

SciQuest - Empowering e-Procurement to Drive Savings and Add Value

Georgia Case Study



**GOVERNMENT
SOURCING
SOLUTIONS**

MAKING THE HARDEST JOB IN
GOVERNMENT A LITTLE EASIER

Savings Through SciQuest

Gap Analysis: Gap analysis enables the state to identify gaps where additional classification codes can be added to further improve visibility into spending.

Benchmarking: Benchmarking enables the state to see how current contracts and performance stand up against other states or consortia, helping the state to understand its performance in the marketplace.

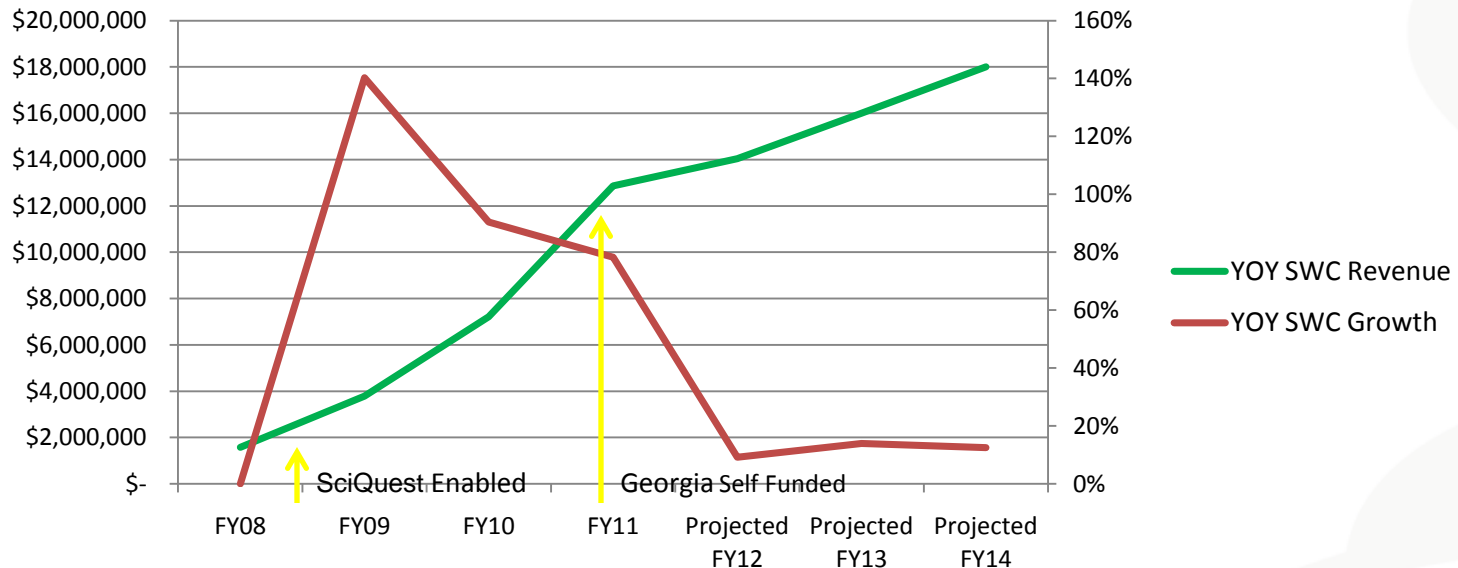
Price Compliance: Price compliance reporting helps to ensure that the state is making the best use of rebates and volume discounts by simplifying contract maintenance and identifying off-contract spending.

Spending Patterns: Spending pattern reports enable the state to monitor spending patterns, making it much easier for state employees to access information they need to make informed spending decisions.

Underutilized Suppliers: Underutilized supplier reports make it easy to identify suppliers with little or no spending activity, which helps the state direct spending more efficiently.

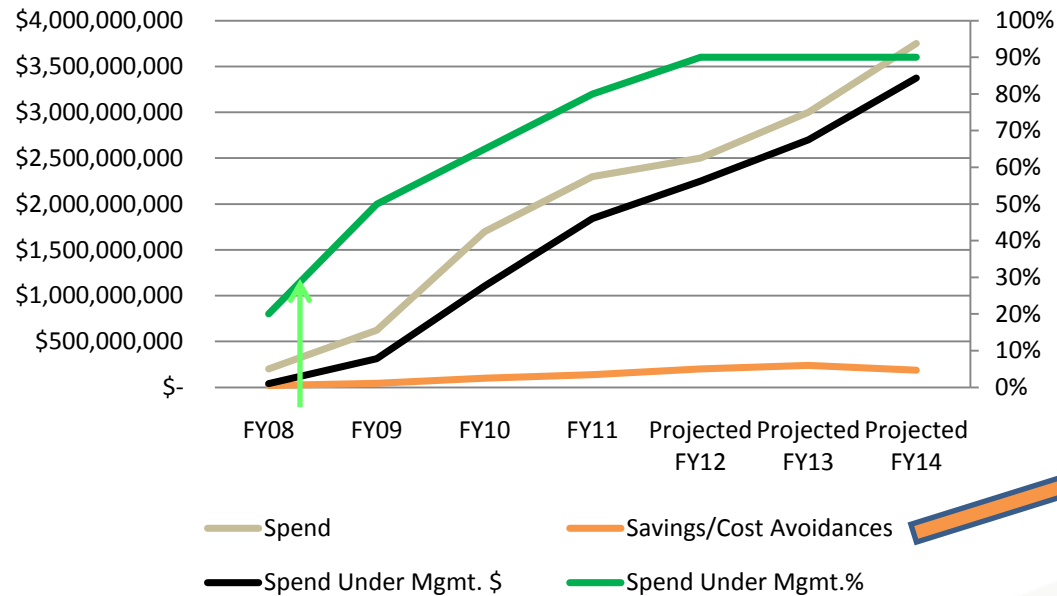
Purchasing Card Reports: P-Card reports make it easier to identify suppliers who accept P-Cards, information which the state uses to help expand its P-Card program.

