
<tr>
<td>Crystal Smith</td>
<td>UT Tyler – Health Science Center</td>
</tr>
<tr>
<td>Darcel Webb</td>
<td>UT Southwestern Medical Center</td>
</tr>
<tr>
<td>Charles Cobb</td>
<td>UT Southwestern Medical Center</td>
</tr>
<tr>
<td>Mario Ramirez</td>
<td>UT Arlington</td>
</tr>
<tr>
<td>Reginald Cleveland</td>
<td>UT Dallas</td>
</tr>
</tbody>
</table>
*Lunch Break*
(12:15 – 1:30pm CDT)

Coming up:
UT Rio Grande Valley
UT Permian Basin
UT El Paso
2023 UT Systemwide Goods & Services HUB Procurement Opportunity Webinar
Tuesday April 18th, 2023

Alex Valdez
Chief Procurement Officer

Marilu Reyes
Assistant Director of Procurement and Travel Administration
History

- The University of Texas Rio Grande Valley was established on 9/1/2015.
- Created by the Texas Legislature in 2013 to include a School of Medicine.
- Brings together the resources and assets of legacy institutions: The University of Texas-Pan American & University of Texas at Brownsville
- Campuses stretch across 4 counties and 115 miles
Organizational Chart

Administration
- Alex Valdez
  Chief Procurement Officer
- Maggie Rangel
  Director of Procurement and Contracts
- Marilu Reyes
  Assistant Director of Procurement and Travel Administration

Purchasing
- Donna Rodriguez
  Senior Procurement Specialist
- Jesus Zerpa
  Senior Procurement Specialist
- Ayla Ortiz
  Procurement Specialist

Contracts
- Rocio Cardenas
  Contract Administrator
- Nadia Loaiza
  Contract Coordinator
- Jessica Cavazos
  Contract Specialist

Travel and One Card
- Iris Bezanilla
  Credit Card and Travel Services Manager
- Laura Juarez
  Procurement Assistant
- Esmeralda Rios
  Senior Financial Analyst
# Procurement Decision Matrix

<table>
<thead>
<tr>
<th>Contract Value or PO Amounts</th>
<th>Informal Bid</th>
<th>Formal Bid/Proposal (ITB/RFP)</th>
<th>State Contract (DIR/TXMAS/Other)</th>
<th>GPO (Alliance/Vizient)</th>
<th>GPO (E&amp;I, TCPN, Other)</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt;$15,000</td>
<td>NA</td>
<td>NA</td>
<td>One (1)</td>
<td>One (1)</td>
<td>One (1)</td>
</tr>
<tr>
<td>$15,000 - $50,000</td>
<td>Three (3)</td>
<td>NA</td>
<td>One (1)</td>
<td>One (1)</td>
<td>One (1)</td>
</tr>
<tr>
<td>$50,000 - $1M</td>
<td>NA</td>
<td>ITB/RFP</td>
<td>Three (3)¹</td>
<td>One (1)</td>
<td>Three (3)¹</td>
</tr>
<tr>
<td>&gt;$1M</td>
<td>NA</td>
<td>ITB/RFP</td>
<td>Three (3)¹</td>
<td>Alliance – One (1)¹</td>
<td>Three (3)¹</td>
</tr>
<tr>
<td>&gt;$10M</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Group Purchasing Organization (GPO) Accreditation Program

Accredited GPOs:

- The University of Texas System Supply Chain Alliance (UTSSCA)
- Choice Partners National Purchasing Cooperative
- E&I Cooperative Services, Inc.
- Education Service Center - Region 19 (Allied States Cooperative)
- The Local Government Purchasing Cooperative d/b/a BuyBoard
- National Cooperative Purchasing Alliance (NCPA)
- Sourcewell, formerly National Joint Powers Alliance (NJPA)
- Vizient, Inc.
- Texas Comptroller of Public Accounts (TPASS/TXMAS)
- Texas Department of Information Resources (DIR)

All accreditations will expire August 31, 2026, unless terminated earlier under U. T. System procedures.

https://www.utsystem.edu/offices/business-affairs/group-purchasing-organization-gpo-accreditation-program
## Buyers by Commodities

