CASE STUDY

University of Pennsylvania Innovates Procurement with SciQuest

As one of the nation's oldest and most prestigious research universities, the University of Pennsylvania has a history of innovation and excellence. The Purchasing Services department continues that tradition as a pioneer in eprocurement. When it was time to upgrade their Oracle®-based purchasing portal, the University of Pennsylvania turned to SciQuest Spend Director for supplier content management.

INDUSTRY:
Higher Education

EMPLOYEES:
12,000

LOCATION:
Philadelphia, Pennsylvania

CLIENT SINCE:
2003

SCIQUEST SOLUTIONS:
Spend Director
Content Packs

TECHNOLOGY ENVIRONMENT:
Oracle iProcurement

KEY CHALLENGES

To extract even more value out of the Penn Marketplace, the University's successful supplier exchange, Purchasing Services needed a solution that could increase user adoption while improving contract utilization.

The University of Pennsylvania needed a solution that could:

- Enable a critical mass of supplier content with minimal IT resources
- Configure catalogs to promote preferred suppliers and campus "best buys"
- Leverage existing technology investment in Oracle iProcurement™ suite

SCIQUEST SOLUTION

The University of Pennsylvania licensed the SciQuest Spend Director solution, as well as content packs, to enable key suppliers. Integration of Spend Director with Oracle Corporation's iProcurement software enables Penn's 1,850 users to access at least 70 of the University's strategic contract suppliers' online catalogs in key commodity groups. Using Spend Director, the University directs at least 70 percent of campus purchase transactions through participating Penn Marketplace contract suppliers.

University of Pennsylvania

sciQuest™

"Spend Director is a breakthrough solution that will take purchasing at The University of Pennsylvania to the next level. We expect Spend Director to further streamline the buying experience for faculty and staff and increase the utilization of our targeted suppliers resulting in measurable cost savings."

Ralph Maier, Chief Procurement Officer

AVAILABLE REFERENCES

The following references are available to speak with prospective SciQuest clients. If you are interested in scheduling a reference call, contact your SciQuest representative.

Ralph Maier
Chief Procurement Officer

Vira Homick
Director, eBusiness

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