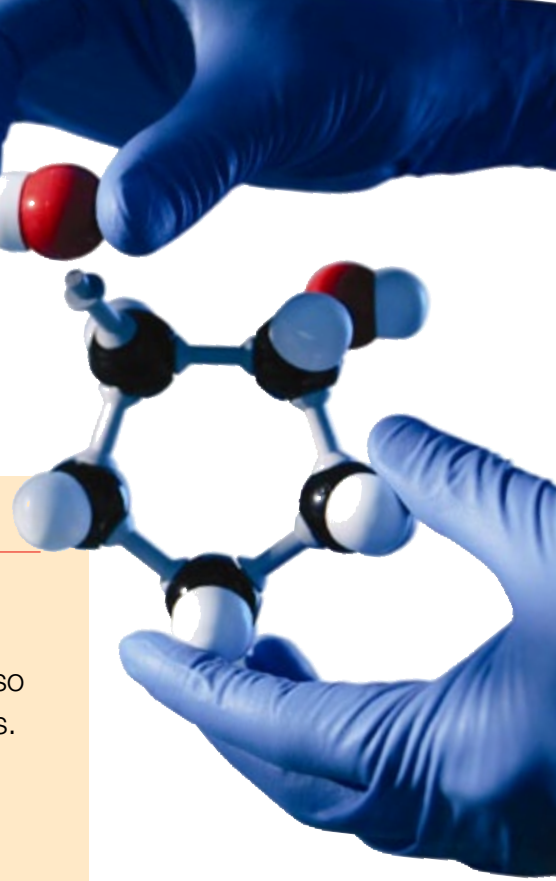


Fisher Scientific and Unity Lab Services Identify

Over \$370,000

in Procurement Process Savings for a University Customer



The Situation

A University with 10,000 employees, 35,000 undergraduate students and 11,000 graduate/professional students aimed to integrate its scientific supply purchasing into its SAP system. This institution was also interested in obtaining easy-to-use reports for management and buyers. Specific objectives included:

- Ease of ordering for end users
- Interface with SAP
- Electronic Data Interface (EDI) invoicing distributed to cost centers
- Easy reporting to cost center managers and buyers
- Reduction of purchase order processing time and costs
- Paper invoices for state requirements

The Solutions

A Unity Lab Services consultant performed a needs assessment for the University to clearly identify their current processes and recommend the optimal process needed to meet their needs. The consultant then worked with the University to implement the following solutions:

- Customized ordering via **fishersci.com**
- Customized training manual containing comprehensive ordering processes and instructions
- Invoicing via EDI
- Custom monthly paper billing reports for state requirements
- Excel usage reports for cost center managers and buyers

The Results

- The University has been able to handle an increased workload without hiring additional personnel
- Order processing time was reduced by three days
- In the first year, the University handled 4658 orders (90%) electronically, saving \$80 per order, for a total reduction in purchase order-processing costs of \$372,640