<table>
<thead>
<tr>
<th>Marilu Reyes</th>
<th>Donna Rodriguez</th>
<th>Jesus Zerpa</th>
<th>Ayla Ortiz</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Furniture (General)</td>
<td>• Scientific/Medical</td>
<td>• Information Technology</td>
<td>• Copiers and Multifunction Devices</td>
</tr>
<tr>
<td>• Information Technology</td>
<td>Equipment &amp; Supplies</td>
<td>• Furniture (general)</td>
<td></td>
</tr>
<tr>
<td>• Computers</td>
<td>• Printing (magazines, newspapers, etc.)</td>
<td>• Transportation Services and Maintenance</td>
<td></td>
</tr>
<tr>
<td>• Network Cable and Equipment</td>
<td>• Promotional Products</td>
<td>• Educational Training</td>
<td></td>
</tr>
<tr>
<td>• Audio Visual Equipment</td>
<td>• Books and Subscriptions</td>
<td>• Purchase/Rental of Motor Vehicles</td>
<td></td>
</tr>
<tr>
<td>• Telecommunications</td>
<td>• Musical Instruments</td>
<td>• Building Constructions &amp; Engineering Services</td>
<td></td>
</tr>
<tr>
<td>Equipment</td>
<td>• Insurance</td>
<td>• Land and Ground Improvements</td>
<td></td>
</tr>
<tr>
<td>• Software/Licenses</td>
<td>• Professional Services</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Relocation</td>
<td>• Heavy Equipment</td>
<td></td>
<td></td>
</tr>
<tr>
<td>• Wireless Communication Devices</td>
<td>• Hardware and Materials</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Where Do I Find Bids?

- UTRGV posts all bids on an electronic bid portal hosted by Bonfire
- Bids can be viewed at https://utrgv.bonfirehub.com/
## Upcoming Opportunities

<table>
<thead>
<tr>
<th>Project Name</th>
<th>Posting Date</th>
<th>Estimated Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Pest Control Service</td>
<td>Posted</td>
<td>$60,000</td>
</tr>
<tr>
<td>Pulse Magazine</td>
<td>4/24/23</td>
<td>$35,000</td>
</tr>
<tr>
<td>Campus Elevator Modernization</td>
<td>4/19/23</td>
<td>$750,000</td>
</tr>
<tr>
<td>Bookstore RFP</td>
<td>6/3/23</td>
<td>TBA</td>
</tr>
<tr>
<td>On Call Structural Projects</td>
<td>4/25/23</td>
<td>N/A</td>
</tr>
<tr>
<td>On Call Building Commissioning</td>
<td>4/25/23</td>
<td>N/A</td>
</tr>
<tr>
<td>On Call Civil Engineering</td>
<td>TBA</td>
<td>N/A</td>
</tr>
<tr>
<td>GPU Cluster</td>
<td>TBA</td>
<td>TBA</td>
</tr>
<tr>
<td>Custodial Services</td>
<td>4/19/23</td>
<td>TBA</td>
</tr>
<tr>
<td>TXDOT Sidewalks</td>
<td>5/17/23</td>
<td>$750,000</td>
</tr>
<tr>
<td>RFQ Energy Saving Company</td>
<td>5/1/23</td>
<td>TBA</td>
</tr>
<tr>
<td>ECOBE Roof Replacement</td>
<td>5/5/23</td>
<td>TBA</td>
</tr>
<tr>
<td>New Five Lane Lap Pool</td>
<td>Posted</td>
<td>$2,500,000</td>
</tr>
<tr>
<td>Athletics Natatorium to Gym Conversion Project</td>
<td>Posted</td>
<td>$2,250,000</td>
</tr>
</tbody>
</table>
Questions/Resources

www.utrgv.edu/procurement
bonfirehub.utrgv.com
esbd.cpa.state.tx.us

Procurement Office
purch@utrgv.edu
956-665-2161
The University of Texas Permian Basin

4901 E. University Blvd.
Odessa, TX 79762
Utpb.edu
About US – University of Texas Permian Basin

- Founded: 1969
- Campus Locations: Odessa and Midland, Texas
- Mascot: Falcon
- Colors: Orange, Black, and White
- #2 - Best Four-Year Colleges (Schools.com, 2017)
- Highlights:
  - Wagner Nöel Performing Arts Center
  - J. Conrad Dunagan Library
  - John Ben Shepperd Public Leadership Institute and Presidential Archives
  - Stonehenge replica (on campus)
  - 3-mile walking/jogging park around Odessa campus
  - Childhood home to President George W. Bush displayed
  - Largest heated outdoor pool in West Texas
  - NCAA II Lone Star Conference – 8 Men’s sports and 8 Women’s sports
Purchasing Thresholds

**Small Purchase Orders (less than $15,000.00)**
Purchase Orders for less than $15,000.00, including freight and all additional service charges, may be issued without competitive bids.

