

UNC System Spend Compass

Spend Analysis: Contract Enablement / Contract Compliance Monitoring



February 15, 2012

UNCC Spend Compass Demonstration

■ Initiating a Departmental Scorecard

The screenshot displays the UNCC Spend Compass web application. At the top, it says "Welcome, Aubrey Miller" and "Advisory.com | Profile | Help | Log Out". The UNC CHARLOTTE logo is on the left, and "REQUEST SUPPORT" and "COMPASS" are on the right. The navigation bar includes "Home" and "Compass". The breadcrumb trail is "Compass > Spend > Scorecard Search > Department".

The main content area features a search interface with the following fields and options:

- Data Source Type:** ...
- Facility:** All
- Date Interval:** Annual
- Time Period:** Dec-2010 to Nov-2011
- Department:** Housing
- Go** button

A left-hand navigation menu lists various report categories, including "Spend", "Higher Ed Reports", "Opportunities", "Dashboards", "Cohort Price Lookup", "Spend Visibility Reports", "Scorecard Search" (with sub-items: Category, Vendor, Manufacturer, Department), "Quick Search", "Flex Query", "Common Report Templates", "Data Quality Reports", "My Reports", "Shared Reports", "Received Reports", and "Member Data Availability".

At the bottom of the page, there are links for "About Us", "Contact Us", "Privacy Policy", and "HIPAA Statement".



UNCC Spend Compass

■ Selecting a Department (Housing & Residence Life)

The screenshot displays the UNCC Spend Compass interface. At the top, it says "Welcome, Aubrey Miller" and "Advisory.com | Profile | Help | Log Out". The UNC CHARLOTTE logo is on the left, and "REQUEST SUPPORT" and "COMPASS" are on the right. The breadcrumb trail is "Compass > Spend > Scorecard Search > Department". The search filters are: Data Source Type: [...], Facility: All, Date Interval: Annual, Time Period: Dec-2010 to Nov-2011, and Department: Housing. The search results are displayed in a table:

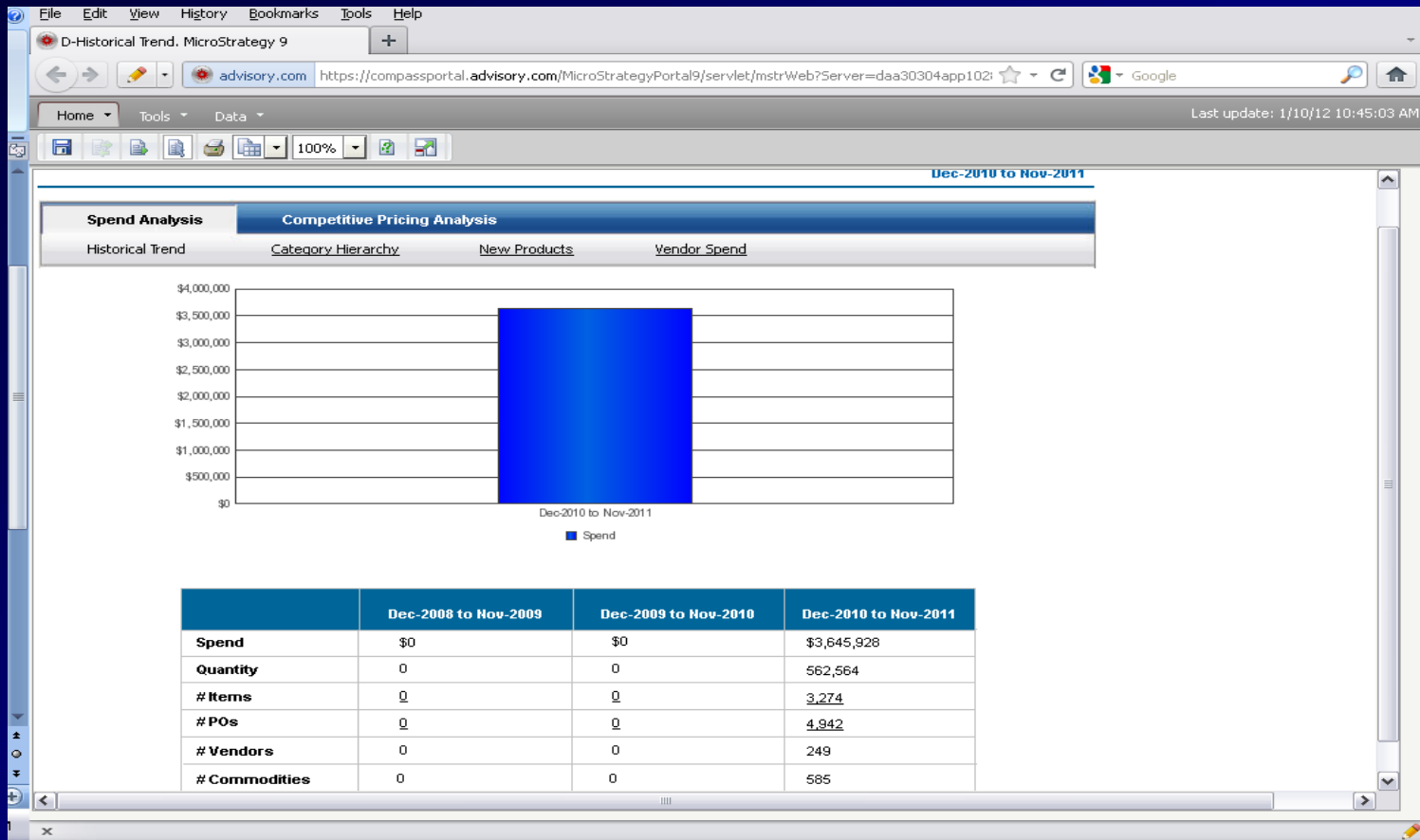
Facility	Department	Spend
UNC CHARLOTTE	HOUSING AND RESIDENCE LIFE	\$3,645,928

