



PARTNER

REAL ROI EXAMPLES FROM PROCURE-TO-PAY

Control and Visibility into Your Institution's
Spend for Real, Measurable Savings.

INTRODUCTION:

On February 12, 2019, a strategic partnership was announced between ESM and Ellucian. The deeper partnership provides institutions of all sizes an accessible and full spend management solution that seamlessly integrates with their ERP system.

The Ellucian Spend Management Suite now contains solutions powered by ESM, including the new Ellucian Purchase procurement automation module.

With the new collaboration, organizations who rely on Banner by Ellucian or Colleague by Ellucian can easily add ESM-created solutions to their ERP systems through their Ellucian representatives.

WHY IT MATTERS TO HIGHER EDUCATION:

Many higher education institutions are dealing with lower revenues, higher costs, and more competition for students. Smaller, private colleges, especially, are hurting. Some have closed their doors; others are merging to keep their doors open.

In today's economic climate, every penny counts. But, when rogue spending, unauthorized contracts, and non-compliant spending are allowed to proliferate, thousands - even millions of dollars - can be wasted.

Ellucian Purchase can create visibility into your organization's spend, so you can uncover the gaps, take control of the spend and keep your organization from leaking even more money.

PROCUREMENT MODERNIZATION

BUILT FOR YOUR SUCCESS

Your Banner or Colleague ERP systems are industry-leading solutions that have been built from the ground up to cater to the needs of both finance and accounting, which each serve very specialized roles within organizations.

By comparison, Ellucian Purchase is designed specifically with procurement activities in mind, while also integrating seamlessly with your ERP system. It simultaneously provides users with easy access to the goods and services they need as it provides complete control and visibility of all transactions throughout the system.

BUILT FOR THE CLOUD

ESM is not your average cloud provider. We only build cloud solutions for higher education. Our experts build your cloud strategy, execute your ideas, and give you the choice to select the most effective cloud deployment for your institution. Ellucian Purchase is an extension of your cloud strategy.

BUILT FOR HIGHER EDUCATION

Built on top of trusted, enterprise-class infrastructure, our cloud solutions are optimized for your needs to protect sensitive data and technology investments.

RECORD OF SUCCESS

Delivering cloud solutions to higher education for over 20 years, we have supported hundreds of institutions of all shapes and sizes. The benefits are real. They are measurable. Here are some real examples from joint Ellucian-ESM customers. .

REAL SAVINGS

Based on our experience with hundreds of institutions and thousands of transactions, we know that these solutions can positively affect around 18% of an organization’s budget. We can definitively say that these savings are real, add up over time, and make a big difference on organizations’ tight budgets.

Imagine what the savings could be if your organization drove more spend through the same system with your strategic approved suppliers.

The portion of the budget that Ellucian Purchase can impact is known as “addressable spend” and includes all the funds typically spent on supplies that are needed to keep your various departments running.

We also know from hands-on-experience that average savings on the addressable spend put through the system is 12%.

Let’s do a little math with real numbers from Delaware Valley University. If we look at Delaware Valley’s addressable spend of \$9 million, and a conservative savings percentage of 7%, their savings exceeds \$650,000 per year.

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SAVINGS EXAMPLE

- » ESM can affect ~18% of the budget
- » Known as **Addressable Spend**
- » Real savings extend budgets



Enrollment	~2000
Estimated Operating Budget	\$50M
Addressable Spend (18%)	\$9M
Estimated Savings	7.3%
Savings	\$657,000

INCREASED EFFICIENCY

Efficiency is sometimes viewed as one of those soft costs that make it hard to rationalize a business case for a given solution.

Not that long ago, just filling out a purchase order at Joliet Junior College took days - even an entire week - to complete. Paper copies, interoffice deliveries, snail mail, and faxes all bogged down the process of acquiring the goods they needed.



EFFICIENCIES BOOSTED

Huge improvements at Joliet Junior College



Cut cost of processing a PO
from **\$85 to \$20**



Time process a PO:
7 days to INSTANTANEOUS!

But now, with a spend management solution, JJC is enjoying all the benefits of spend automation. Purchase orders are fulfilled almost instantaneously and cost 75 percent less to process.

“Now we send all of our POs out electronically, and it’s automatically done by the system once the final approval goes through. That’s one less thing we have on our plate.”