**Informal Bids/Quotes ($15,000.00-$50,000.00)**
Purchases $15,000.00 - $50,000.00 including freight and all additional service charges shall require a minimum of three (3) informal bids/quotes. At least two (2) bids/quotes must be obtained from certified Texas HUBs, if available. University departments submits bid information to Procurement Services for approval and issuance of a purchase order.

**Open Market Procurements (more than $50,000.00)**
Purchases more than $50,000.00 including freight and all additional service charges shall require written formal bids/proposals/offers in response to a solicitation issued by the Procurement Services office unless the good(s)/service(s) is available utilizing an accredited Group Purchasing Organization (GPO).
Upcoming UTPB Projects

- CMR Campus Transformation – current solicitation
  - Bright Stars Memorial
  - Maple Street Entrance
  - QUAD
  - Campus Signage
  - Mesa Deck
- HVAC filters and services
- Mesa Building Renovation – Begins Fall 2024
  - ADA compliance
  - Stairwell improvements
  - Fire suppression system
Go here for Bid Opportunities:
https://www.utpb.edu/university-offices/purchasing/bid-opportunities/index
The University of Texas at El Paso
The University of Texas at El Paso

Agenda

• Introductions
• Purchasing Thresholds
• How to Submit a Bid (Formal)
• Upcoming Opportunities
• Who to Contact for More Information
The University of Texas at El Paso

Introductions

- **Benjamin Alvarez** – Director, Purchasing & General Services & HUB Coordinator

- **Erika Rosales** – Director, Purchasing & General Services
About The University of Texas at El Paso

- A The University of Texas System Institution
- Established 1914
- An R1 Institution

- 75 Undergraduate Programs
- 70 Master’s Programs
- 24 Doctoral Degree Programs

- 23,880 Student Enrollment

- 83% Hispanic student population
- 49% are first in their families to attend college
- 137% increase in number of degrees awarded annually from 2001 to 2019

- $109 Million+ In annual research expenditures

President Heather Wilson
Former Secretary of the United States Air Force
The University of Texas at El Paso

Purchasing Thresholds

<table>
<thead>
<tr>
<th>Amount</th>
<th>Requirement</th>
</tr>
</thead>
<tbody>
<tr>
<td>$1,000 to &lt; $15,000</td>
<td>Single Quote</td>
</tr>
<tr>
<td>$15,000 to $50,000</td>
<td>Multiple Quotes</td>
</tr>
<tr>
<td>&gt;$50,000</td>
<td>Formal Bid or Established Agreements</td>
</tr>
</tbody>
</table>
The University of Texas at El Paso

Purchasing Thresholds – Quote Requirements

• $15,000 to $50,000
  • Multiple quotes required
  • Evaluated and recommended for award
  • Approved by department head(s)
  • Purchasing reviews and processes award
The University of Texas at El Paso

How to Submit a Bid (Formal)

• Miner Mall Sourcing Manager (online bid system) located at https://adminapps.utep.edu/sourcing/

  • Projects posted on Miner Mall Sourcing Manager are also posted on the ESBD (Electronic Business Daily)
The University of Texas at El Paso

Upcoming Opportunities

• Ticketing Services
  • Estimated Value: $3M

• Event Merchandising Services
  • Estimated Value: $1.5M
The University of Texas at El Paso

Contact Information

Benjamin Alvarez
Director and HUB Coordinator
baalvarez@utep.edu

Erika Rosales
Director
edrosales@utep.edu
Panel Discussion/ Q&A Session

UT Institutions West and the Valley Panel:

Alex Valdez  UT Rio Grande Valley
Marilu Reyes  UT Rio Grande Valley
Elsa Montalvo  UT Permian Basin
Pamela Jenkins  UT Permian Basin
Jacinto Treto  UT Permian Basin
Erika Rosales  UT El Paso
Ben Alvarez  UT El Paso
*Break*

Coming up:

UT Health – San Antonio
UT San Antonio
UT Austin
## Procurement Portal

**UT Health San Antonio**

### Open Public Opportunities

<table>
<thead>
<tr>
<th>Status</th>
<th>Ref. #</th>
<th>Project</th>
<th>Close Date</th>
<th>Days Left</th>
<th>Action</th>
</tr>
</thead>
<tbody>
<tr>
<td>OPEN</td>
<td>745-23-P18</td>
<td>Campus Motorist Assistance</td>
<td>Apr 26th 2023, 3:00 PM CDT</td>
<td>10</td>
<td><a href="#">View Opportunity</a></td>
</tr>
<tr>
<td>OPEN</td>
<td>RFP 745-23-P29</td>
<td>Recruitment Process Outsourcing (RPO)</td>
<td>May 4th 2023, 3:00 PM CDT</td>
<td>18</td>
<td><a href="#">View Opportunity</a></td>
</tr>
<tr>
<td>OPEN</td>
<td>RFP 745-23-P27</td>
<td>Employee Engagement Survey Platform</td>
<td>May 16th 2023, 3:00 PM CDT</td>
<td>32</td>
<td><a href="#">View Opportunity</a></td>
</tr>
</tbody>
</table>

[Technical Support](#)  [Portal Security](#)  [Terms of Service](#)  [Privacy Policy](#)  [Sitemap](#)
UT Health SA – Purchasing Thresholds

• **Under $15,000**
  - Non-Competitive: Departments/buyers make non-restricted purchases directly from supplier on a ProCard or a PO

• **$15,000.01 - $49,999.99**
  - Request for Quotes: Minimum 3 quotes with at least 1 quote from a minority owned, woman-owned or service-disabled veteran-owned business (HUB)

• **$50,000.01 and Over**
  - Request for Bids/Request for Proposals
  - Bids over $100,000 require a HUB Subcontracting Plan (HSP)
UT Health SA – Clinical/Lab

In continuous need of:
• Rx-Core Vaccines
• IV Therapy Products
• Surgical Instruments
• Needles & Syringes
• Patient Assessment Monitoring
• Nitrile and other Gloves
• Surgical Gowns & Instruments
• Band-Aids

Contact:
Daniel Gonzalez
Procurement Manager
gonzalezd3@uthscsa.edu or 210.562.6205

• Medical Equipment
• Diagnostic Disposables
• Exam & Patient Room Furnishings
• Exam Tables
• Sterilization Products
• Syringes
• 3M & Surgical Masks
• Germicide Wipes
• Other PPE
Common IT Needs:
• Microsoft Surface & Various Tablets
• Laptops (Lenovo)
• Servers/Routers/Wireless Access Points
• Fitbits & Similar Health Tracking Devices
• Monitors & Printers
• Cables, Hard Drives, WebCams, Microphones, All Types of Peripherals

Contact:
Tracy Haven-Wallace
Procurement Manager
havenwallace@uthscsa.edu or 210.562.6319
UT Health SA – Facilities Management

Common FM Needs:
• Plumbing Supplies
• Insulation
• Filters
• Drywall

• Lumber
• Paint
• Hardware
• Housekeeping Supplies
• Floor Cleaning Supplies

Contact:
Andrea Parks-Stahl
Procurement Manager
parksa3@uthscsa.edu or 210.567.2901
Capital Projects

- Multispecialty & Research Hospital Fall 2024
- Brain Health Building /Pkg Garage 2/2025
- Mays Cancer Center Renovations 8/2023
- CEP NC & Vivarium Expansion 7/2024
- Outpatient Medical Building 8/2023
- San Antonio State Hospital 9/2023
- Research Science Building 2025
2023 UT Systemwide
Goods & Services HUB Procurement Opportunity Webinar
Tuesday April 18th, 2023

Multispecialty and Research Hospital
UT Health SA - Current & Upcoming Opportunities

- Campus Motorist Assistance – Due 4/26/23
- Employment Engagement Services – Due 5/18/23
- Biological Safety Cabinet Certification Contract – *Due 5/10/23*
- Preventative Maintenance for Getinge Equipment – *Due 5/26/23*
- Laboratory Services for Recovery Observational Trial – *Early Development*

**Contact:**

Strategic Sourcing

[StrategicSourcing@uthscsa.edu](mailto:StrategicSourcing@uthscsa.edu)
UT Health SA – New Hospital