At the bottom of the page, there are links for "About Us", "Contact Us", "Privacy Policy", and "HIPAA Statement".



UNCC Spend Compass

■ HRL Spend Breakdown



UNCC Spend Compass

Department Spend by Vendor

Welcome, Aubrey Miller Advisory.com | Profile | Help | Log Out

UNC CHARLOTTE REQUEST SUPPORT COMPASS

Home **Compass**

Compass > Spend > Scorecards > Department > Spend Analysis > Vendor Spend

Department: HOUSI Data Source Type: Facility: All Date Interval: Annual Time Period: Dec-2010 to Nov-2011 Go

Home Tools Data Last update: 1/10/12 10:46:47 AM

Spend Analysis **Competitive Pricing Analysis**

Historical Trend ← Category Hierarchy New Products Vendor Spend

Vendor	# Items	# POs	Spend
SOUTHWEST CONTRACT	10	11	\$569,966
SOUTHERN LOCK & SUPPLY	42	43	\$245,696
HUGHES RANKIN	23	26	\$188,827
DELL INC.	10	13	\$147,545
SHAW CONTRACT FLOORING SERVICES INC	1	1	\$133,795
FLOORING SOLUTIONS	2	7	\$126,575
P.C. GODFREY INCORPORATED	4	9	\$116,259
ALPHANUMERIC SYSTEMS, INCORPORATED	8	8	\$97,232
ALLEGIANCE STAFFING	15	76	\$86,411
SOUTHEAST CONTRACTOR SERVICE INC	2	4	\$82,980
BONITZ FLOORING GROUP	19	34	\$79,698
MAYER ELECTRIC SUPPLY COMPANY INC.	106	123	\$71,707
CORRECTION ENTERPRISES	13	15	\$63,101
TYNER HUDSON CORPORATION	1	12	\$62,534

Spend Data for HRL



UNCC Spend Compass

- Spend with Mayer Electric

Category Hierarchy. MicroStrategy 9 - Mozilla Firefox

advisory.com https://compassportal.advisory.com/MicroStrategyPortal9/servlet/mstrWeb?Server=daa30304app102

GROUPING: Segment: (All) Family: (All) Class: (All) Commodity: (All)

Vendor Scorecard - *MAYER ELECTRIC SUPPLY COMPANY INC.* Dec-2010 to Nov-2011

Spend Analysis Change Analysis Competitive Pricing Analysis

Category Hierarchy Mfr Composition Top Products New Products Dept Analysis Historical Trend Buyer Org Hierarchy

