An Integrated Solution

SunRISE
ASU: New American University

- Research institutions play a pivotal role in transforming society.

- Research institutions should be a "knowledge entrepreneur".

- Commitment to interdisciplinary, multidisciplinary research.
Current State of Higher Education

DECREASE IN BUDGETS
Staffing freezes, dramatic reductions in organizational budgets, and state and federal funding

INCREASED COST PRESSURES
Sales pressures (increasing competition), plunging endowments and restricted grants

INCREASE IN EXPECTED PRODUCTIVITY
Serving more people with less resources

INCREASED REGULATIONS
Patriot Act regulations, increased EPA fines, threat of bad press
Challenges for ASU

- How will we support an expanded research effort in a manner that allows us to compete and win?

- How do comply with regulatory standards while facilitating research?

- How do we do this without adding a significant administrative burden?
Meanwhile.

- Deans express concern about existing control and management systems.
- Purchasing evaluating alternatives to our first generation e-commerce system.
- Began showing the SciQuest system to potential users.
At the same time...

- Recognition of the need to enhance lab safety and security.

- Outside consultants retained.

- ASU team assembled to evaluate new chemical management and ordering solutions.
ASU Objectives

- Enhance research on campus.
- Easy-to-use, one-stop solution.
- Positive example of compliance.
- Selling point for recruiting researchers.
- Technologically-advanced solution.
Selected Solution

- SciQuest Spend Director.
- Science Catalog.
- LifeCycle Chemical Manager.
- LifeCycle Supplies Manager.
Current Clients

- Indiana University
- Emory University
- The University of Arizona
- The University of Chicago
- University of Nevada, Reno
- University of Michigan
- UNM
- Memorial Sloan-Kettering Cancer Center
- The Burnham Institute
- The University of Edinburgh
- PACE University
- The Emory Institute 1836
- The University of Nottingham
- OSI Pharmaceuticals
- University of Kentucky
- Salk Institute for Biological Studies
- Boehringer Ingelheim
- Amgen®
- GE Global Research
- Eisai
- gsk
- Lexicon
- EPIX Medical
- Roche
- Dendreon Corporation
- Ambit Biosciences
- Corixa®

ASU Arizona State University
Notre Dame
Penn University of Pennsylvania

Genentech
SciQuest offers:

- Faster, single order for all needs.
- More accurate, direct to fulfillment.
- Facilitates product comparisons.
- Facilitates recurring orders.
- Less cost, less waste.
- Better control of materials.
- Contract pricing.
Positive Considerations

- In compliance with future requirements.
- No injuries, or worse.
- No fines.
- No adverse publicity.
- No loss of grant opportunities.
- In demand lab space given to others.
Metrics

- Not money saved.
- Time better used.
- We compete on the basis of speed.
Time Better Used

- If save 1 hour per lab per week in administration.
- 52,000 hours per year.
- Equivalent of 25 FTE researchers.
Integrated Solution

The smartest purchase is the one that isn’t made.

Change what to buy, not just how to buy.

Maximize productivity, minimize risk.
Part of Lab Safety Initiative

Maximize productivity, minimize risk.

Manage lab materials: SunRISE.

Control access: Isaac Door Access.

Manage people: Department role.
Challenge of Materials Management

Diversity of materials
- Need to track consumables, assets and sample inventory.
- Biological and chemical collections are growing exponentially.

Complex searching requirements
- Traditional text searching often not adequate.
- Need to search structures, attributes and relationships.

Compliance and reporting
- Select agents and toxins must be monitored and registered with the CDC.
- Hazardous and radioactive materials must be tracked and reported from receiving to disposal.
Integrated Procurement and Materials Management

Search supplier catalogs and internal inventory through one interface

Search across all commodity groups
Search Hosted Catalogs or Punch-Out to Suppliers

Use parametric criteria to search hosted catalog content.

Punch-out to suppliers’ e-commerce Web sites.
Quick Order

Enter catalog number or SKU and immediately add to cart
Search by Keyword

- Search using parameters
- Refine searches by limiting searches to specific subcategories
Product ReSources

- Antibody Resource
- Column Resource
- Chemical Resource with structure searching
- Oligo Resource also available
View Search Results

- Refine search by supplier or category
- Basic product information with your contract pricing. Access to complete product descriptions
- Search results from preferred suppliers appear first
- Select multiple products to compare
Side-by-side Product Comparisons

Compare detailed product information

Add to cart from product compare screen
Accurate Requisitions

- Pre-populated ship to/bill to information from shopping cart
- Pre-populated item information from shopping cart
Customized Approval Workflow

End users can preview approvals

Customize approval workflow based on any requisition field
Track Order Status

Access all order online

Track order status

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**Order Summary**

- **PO No.:** 32344
- **Order No.:** 12345
- **PO Date:** Jan 20, 2003
- **Total:** 2,598.63 USD

**Supplier Info**

- **Supplier Name:** CDW
- **Address:** 200 N. Milwaukee Avenue
  Vernon Hills, Illinois 60061
- **Phone:** (900) 521-6200
- **Fax:** (900) 521-6300

**Bill To Info**

- **Customer:** CORING - CIN 6225
- **Organization:** RTF Resource Enterprise 1
- **Address:** 1171 McCormick Dr.
  Burns Harbor, IN 46304
  USA

**Line Item Details**

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<th>No.</th>
<th>Commodity Codes</th>
<th>Product Name</th>
<th>Catalog No.</th>
<th>QTY/UN</th>
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Subtotal: 2,598.63 USD

**Additional Notes:**

- Shipping, handling, and tax charges are calculated and charged by each supplier.
- *Tax: 6.00 USD
- *Shipping: 0.00 USD
- *Handling: 0.00 USD

**TOTAL:** 2,598.63 USD
Search for Chemicals

Type or scan in barcode numbers

Search for chemicals by chemical properties, hazards or containers

Search for hazards in specific locations
View Containers

View containers associated with a chemical record.

View container details, including expiration dates.

Track usage of specific containers including split, use and disposal.
Search by Hazard

Select specific hazard criteria

Search radioactive hazards
Access MSDS information. You have to scan in now. We are working a solution.

View hazard warnings
Create one purchase request for both external and inventory items.
Project Implementation
Project Team

- Large group to gain broad-based support
  - E-Procurement Team.
  - Chemical Management Team.
  - Financial Services Team.
  - Information Technology Team.
  - SciQuest Development Team.
  - Training Team.
  - End-User team.
  - Marketing/Web Site Development Team.
SunRISE is a Web-based application to search for, order, manage, and dispose of chemicals and other laboratory materials.

This SunRISE website has been established as a means of communication for all who are interested in the development and progress of the SunRISE Materials Management System.
Implementation Approach

- A material management system.
- Part of material-access-people lab program.
- Initially, scientific only.
- Central funding.
- Batch integration, not real-time.
- Simple is good.
- The way we do things around here.
Implementation Approach

- Deployed on basis of readiness, and risk.
- Once offered, alternatives are removed.
  - Control order, payment, delivery.
- Make best decisions on how to use it.
  - Can be somewhat department variable.
- It is not perfect.
- We will never be done.
Implementation Approach

- Define User roles.
- Train users.
- Add existing inventory.
  - Define locations: Campus, Building, Floor, Room.
  - Bulk loaded.
- Bar Codes: scanner, printer, labels.
- Encourage use of Purchasing Card:
  - Resolves Receiver issue and retains approvals.
Questions?

For more information sent e-mail to all:

Bettye.Williams@asu.edu
Betty.Ivan@asu.edu
Andrea.Streed@asu.edu
Joan.Barnes-Weatherton@asu.edu