- Recruitment Process Outsourcing (RPO) – Due 5/4/23
- Biomedical Engineering/Device Management – TBR 4/23
- Echocardiography Reading Software – TBR 4/23
- Food Service for Hospital
- Gift Shop for Hospital
- Job Description Software
- Linen & Laundry Services for Hospital

Contact:
Strategic Sourcing
StrategicSourcing@uthscsa.edu
2023 UT Systemwide Goods & Services HUB Procurement Opportunity Webinar
Tuesday April 18th, 2023

210.562.6300 or 210.562-6326

HubAdmin@uthscsa.edu

hub.uthealthsa.org

twitter.com/uthealthsahub

Procurement Portal for BID OPPORTUNITIES: uthscsa.bonfirehub.com
Doing Business with UTSA
UTSA Purchasing Website
https://www.utsa.edu/financialaffairs/services/purchasing/index.html
Purchasing 101

Purchasing personnel will first refer to any Applicable Laws or University Rules that may direct the use of a specific procurement method.

If not applicable Purchasing will use the following contract value thresholds to determine procurement methods should be used:

<table>
<thead>
<tr>
<th>Estimated Spend</th>
<th>Procurement Activities</th>
</tr>
</thead>
<tbody>
<tr>
<td>&lt;$15,000</td>
<td>No competitive procurement required.</td>
</tr>
<tr>
<td>$15,000 to $50,000</td>
<td>Informal quotes from three or more potential vendors are required (Institutions may allow end users to secure these quotes directly). Two (2) HUB quotes are strongly encouraged within this range.</td>
</tr>
<tr>
<td>&gt;$50,000</td>
<td>Formal procurement by the Institution directly or via another state agency or a GPO. The Institution’s purchasing office, not program staff, must take lead responsibility for conducting or overseeing the procurement, unless the procurement is led by the UT System Supply Chain Alliance.</td>
</tr>
</tbody>
</table>

NOTE: A large purchase may not be divided into small lot purchases to meet the contract value thresholds prescribed by this Section.
The Purchasing Department and the Historically Underutilized Business (HUB) Program operate as a unified division under the Office of Financial Affairs. Purchasing and HUB work closely with UTSA customers, other universities and the public to support research and educational missions of the university and provide suppliers general assistance related to working with UTSA.
UTSA ROWDY EXCHANGE SOURCING SYSTEM

1. **E-Procurement Notice**
   As of April 20, 2020 The University of Texas at San Antonio no longer accepts paper hard copy bid, rfp, or rfq responses. All responses must be submitted through the UTSA RowdyExchange Sourcing Portal. Responses submitted by any other means may be disqualified at UTSA’s sole discretion.

2. **Online Access to Procurement Doc.**
   Solicitation documents can be viewed online on UTSA Purchasing website under New Bids/RFP tab. All solicitations, including previously awarded solicitations can be viewed by clicking the appropriate tab under the Business Opportunities section below and selecting a specific event title. Current bids are listed in the “Open for Bid” tab.

3. **Registration to submit a Bid/RFP**
   Successful registration on the UTSA RowdyExchange Sourcing Portal must be completed in order to submit a response to the solicitation. Vendor Registration can be completed on UTSA Purchasing website under New Bids/RFP tab.

4. **Registration Assistance**
   For vendor registration assistance, email sourcing@utsa.edu or call 210-458-4060.

5. **Current Contracting Opportunities**
   Current bidding opportunities can be viewed online on UTSA Purchasing website under New Bids/RFP tab. [https://www.utsa.edu/purchasing/](https://www.utsa.edu/purchasing/)
Welcome to the UTSA RowdyExchange Supplier Portal

If you are a supplier that has been invited to participate, please login to access your account or create a new account below. As a participant you will have access to the following:

- Download all pertinent specifications
- View Q&A’s and ask/submit new questions
- Participate in Sourcing Events

To reset your password, click the Trouble Logging In link.

Enter your email to Login/Create Account

john.rascon@utsa.edu

Email

To create a new account click the create account button below.

