

# Achieving Results through Improved Strategic Sourcing and Contract Management Processes

Challenges	Solutions	Results
<ul style="list-style-type: none"> <li>• Required a quicker, more streamlined, and less stagnant bid posting process</li> <li>• Buyers spent a great deal of time providing tech support</li> <li>• Significant amount of paper due to multiple copies and shipping costs</li> <li>• Needed enhanced collaboration and visibility into sourcing projects</li> <li>• Required the ability to accurately track rebate collections</li> <li>• No central repository for contracts between the OSU Medical Center and the university</li> <li>• Needed to be able to track contract expiration dates and have notification features to ensure expirations don't pass</li> <li>• Lack of standard contract templates</li> </ul>	<ul style="list-style-type: none"> <li>• Chose SaaS solutions to avoid spending money or IT resources on integration</li> <li>• Implemented Ariba Sourcing™ and Ariba Contract Management™ on-demand solutions; leverage the Ariba Discovery™ service to increase competition and find new suppliers</li> <li>• Use solution to source a wide array of direct and indirect categories, including linens, hotel accommodations, capital equipment such as MRI machines, plumbing services, public relations services, power supplies, signage, security services, artwork, catering, IT labor, furniture, and more</li> <li>• Created a contract repository with notification of expiration</li> <li>• Future plans to build contract documents directly in the tool</li> </ul>	<ul style="list-style-type: none"> <li>• Standardized and much greener strategic sourcing process with improved visibility and validation</li> <li>• Automatic upgrades and enhancements with SaaS solutions</li> <li>• Identified a new supplier for linens through Ariba Discovery, resulting in \$1M in savings</li> <li>• Automated bid optimization—processing bids and tallying up results much faster</li> <li>• Increased collaboration and visibility between the medical center and university at large</li> <li>• Help desk technical support delivers significant benefits</li> <li>• More than 1,000 contracts currently in shared central repository</li> <li>• Ability to track when a contract needs to be approved</li> <li>• Pre-packaged reports allow them to make tweaks without creating from scratch</li> </ul>

**Company**  
The Ohio State University (OSU) Medical Center

**Profile**  
One of the largest and most diverse academic medical centers in the country

- Ariba Commerce Cloud Features**
- Ariba Sourcing
  - Ariba Contract Management
  - Ariba Discovery

**“With the old system, we may have had around 5,000 suppliers. Ariba Discovery creates competition by making new suppliers aware of our bid opportunities.”**  
Karen Sherrill, Senior Commodity Manager, OSU Medical Center

**“Before, we would have to manually track changes to contract terms and conditions, but Ariba allows us to red-line back and forth to a supplier to keep track of who made what changes and when.”** Karen Sherrill, Senior Commodity Manager, OSU Medical Center