“It’s really allowed us to capture our expenditures and see where there might be room to save money or discover vendors that we’re using more often than we realized.”

“Approvers are telling us that it’s making things easier for them. It’s giving them that peace of mind that they didn’t miss anything while they were approving. They really like it!”

~ Roxanne Venegas
Purchasing Manager JJC

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SAVINGS. NOW.

Institutions like Gonzaga University and Columbia College use visibility to negotiate better upfront pricing. Instead of rebates at some future date, these institutions use the established spending pattern to negotiate better prices up front.

In doing so, savings are realized now - in the moment of the current transaction. The numbers are not some amorphous future possible savings.

This helps each institution stretch today's budget dollars with every transaction processed.



Savings. Now. Gonzaga & Columbia

Gonzaga and Columbia use visibility to negotiate better upfront pricing

Vinyl Gloves

\$30

AA Batteries

\$50

Clock

\$75

Gonzaga University Savings

“When you're talking 30 or 75 percent savings, that's transaction-based, not amorphous. That's your department's budget that just got stretched”

~ Steve Lunden, Director of Purchasing



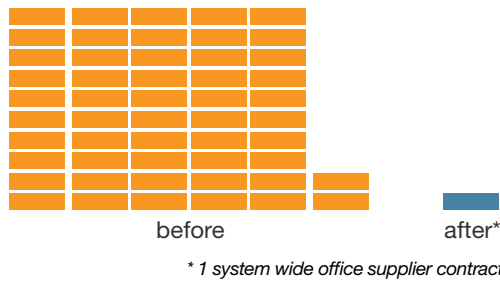
SUPPLIER CONSOLIDATION

With approved suppliers in an online shopping portal for your users, your institution will be ideally positioned to consolidate suppliers for even more savings.

Institutions like Ivy Tech and Delaware Valley University experienced great opportunities for supplier consolidation. Ivy Tech reduced the number of suppliers by 43%. Over at Ivy Tech, they reduced the number of suppliers for office supplies from 52, down to 1, significantly improving their negotiating position with that supplier, and reducing spend on office suppliers by 40%.

REAL SAVINGS AT IVY TECH THROUGH VENDOR CONSOLIDATION

NUMBER OF OFFICE SUPPLIERS



14%

Would it be helpful to your institution if you could stretch your budget by 14%?

STRATEGIC CONSIDERATIONS: SUSTAINABILITY & DIVERSITY

When you have approved vendors, negotiated contracts, and favorable pricing available on an online shopping portal for your organization's employees, you can take it a step further by promoting and prioritizing your organization's spend towards your strategic procurement initiatives.

The procurement function is in a unique position to affect positive change throughout the organization. Two examples are sustainability and supplier diversity.

The online shopping portal in Ellucian Purchase makes it easy to promote and prioritize approved vendors and negotiated contracts that meet your goals. Simply highlight them in the online marketplace so buyers know immediately where to shop.

Purchase helps your sustainability initiatives in a number of ways. First, the procurement department can lead by example when it adopts procurement and shopping solutions that eliminate paper catalogs and inter/intra departmental paper communications. In addition, electronic purchase orders and eInvoicing reduce the use of paper, postage, fuel, and pollution.

In addition, suppliers can be tagged and highlighted in the system as being preferred for sustainability or diversity reasons, enabling in-the-moment decisions by users to advance the strategic initiatives of the institution.



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CONCLUSION

Purchase is a modern, intuitive shopping platform. If your users have purchased goods online from any one of thousands of e-commerce sites, they will already be familiar with the shopping experience in ESM Purchase.

Ellucian Purchase seamlessly exchanges information back and forth with Banner or Colleague. Finance executives, procurement managers, and end users all have the relevant information at their fingertips.

Together, the solutions track where transactions are in the process, speeding up the turnaround time for things like purchase orders.

APPROVED SUPPLIERS, CONTRACTS, AND PRICES

Direct access to purchase against the contracts you work so diligently to put in place.

GUIDE SPENDING TO WHERE YOU WANT IT

Highlight preferred suppliers so they are automatically prioritized for shoppers.

COMPLETE VISIBILITY

Use reporting and dashboards to improve negotiating power, consolidate suppliers, and identify new opportunities to drive savings.

TURN PROCUREMENT INTO A REVENUE SOURCE

Drive more spend through the system and increase spend with contracted suppliers.

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BENEFITS OF ELLUCIAN + ESM

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