If you are having issues registering or accessing the portal, visit Jaggaer Supplier Support Team online or call 1 (800) 233-1121 for assistance.
UTSA Rowdy Exchange – Creating Account

Registration Assistance

For vendor registration assistance, email sourcing@utsa.edu or call 210-458-4060.
Finding Current Opportunities

(Recommended) Electronic State Business Daily (ESBD) - ESBD (txsmartbuy.com)

UTSA has adopted policies or procedures requiring use of the ESBD. Institutions must comply with any University Rules related to use of the ESBD.

The UTSA agency number is 743.

Institutions are not required by Applicable Laws to post solicitations to the Electronic State Business Daily (ESBD)

UTSA Website - https://www.utsa.edu/financialaffairs/services/purchasing/index.html

Visit Current Bid Opportunities on the Purchasing website

You can also research past bids in anticipation of future opportunities.

Bonus: Register Your Business with the CMBL to potentially get added to future solicitations and receive notifications.
You will receive an invitation to participate in a procurement event.

The email will provide generic information on the event type and some important dates.

For first time users, the system will prompt to complete a registration process.

Always ensure to provide correct and current contact information for your organization.

Refer to the Supplier Sourcing Guide for Buyers on Jaggaer’s Sourcing Module for detailed processes and guidance.

You’ve been invited to participate in UTSA “Quote - Group Purchase Organization - Quote GPO”

Dear Antonio Monserrate,

You have been invited to participate in the following Quote - Group Purchase Organization.

Event Number: 743.2020.GPO.QT.266
Event Title: Quote GPO
Event Open Date: 4/30/2020 at 11:00 AM CDT
Event Close Date: 5/1/2020 at 5/1/2020 8:00 PM CDT
Issuing Company: The University of Texas at San Antonio

Please click the link to view the sourcing event

For first time users, when you click the link above you will be taken through a registration process. This is a process that will allow you to create an account and then gain access to view the event.

Thank You,
Responding to Solicitations in Rowdy

**Amendments**
Amendments reset vendor submission status back to “Response in Progress” and requires resubmission of the event.

**Summary**
Review all dates in the Summary section. Direct all communication via Q&A board of the sourcing event portal Review the Description in detail.

**Prerequisites**
Read and acknowledge all prerequisites by clicking the prerequisite name and then clicking the radio button indicating you have certified and have read and agree to each prerequisite.

**Supplier Attachments**
Upload all required documents. Verify successful upload by ensuring the document appears under the Supplier Attachment section with a number to the left of the document name and a dropdown edit button to the right of the document name.
Responding to Solicitations in Rowdy (cont’d)

**Items**
Enter Unit Price and Estimated Delivery directly into the spaces provided or click the “Respond to Item” button. If using the direct entry, click the “Save Progress” button when complete. Otherwise, click the next button.

**Review & Submit**
Review each section and make any corrections needed. Ensure each section has a green circle with a checkmark indicating completion of the section.

**Electronic Signatures**
Ensure that you have signed all documents that require signature (HSP, Execution of Offer, etc)

**Certification**
Click the box under the Certification section indicating you certify that the statements and information in the response are true and correct to the best of your knowledge and belief.

**Submit Response**

Failure to click the Certification or Submit Response are grounds for disqualification
UTSA Upcoming Bid Opportunities

- Conversion of Trailer into Quick Concession Trailer
- Occupational Health Services
- Athletics Video Production System
- ATM Services
- Print/Mail Services
UTSA JOC SUBCONTRACTING OPPORTUNITY

CONTACTS

Pounds Group (Sullivan Contractors
Shayne Henricksen
Shayne@SCS-TX.COM
Cell 830.557.3882
Office 830.372.3812

Waterman Construction
Andrew Waterman, LEED AP
andrew@watermangc.com
Office (210)762-5600

Noble Texas Builders
Nicholas Perez - HUB Program Manager
www.nobletx.net/partners/
Outreach Opportunities

• UTSA HUB Vendor Fair
• UTSA HUB Matchmaking Vendor Fair
• 2nd HUB Annual Quarterly Business Development Series in Partnership with UTSA, Alamo Colleges and SAISD
• Doing Business Texas Style Spot Bid Fair
• Reaching out to UTSA depts (through online directory)
• Prebid Conferences
Key reminders

- Attend Pre-bid conferences (whether as prime or subcontractor)
- Complete and Sign your HUB Subcontracting Plan
- Providing all necessary documentation
- Obtain all necessary signatures on various documents
- Click the Certification button when completing a response
- Be intentional with your Capabilities Statements
Contact Us

