



Procure-to-Pay (P2P)

Is BC Higher Education Ready for On-Line Purchasing?

BCNET IT Conference
April 28, 2016

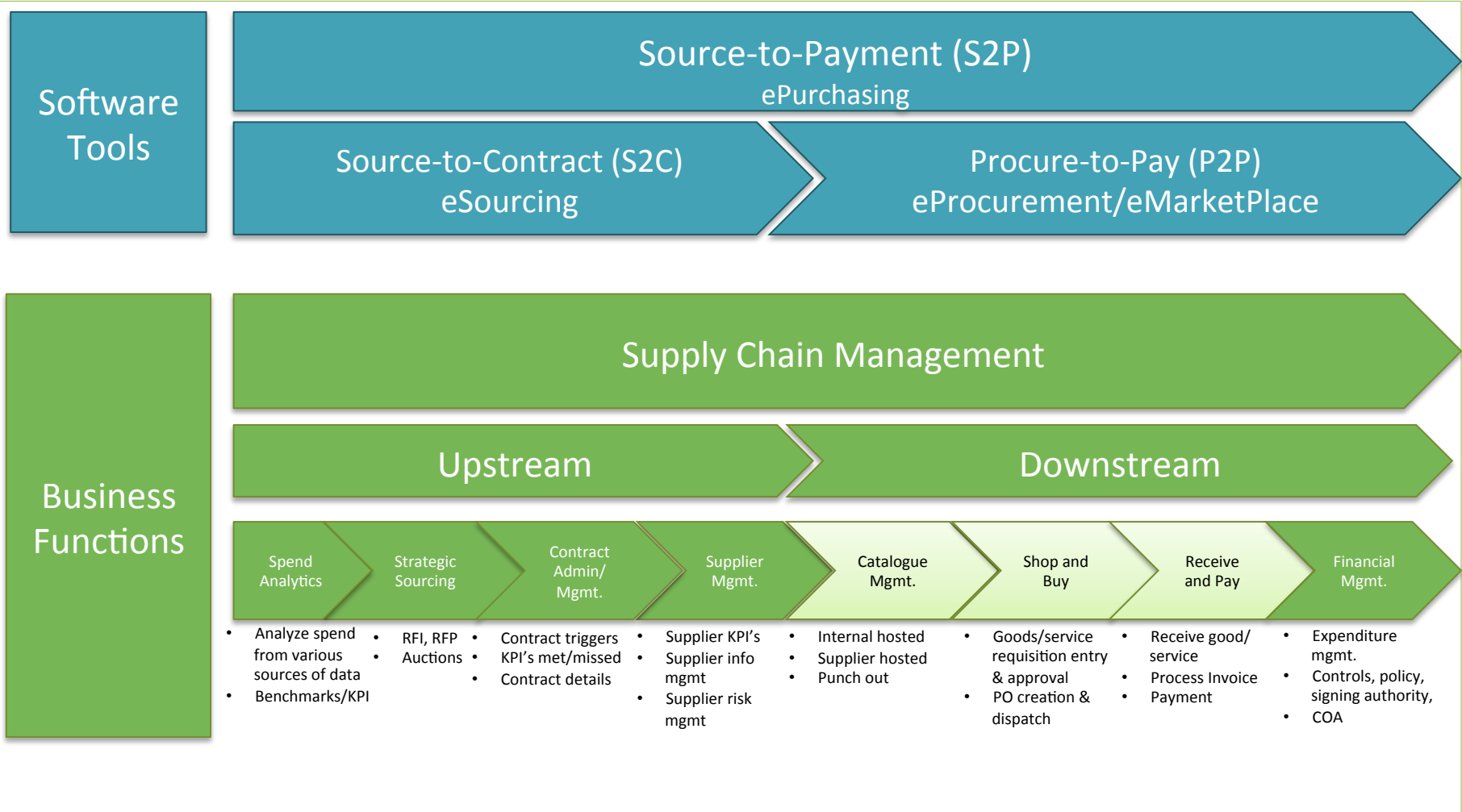
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Purpose of this Presentation

- Build general awareness of the P2P initiative for higher education IT professionals
- Highlight the strategic administrative value of the P2P initiative in support of the mission for post-secondary institutions
- Highlight the cross-Canada higher education sector and current marketplace landscape

The “Ecosystem”



P2P: At a Glance

- We're all familiar with ordering on-line for personal goods and services
- P2P does this in an institutional context, retaining appropriate controls

Source to Contract
(Available agreements)



Shopping



Buying/Sourcing



Receive and Pay

Select Goods/
Services Create
Requisition

Approval

Create
Purchase
Order

Dispatch to
Supplier

Receive

Process
Invoice

Process
Payment

Financial Management

P2P: Benefits to PSIs



Efficiencies & Effectiveness

- Saves time finding, evaluating and engaging suppliers every time to procure a good or service
- Reduces non-value paperwork and re-keying of info
- Optimizes contracts through improved reporting and spend visibility



Savings

- Leverages sector buys and existing supplier arrangements
- Reduces “off-contract” spend
- Increases card rebates and early payment discounts



Client Service

- Faculty and staff have “one-stop shopping” using robust, intuitive, self-service tool
- Get the right goods/services at the right time for the right price

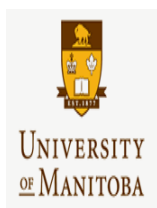
Other Canadian Jurisdictions



Mustang Mkt

SciQuest

[Mustang Market Placing an Order Video](#)



EPIC

Ariba



shopLaurier

SciQuest



Coupa



uSOURCE

SciQuest

[U of T Video](#)



McGill Marketplace

SciQuest



Mosaic

SciQuest



Sm@rtBuy

SciQuest

Key IMIT Challenge Areas

- Adoption barriers for Software as a Service (SaaS) cloud solution
- Integration complexities with new and existing systems (ERP and supplier catalogues)
- Effective, efficient, low-cost and easy training for many end users is necessary for success
- Cooperative sector-wide IT strategy is currently being drafted



What Does Success Look Like?

IMIT Perspective

- Sector-wide instance for effective implementation
- Cloud SaaS technology to leverage support effort
- Updates as part of annual maintenance to stay current
- Seamless integration to ERPs and with suppliers



Client Perspective

- On-contract buying with pre-approved suppliers
- Increased overall spend under management
- Data-driven spend analysis for price negotiations
- Improved visibility into invoice and payment status
- Intuitive user experience



Summary and Close

- Is BC Higher Education Ready for On-Line Purchasing?
 - BC is **getting** ready for on-line purchasing across the sector
 - Emerging SaaS options providing options for Canadian institutions as this area is maturing
 - The sector is working collaboratively to ensure whatever P2P option is recommended that it is an “enabling solution” to drive world-class education and allow PSIs to meet their mission and goals





[UC eProcurement Video](#)

Feedback and Questions