Category	# Items	# POs	Spend	Vendor Market Leader	Cohort Market Leader	
+ Uncategorized	338	397	\$96,728			
+ <u>Uncategorized</u>	338	397	\$96,728			
+ <u>Uncategorized</u>	338	397	\$96,728			
- <u>Uncategorized</u>	338	397	\$96,728	KEY GOVERNMENT FINANCE	Uncategorized	0
+ Power Generation and Distribution Machinery and Accessories	11	16	\$1,303			
+ <u>Electrical wire and cable and harness</u>	10	15	\$1,213			
+ <u>Electrical wire</u>	10	15	\$1,213			
- <u>Copper wire</u>	10	15	\$1,213	GRAYBAR ELECTRIC COMPANY, INC.	GRAYBAR ELECTRIC COMPANY, INC.	\$8
+ <u>Power generation</u>	1	1	\$90			
+ <u>Power generation control equipment</u>	1	1	\$90			
- <u>Switchyard disconnect switches</u>	1	1	\$90	MAYER ELECTRIC SUPPLY COMPANY, INC.	LOGICALIS USA	0

Mayer Electric Spend



UNCC Spend Compass

- Mayer Electric Items

Top Product. MicroStrategy 9 - Mozilla Firefox

advisory.com https://compassportal.advisory.com/MicroStrategyPortal9/servlet/mstrWeb?Server=daa30304app102

Vendor Scorecard - *MAYER ELECTRIC SUPPLY COMPANY INC.* Dec-2010 to Nov-2011

Spend Analysis Change Analysis Competitive Pricing Analysis

Category Hierarchy Mfr Composition Top Products New Products Dept Analysis Historical Trend Buyer Org Hierarchy

Facility	Item #	Item	Vendor Part #	Manufacturer	Mfr Part #	UOM	Qty	# POs	Spend
UNC CHARLOTTE	NO DATA	10636 32 GEB-LITHONIA LIGHT FIXTURE	10636 32 GEB	LITHONIA LIGHTING	10636 32 GEB	EACH	435	1	\$17,587
UNC CHARLOTTE	NO DATA	11854 32 MVOLT GEB-LITHONIA 11854 32	11854 32 MVOLT GEB	NO DATA	NO DATA	EACH	152	3	\$10,427
UNC CHARLOTTE	NO DATA	OB361 MALAGA GREEN LO 100S E-(WITHERSPOON)	OB361 MALAGA GREEN LO 100S E	PHILIPS HADCO	OB361 MG LO	EACH	8	1	\$7,072
UNC CHARLOTTE	NO DATA	-GENERAL SERVICES	NVPN>GEN	NO DATA	NO DATA	LOT	1	1	\$3,298
UNC CHARLOTTE	NO DATA	11854 32 MVOLT GEB-LITHONIA 11854 32	NVPN>11854	NO DATA	NO DATA	EACH	40	1	\$2,744
UNC CHARLOTTE	NO DATA	NAP233684-MHC 100AMP/3K ALTO 12 P	NAP233684	NO DATA	NO DATA	EACH	108	6	\$2,414
UNC CHARLOTTE	NO DATA	11854 32 GEB-LITHONIA LIGHT FIXTURE	11854 32 GEB	LITHONIA LIGHTING	11854 32 GEB	EACH	40	1	\$2,404
UNC CHARLOTTE	NO DATA	ICN-1P-32SC35I-BALLAST (1 LAMP 3' T8)	ICN-1P-32SC35I	ADVANCE	ICN-1P-32SC35I	EACH	237	1	\$2,062
UNC CHARLOTTE	NO DATA	TCP20719-LED RETRO FIT CLEAR (EXIT LAMPS)	TCP20719	NO DATA	NO DATA	EACH	60	2	\$2,060
UNC CHARLOTTE	NO DATA	LIT TWLFA U-REPLACEMENT COVER BROWN (FOR 70W	LIT TWLFA U	NO DATA	NO DATA	EACH	35	1	\$1,777
UNC CHARLOTTE	NO DATA	ICN-2P-32N35I-BALLAST (2 LAMP 4' T8)	ICN-2P-32N35I	ADVANCE	ICN-2P-32N35I	EACH	200	1	\$1,740

The Top 4 Items



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- *The top 4 items make up the majority of the # of items and over 50% of the total spend with this vendor.*
- These are key items we would want to negotiate special pricing with deeper discounts in future contract negotiations with this vendor.

The total time it took to get to this point was less than 5 minutes!



UNC-CH Spend Compass

- *Live spend analysis demonstration for contract compliance*
- <https://compassportal.advisory.com/wps/portal/>



UNC System Spend Compass



Questions or Comments?