

Strategic Purchasing – Maintenance, Repair, and Operations (MRO) Supplies

Project Team Members

Name	Organization
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Work Team Approach

Due to the complexity and diversity of MRO supplies on campus, the team determined the four target subcategories as paper products, trash liners, lighting, and cleaning chemicals.

Data Analysis

- Requested and received line-item purchasing data for target subcategories from 5 primary units on campus (FP&M, Housing, Union, Athletics, and UHS)
- Performed detailed savings analysis for target subcategories

Stakeholder Engagement

- Created survey with questions around hand towel and trash can preferences
- Distributed survey to faculty, staff, and students

Recommendations

Survey Results

Surveys were distributed to faculty, staff, and students to gauge campus acceptance of proposed high-velocity hand dryer solution versus hand towels.

- ***Inside UW* survey for faculty and staff found:**
 - 44% of faculty and staff prefer hand towels over hand dryers
 - 42% of faculty and staff prefer high-velocity hand dryers
 - 25% of faculty and staff were somewhat likely to seek out restrooms which still have paper towel dispensers
- **Student survey found:**
 - 63% of students prefer high-velocity hand dryers over paper towels

Recommendations: Standardization

- Recommendation to standardize on preferred items for paper towels, toilet tissue, trash liners, lamps, and cleaning chemicals
- Outline of preferred items in target subcategories include:

Category	Recommendation	Est. Savings
Paper Towels	Natural paper in three sizes	\$18 K
Toilet Tissue	One 1-ply tissue type in three sizes	\$36 K
Trash Liners	One high- and low-density bag in three sizes	\$90 K
Lamps	Select commonly-used lamps by lamp diameter, length, wattage, and color spectrum	<i>See recommendations</i>
Cleaning Chemicals	Metered chemical stations	\$57 K

Recommendations: Sustainability Initiatives

Category	Recommendation	Est. Savings
High-Velocity Hand Dryers	Remove paper towels from select high-volume restrooms and replace paper towel dispensers with high-velocity hand dryers <i>Note: Upfront costs of \$170 K are not included in recurring savings</i>	\$9 K
Metered Chemical Stations	<i>See previous slide</i>	

Category	Recommendation	Est. Savings
Coordinated Meetings & Trainings	Establish cross-discipline education and training for all facilities staff and create user groups consisting of supervisors within each MRO discipline (janitorial and maintenance) to organize quarterly meetings, demonstrations, and trainings	\$20 K

Financial Impact of Proposed Solutions

	2012-2013	2013-2014	2014-2015	2015-2016	2016-2017
Recurring Savings	\$230 K	\$230 K	\$230 K	\$230 K	\$230 K
Upfront Costs	(\$170 K)	-	-	-	-
Net Savings/(Costs)	\$ 60 K	\$230 K	\$230 K	\$230 K	\$230 K

Savings: Year One financial impact will result in estimated savings of ~\$60 K; five-year savings will result in approximately \$980 K.

Costs:

- Upfront costs (recognized in Year One) of \$170 K for high-velocity hand dryer recommendation
- Other MRO supplies costs are to be determined by the overall Strategic Purchasing team; resources needed are outlined in the *Strategic Purchasing Appendix*

Implementation Considerations

Implementation considerations proposed by the Advisory Committee are as follows:

- Savings outlined in the financial model do not include the positive impacts of potential reduced labor hours and improved safety of workers; ‘soft’ positive impacts should be highlighted in communication plan to campus
- The implementation team should continue to consider the entire UW-Madison environmental footprint by weighing the benefits of reduced costs with the benefits of increased sustainability

Appendix

Implementation Plan

The general implementation is full and comprehensive, but the team anticipates that many recommendations can be implemented simultaneously, allowing for earlier realization of savings.

Timing / Date	General Milestone
Week 1	Identify individuals to be on implementation team
Months 1 – 6	Develop detailed implementation plan and methodology for each recommendation
Months 7 - 12	Develop programs and test with stakeholders



Category Timelines

Recommendation	Estimated Timeframe
Standardization	31 weeks
Green Initiatives	
<i>High Velocity Hand Dryers</i>	36 weeks
<i>Metered Chemical Stations</i>	28 weeks
Improved Communication	44 weeks