One UTSA Circle Dr. San Antonio Tx 78249

@ purchasing@utsa.edu or HUB@utsa.edu

📞 210-458-4060

🐦 @HUBUTSA
2023 UT Systemwide Goods & Services HUB Procurement Opportunity Webinar
Tuesday April 18th, 2023
UT AUSTIN
HUB/SB PROGRAM

ROGELIO E. ANASAGASTI
Assistant Vice President, Procurement and Payment Services
HUB Coordinator
The University of Texas at Austin, PPS HUB Team

Roy Anasagasti
AVP, PPS
HUB Coordinator

Tiffany Dockery Gibson
Director, HUB

Gary Hampton, Jr.
Senior HUB Associate

Tiburcio Soto
HUB Associate

Juan Pineda
Senior HUB Associate

Danielle Ash
HUB Associate

Annette Smith
University Professional

Oscar Toledo
HUB Associate

HUB’s mission is to develop and mentor HUB suppliers to increase supplier performance, expand competition, drive innovation and increase diverse sourcing
2023 UT Systemwide Goods & Services HUB Procurement Opportunity Webinar
Tuesday April 18th, 2023

The University of Texas at Austin, PPS Campus Services

- Diverse contracting
- Procurement advocacy
- Mentor protégé
- Policy administration
- Economic opportunity forum and growth

- Relationship management
- Campus level training
- Outreach
- Portfolio level support

- Program operations
- Alignment to small business growth

- Brand management
- Central communications
- Portfolio level support

- Relationship management
- Campus level training
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- Portfolio level support

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- Central communications
- Portfolio level support

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- Alignment to small business growth

- Diverse contracting
- Procurement advocacy
- Mentor protégé
- Policy administration
- Economic opportunity forum and growth

HUB/SB Program
Campus Training & Outreach
Procard
Communications
There are various types of supplier relationships

- **Preferred Suppliers**
  - Fewer evaluated sources
  - Short term agreements
  - Regular benchmarking of cost

- **Competitive Suppliers**
  - Multiple sources
  - Frequent negotiations
  - Arms length relationship
  - Price change measurement

- **Strategic Partnerships**
  - Single/dual sourcing
  - Focus on cost and quality
  - Managed risk
  - Technology sharing
  - KPIs
  - Balanced scorecard

- **Business Alliances**
  - Single sourcing
  - Dedicated resources
  - Mutual dependency
  - Shared risk
  - Exclusive rights
  - Communication plan
  - Transparent metrics

Category teams should maintain profiles for all developing and strategic suppliers.
The University of Texas at Austin, PPS Spend Management Opportunities

Working team prioritized seven categories for wave 1 and five for wave 2, based on ease of implementation and saving potential.

Potential low-disruption & high-value categories

<table>
<thead>
<tr>
<th>Wave 1 Categories</th>
<th>Spend</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT Hardware - Dot</td>
<td>$53M</td>
</tr>
<tr>
<td>Lab Equipment &amp; Supplies</td>
<td>$24M</td>
</tr>
<tr>
<td>Facility Maintenance/Building Products - FY '21 &amp; '22 removed</td>
<td>$10M</td>
</tr>
<tr>
<td>Other Professional Services</td>
<td>$9M</td>
</tr>
<tr>
<td>IT Services - Workday removed</td>
<td>$70M</td>
</tr>
<tr>
<td>Office Equipment &amp; Supplies</td>
<td>$5M</td>
</tr>
<tr>
<td>Travel - Out-of-state</td>
<td>$43M</td>
</tr>
</tbody>
</table>

Total = ~$600M
Questions

Find more information about the UT Austin HUB office at https://hubsb.utexas.edu

Contact the HUB Office hub@austin.utexas.edu

Next Steps

Register for contracting opportunities using Bonfire https://utexas.bonfirehub.com/portal/?tab=openOpportunities

Visit the HUB Vendor Portal for upcoming opportunities to engage https://hubsb.utexas.edu/vendor-portal
Panel Discussion/ Q&A Session

UT Institutions Central Panel:

Eric Walls     UT Health San Antonio
Rebecca Mendez UT Health San Antonio
Bruce Williams UT San Antonio
Rogelio Anasagasti UT Austin
Tiffany Dockery Gibson UT Austin
Closing Remarks

Hopeton Hay

Executive Director, UT System HUB Office