



University of Pennsylvania
Philadelphia, PA
www.upenn.edu

Industry:

Education and Research

Employees:

13,239

Oracle Products & Services:

Oracle Procurement
Oracle iProcurement

Oracle Partner:



SciQuest, Inc.
www.sciquest.com

“The combination of Oracle and SciQuest allowed us to process more than 70% of our purchasing transactions through the new system, realizing \$7.8 million worth of savings.” – Ralph Meier, Associate Director of Purchasing Services, University of Pennsylvania

University of Pennsylvania Streamlines Procurement, Saving \$7.8 Million

Founded by Benjamin Franklin more than two centuries ago, the University of Pennsylvania (Penn) is a highly-regarded institution of higher learning--from its undergraduate, graduate, and professional schools to its interdisciplinary research and scholarship programs. Penn's Purchasing Services Department aims to support the university's teaching and research mission with friendly, efficient purchasing options, training programs, customer service, and support through Penn's Web-based supplier exchange, Penn Marketplace.

Challenges

- To enable mass supplier content by extending the breadth of the existing Web-based supplier exchange
- To enhance the value of supplier exchange to increase user adoption and improve contract utilization
- To configure the supplier exchange to promote preferred suppliers and campuswide “best buys”

Solutions

- Collaborated with Oracle Partner SciQuest, Inc. to install two Oracle procurement modules—Procurement and iProcurement—streamlining the buying process for Penn faculty and staff and increasing use of targeted suppliers
- Enabled Penn Marketplace's 1,850 users to access 70% of Penn's strategic contract suppliers' online catalogs, enhancing overall efficiencies and lowering costs
- Boosted user adoption of the system, helping to enforce purchasing policies to lower procurement costs and control employee spending
- Improved customer service through real-time order tracking, product availability checking, and side-by-side product comparison shopping
- Eliminated error-prone paper processes with self-service ordering and requisitioning capabilities
- Increased purchasing efficiencies and lowered costs by promoting preferred vendors with Penn-specific pricing and internal inventory—saving \$7.8 million