



Minnesota
STATE COLLEGES
& UNIVERSITIES

**Campus Service
Cooperative**
One team, many campuses

Board of Trustees
June 19, 2013

One Team, Many Campuses

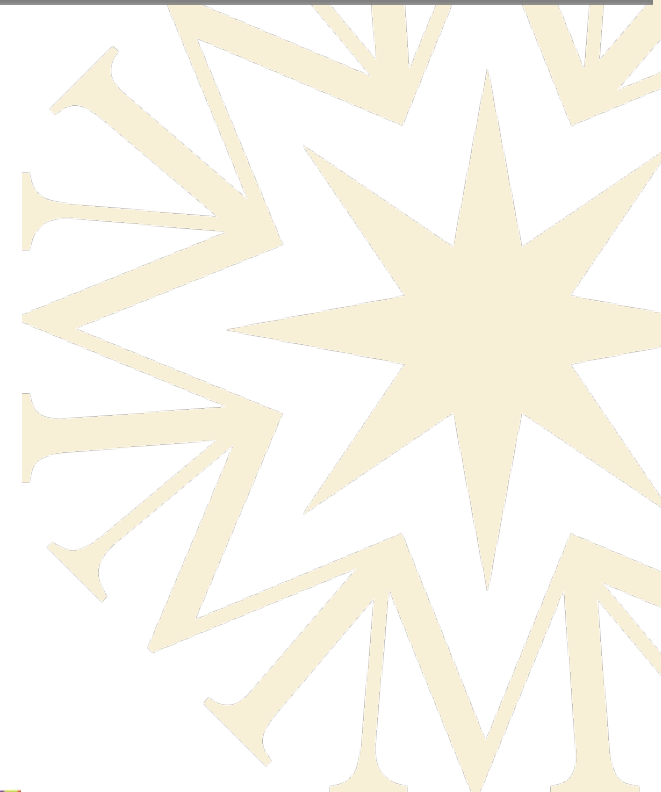
- ✓ **Shared Services**
- ✓ **Strategic Sourcing**



Focus on efficient, high quality, and transformational delivery of services, while respecting the distinct educational mission of each college and university.

