## BuySpeed® eProcurement Solution

# Generating Value for the State of Arizona through eProcurement Modernization

RESULTS: INCREASED Coop participation 44% ▪ REDUCED costs 30% on statewide office supply contract ▪ SAVED 5.2% on heavy duty chainsaw pilot reverse auction ▪ GAINED an additional 1.5% rebate from MRO supplier based on sales volume ▪ ELIMINATED manual vendor management process ▪ Staff REDUCED 50% while successfully implementing BuySpeed

## CHALLENGES

- The State of Arizona had a budget crisis of $1.4 billion and no funds to implement eProcurement.
- The State of Arizona had an unsupported platform that managed vendor registration.
- The State of Arizona had no visibility to statewide purchasing because of its old mainframe technology and multiple procurement systems.
- Lack of resources in State Procurement Office and IT.

## SOLUTIONS

- Phase One of ProcureAZ (BuySpeed eProcurement) was launched in less than 100 days and was on budget.
- Statewide access to Gartner-rated best-in-class eProcurement functionality for public sector, included:
  - One central vendor portal for vendors to register, obtain all agency solicitations and respond and pick up purchase orders.
  - Punchout ordering capabilities with key online catalog vendors.
  - Full solicitation management including reverse auctions.
  - Integration to mainframe financial system for real-time posting of accounting entries.
  - Business Intelligence capabilities supporting end-user ad hoc reporting and end-user managed dashboards.
- More than 2,000 contracts and 80,000 line items loaded into the catalog on day one with more than 8,000 vendors registered.
- Phase Two of ProcureAZ will implement the entire procure to pay process for all 108 agencies while enabling local jurisdictions to utilize the solution.
- The 1% administrative fee will more than pay for the system over five years with the help of financing.

> **"BuySpeed's functionality and Periscope's consulting approach have allowed us to implement ProcureAZ on-time, on-budget and with meaningful savings realized by the State. We couldn't have asked for a better fit for our statewide purchasing process."**
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> –Jean Clark, State Procurement Administrator