



# THE SCHOOL DISTRICT OF PHILADELPHIA PROCUREMENT DEPARTMENT STRATEGIC SOURCING ANALYST INTERN

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# BUSINESS MODEL

Implement an effective, aligned business process that:

- Realigns business practices and the technology that supports them
- Reflect a more efficient working environment
- Increase diversity and competitiveness of vendors
- Creates a more user-friendly experience for District employees by developing an online marketplace
- Streamline buying processes by implementing a bid management system



# REVENUE

- Government Funding
- Outside Donations
- Grants



# MAJOR COSTS

- Labor Costs
- Maintenance Costs
- School Supplies
- Transportation for Children



# SIGNIFICANT ASSETS

- School Buildings
- Vacant Properties
- Technology:
  - Computers
  - Copiers
  - Printers



# ROLE OF PROCUREMENT

- Cost Effective Purchasing from External Sources
  - Products
  - Work Activities
  - Solutions
- Sourcing Analysis
  - Who out there (vendors) offer what type of service
    - For how much?
    - How well do they meet our needs at their price
    - Who has the best proposal?



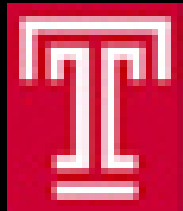
# STRATEGIC SOURCING ANALYST INTERN

- Vendor Evaluation Summaries
  - Created interactive worksheets that showed overall scores, based on weighted criteria, to quickly compare over vendors and see who offers the best answer to our problem at the lowest price
    - Ex: Printers, Utilities Bill Auditing Systems, Cafeteria Technology Systems
- Spending Analysis
  - Go through database of past purchase orders of individual schools to see where POs can be combined to cut costs, or if there is a cheaper substitute
    - Ex. Janitorial Supplies, Textbooks



# HOW MY EXPERIENCE RELATES TO THE FOX SCHOOL BUSINESS REQUIREMENTS

- Business Communications
  - Formal, written emails to fellow co-workers and potential vendors
  - Presentations



Fox School of Business  
TEMPLE UNIVERSITY





# HOW MY EXPERIENCE RELATES TO MY MIS COURSE WORK

- Data Analytics
  - Going through the School District's database to find buying habits and similarities of schools to find potential cost savings
- Enterprise IT Architecture
  - Researching and finding up and coming new technologies that could potential cut costs once implemented in the every day work force
    - Programs that submit RFPs electronically (saves A LOT of paper)
    - Utilities billing audit systems that keep a precise track online (reduce overcharges)



# HOW MY EXPERIENCE RELATES TO MY MIS COURSE WORK (CONTINUED)

- Digital Design and Innovation
  - Understanding the process of procurement and knowing how our spending actions affect other departments
- Lead Global Digital Projects
  - Communication skills with colleagues
  - The ability to split up group work effectively and keep everyone on the same page working towards the same goal