Today's Topics

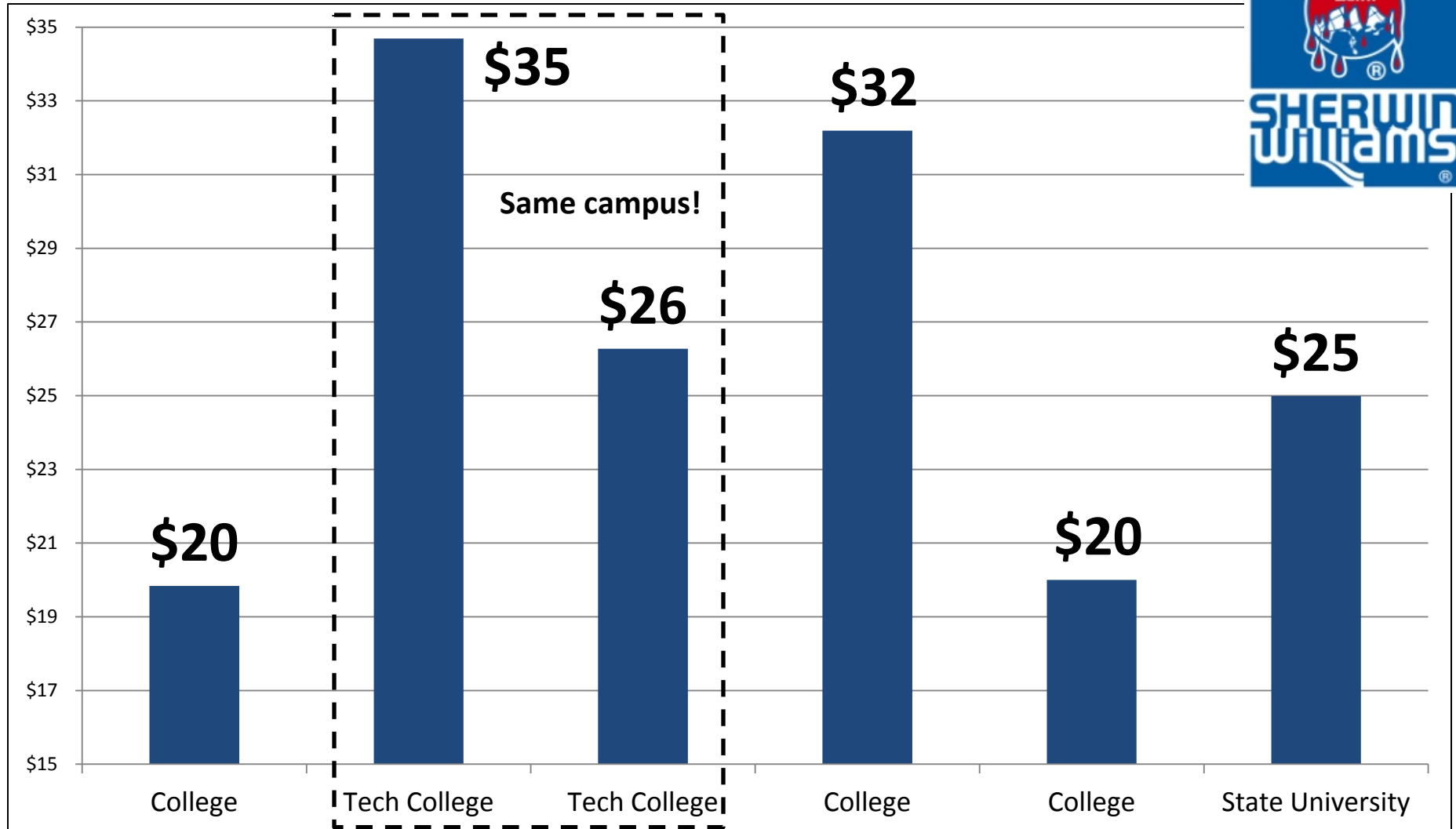
- Results
- Discussion
- Decisions





Prices Paid for Paint

One Gallon Interior White Latex, SKU # 640354114



CSC negotiated the lowest unit price plus an additional 5% for a total of 10.7% savings.