Impact of SciQuest



- SciQuest enabled in January 2009
- 140% revenue growth from FY08 to FY09
- 90 % revenue growth from FY09 to FY10
- 78% revenue growth from FY10 to FY11

Savings and Contract Utilization (Throughput)



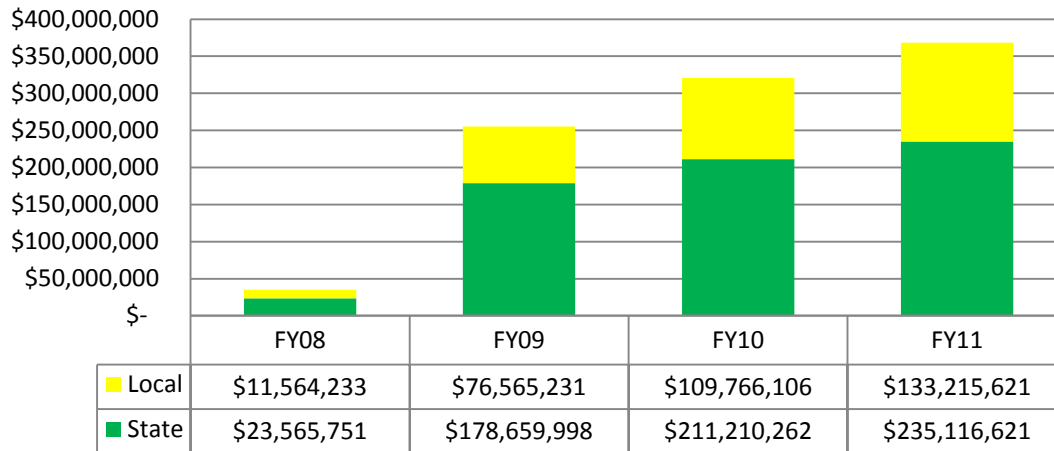
Savings

- FY08 \$20M
- FY09 \$43.7M
- FY10 \$102M
- FY11 \$138M
- FY12 \$200M*

- 60% increase in contract usage; 20% in FY08 to 80% in FY11
- 80% contract compliance realized in 2.5 years
- \$2.1B additional spend being managed from FY 08 to FY 11
- \$303M savings from FY 08 to FY 12

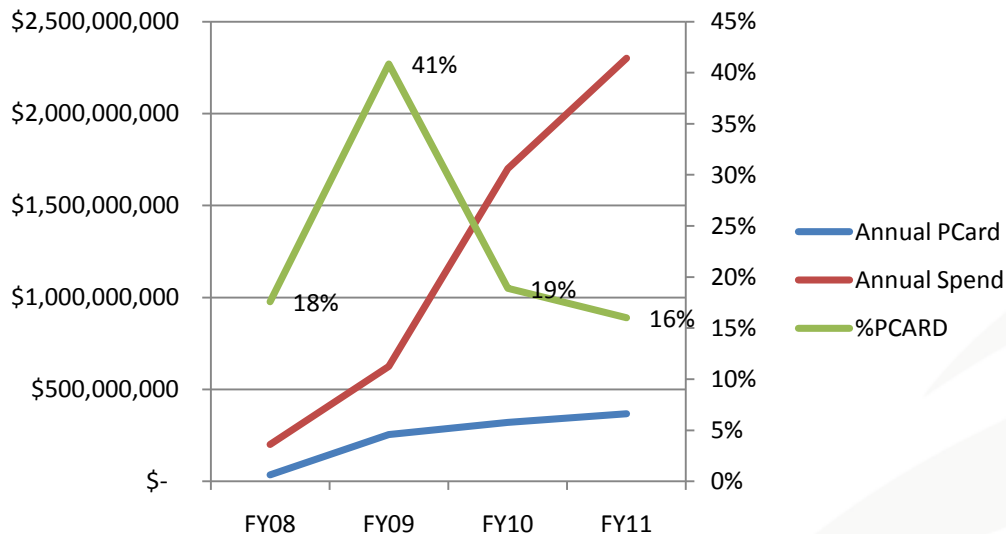
P-Card Savings

State/Local P-Card Spend



Georgia Past

- Annual combined transaction avg. 1.1M
- \$69 avg. manual processing cost
- \$75.9M spent on processing PO's



Georgia Present

- Automated P-Card
- Greater efficiency
- \$42.1M spent on processing PO's
- \$33.8M savings
- \$4.7M in annual rebate