

Revenue Generating and Cost Savings Ideas

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1:30 Session

Revenue Generating and Cost Savings Ideas

- CSU Systemwide Contracts
 - Generated by the Chancellor's Office or Authorized Campuses
- State of California Contracts
 - Generated by State of CA or other state consortiums
- Purchasing Consortium Contracts
 - Generated by states, the CSU, private consortiums or cooperatives (E&I, WSCA, *CSU Auxiliaries?*)
 - Higher Education Consortiums... Auxiliaries can belong and use them

Revenue Generating and Cost Savings Ideas

- **CSU System wide Contracts** – www.calstate.edu/csp



Contract Search **Browse Categories**

The CSU Systemwide Contract Store is your single point of access to systemwide or multicampus contracts. Browse the store's categories or perform a global search below for the products or services you are interested in.

Enter Search Criteria

Match All Any

Vendor

Agreement Number

Contract Description

Search Results

Vendor	Product	Agreement		Expiration
		Type	Number	
AT&T Corporation	Network Equipment and Services	Master Enabling Agreement (MEA)	M2509	12/15/2016
Educational & I...	Purchasing Cooperative	N/A	EI	N/A
Factory Direct C...	Paint and Sundries	Agreement	N/A	N/A
Hi Software	Software Licensing for Web Accessibility	Agreement	90417	6/30/2013

Revenue Generating and Cost Savings Ideas

- **CSU System wide Contracts** – www.calstate.edu/csp
 - Network gear, office supplies, moving services, purchasing card, payment services, furniture, scientific equipment, freight, carpet, gasses, IT equipment, software,
 - Systemwide Auxiliary Contracts
 - Why not?

Revenue Generating and Cost Savings Ideas

- **CSU System wide Contracts**

- Procurement Card and Payment Services

- CSU and Indiana University
- Began with \$90M in volume, now over \$223M
- Began with two university systems, now:
 - 4 University Systems
 - » CSU, Indiana, Idaho, Colorado
 - 17 Universities or Colleges
 - » In addition to the above systems
 - 21 School Districts
- Procurement, travel with full insurance, A/P use (cards or ePayables), declining balance (travel advances), “ghost cards”
- It’s not about the rebate, but you can’t ignore it.

Card Spend All Contract Participants Nationwide

Spend	Rate
\$50M	.0730%
\$90M	.1330%
\$150M	.1760%
\$200M	.1890%
↓	
\$300M	.1975%
↓	
\$750M	.2230%

CSU / Auxiliaries Average Transaction

Spend	Rate
\$125	.6690%
\$250	.9730%
\$325	1.0430%
↓	
\$500 +	1.1250%

CSU / Auxiliaries Card Spend

Spend	Rate
\$20M	.1000%
\$10M	.0900%
\$4M	.0400%
↓	
< \$500K	.0000%

CSU / Auxiliaries Speed of Pay

Speed in Days	Rate
45	.0000%
40	.0500%
30	.1500%
15	.3000%
↓	
0	.0450%

Current Program Spend Applied to New Program

Nationwide Spend	\$90M	.1890%
CSU/Auxiliary Spend	\$20M	.1000%
CSU/Auxiliary Avg Tran Size	\$325	1.0430%
CSU/Auxiliary Speed of Pay	30 days	.1500%
		1.4820%

**US Bank Procurement Card
CO Target Rebate
2011-12 1.65%**



Revenue Generating and Cost Savings Ideas

- **State of California**

- Elavon Merchant Card Services

- <http://www.dgs.ca.gov/pd/Programs/Leveraged/masteragreements/CCA/Elavon.aspx>

- Changed in 2010/11 to a cost plus contract (currently \$.035 plus network costs)

- National / Enterprise car rentals

- Cellular Services

- Air travel

- Any contract that supports your mission with the CSU

Revenue Generating and Cost Savings Ideas

- **Consortiums**

- Verticle consortiums

- Health care and drugs

- Food, commodity resale, Higher Education

- Education & Institutional (E&I) Cooperative

- <https://www.eandi.org>

- Freight (outbound and inbound contracts)

- Furniture

- Equipment Maintenance Underwriting

- Maintenance, Repair and Operations (Grainger is here)

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