CSC Leadership Committee



**President
Ron
Anderson**



**President
M. Sue
Collins**



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Technology**



**Laura King
Finance**



**Mark Carlson
Human Resources**

Campus Perspective

President Sue Collins

NHED

Northeast Higher Education District

Member of Minnesota State Colleges and Universities



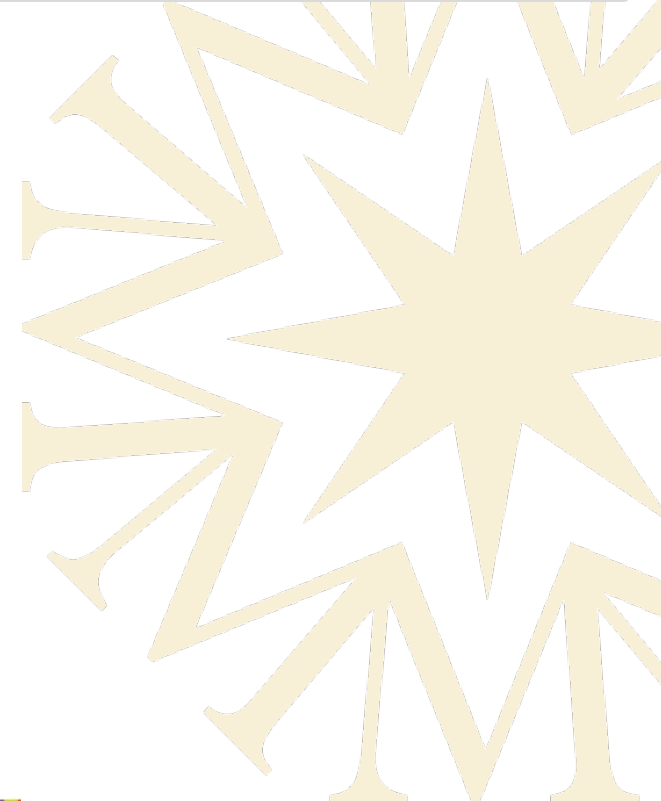
Student Perspective

CSC Captain

Chris Halling

System Director

Financial Aid



Team Perspective

CSC Captain

Sue Appelquist

Associate Vice Chancellor
Human Resources

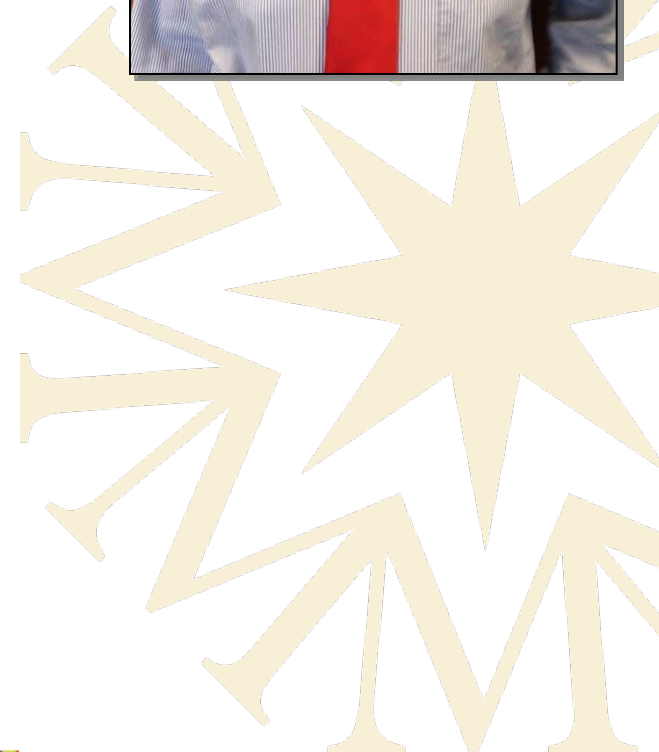


Cycle One Results

CSC Team

Jason Cavallo

Strategy Director
Lead Project Manager



Cycle One

Investment of \$2.5 million

❑ Sourcing

- ✓ Addressed \$25 million in annual spend
- ✓ Delivering \$4 – \$5 million in annual savings

❑ Shared Services

- ✓ Tackled 11 administrative processes
- ✓ Developing the blueprint for process efficiencies of more than 25%

❑ Change Management

- ✓ Engaged dozens of campus leaders and frontline staff
- ✓ Launching systemwide communication network to drive change



ITASCA *project*



McKinsey & Company



UnitedHealth Group®

ACTC
Associated Colleges of the Twin Cities



Matt Bailey



Al Johnson



Judd Frahm



Carole Chabries



Owen Stockdale



Cycle Two

**Estimated investment of
\$4.5 million**

Sourcing

- ✓ Prioritizing next wave of spend categories
- ✓ Forecasting \$35 million annual spend yielding annual savings of \$5 – \$7 million

Shared Services

- ✓ Rolling out 11 common processes *“border to border”*
- ✓ Evaluating, prioritizing, and piloting next wave of ideas

Change Management

- ✓ Drive adoption of new contracts and common processes
- ✓ Build internal capability, capacity, and culture of innovation



Discussion

Two Items for Delegation

Cycle One Contracts

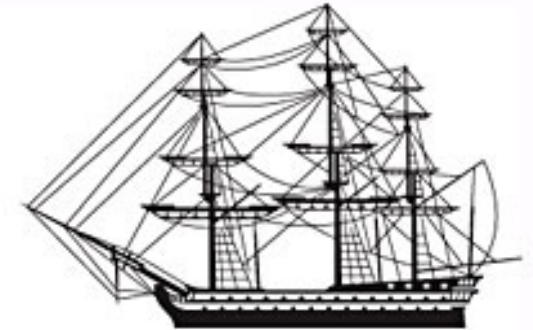
- | | |
|-----------------------------|----------------|
| ▪ Janitorial Supplies | \$5.9 million |
| ▪ Office Supplies | \$6.5 million |
| ▪ Managed Print | \$23.1 million |
| ▪ IT Software & Accessories | \$23.4 million |

Cycle Two Investment

- IBM shared services, strategic sourcing, and change management
 - Anticipated twelve month contract
 - Estimated investment of \$4.5 million



Campus Service Cooperative



Van-guard

/ˈvænˌɡɑːrd/

Noun

- 1. A group of people leading the way in new developments or ideas.**
- 2. A position at the forefront of new developments or ideas.**