



## Project Summary

### Organization:

Pennsylvania State System of Higher Education

### Solution:

Government

### Location:

Pennsylvania, United States

### Project Objective:

- Create a centralized vendor database for all PASSHE schools
- Gain visibility into procurement process for compliance oversight
- Encourage buy-in from all 14 universities by demonstrating the value of a shared portal

### Products Used:

Bentley Procurement Software

## Fast Facts

- The Pennsylvania State System of Higher Education chose Bentley procurement software to standardize the procurement process and improve compliance oversight.
- All 14 state-owned universities are connected to the central procurement portal and process approximately 300 bids through the system each month.

## ROI

- The new system facilitates wider distribution of sourcing events to increase supplier competition.
- The chancellor's office can now monitor sourcing activity across a functionally and geographically diverse organization.
- PASSHE university procurement departments continue to operate independently, but now have access to a shared database of more than 9,000 qualified vendors.

## 14-Campus University System Enhances Collaborative Procurement with Shared Portal

Bentley's Procurement Software Provides Access to More than 9,000 Vendor Profiles of Highly Qualified Suppliers

### Dispersed Vendor Management Team

The Pennsylvania State System for Higher Education (PASSHE) encompasses 14 state-owned universities with undergraduate and graduate enrollment of 120,000 students. PASSHE university procurement departments operate independently with general policy oversight and responsibility for system-wide sourcing initiatives provided by the chancellor's office at Dixon University. With each university managing its own vendors, there was substantial duplication of effort and the process was burdensome for suppliers to maintain their accounts with multiple customers across the state-wide system.

Several universities resorted to maintaining lists of suppliers in spreadsheets, while others had no vendor list at all. Because they individually lacked scale, each campus had not implemented electronic sourcing—and at best listed sourcing opportunities only on their own websites. The lack of a consistent procurement process for vendor management and sourcing made it difficult for the central procurement organization in the chancellor's office to fulfill its role in

compliance oversight. Additionally, the lack of visibility meant the chancellor's office had difficulty monitoring sourcing activities system wide or seizing opportunities for cooperative purchasing.

### Centralized Portal Drives Procurement Efficiencies

PASSHE realized it could improve procurement process efficiencies at each campus, as well as across the entire system, and achieve its goal of increased visibility and transparency with an integrated supplier management and sourcing system. Because the chancellor's office could not compel each campus to adopt its recommended approach, they knew the solution must be easy to use and affordable.

The chancellor's office rolled out a sourcing solution developed by Bentley and established a framework agreement that would allow each campus to buy into the system using its own funding and at its own pace. The central procurement organization quickly proved the value of a shared procurement portal and a shared supplier database.



*Pennsylvania's state-owned universities use Bentley procurement software and have a shared database of more than 9,000 qualified vendors*

*“With a staff of three in the central procurement office, [Bentley procurement software] is invaluable in providing system-wide transparency.”*

*– Linda Veneri,  
Director of Strategic Sourcing*

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Today all campuses have elected to join the central procurement portal, and each has access to more than 9,000 vendor profiles of highly qualified suppliers. In addition to relieving the campuses from independently managing vendor lists, the universities also have access to a greater number of vendors in each category.

Each university has access to a shared vendor database and unique administrative access to its own sourcing opportunities. This approach provided the benefits of a shared system along with the privacy and security desired by individual campuses.

With a solution powered by Bentley software, PASSHE now has a robust, central supplier management and sourcing system that provides an efficient and standardized process framework, facilitates increased supplier competition, and allows for increased transparency of procurement activity system wide.



*The Pennsylvania State System of Higher Education comprises 14 universities with a total enrollment of 120,000 students.*