

June 1, 2015

TO: Department Heads, Scientific Areas

Save the Date: Scientific Suppliers Manufacturer Showcase

.....

Purdue University and Fisher Scientific will host a manufacturer showcase on June 15 at Purdue Memorial Union Ballroom from 1:00pm to 3:00pm. The showcase will give all scientific researchers an opportunity to meet with Purdue's largest manufacturers of scientific supplies that will be offered through Fisher Scientific.

As previously announced, Fisher Scientific has been named as the University's strategic partner in managing the University's scientific stores and providing scientific supplies to meet the University's research and teaching lab needs. This new partnership with Fisher will benefit individual customers by offering a low-cost, fast, and reliable way to pick-up scientific supplies through the on-campus stores and Fisher catalog. A direct cost savings benefit to researchers will be the elimination of 13.5% inventory markups previously charged by Purdue. In addition, Procurement Services is working directly with manufacturers to extend the specialty pricing and discounts currently available through other vendors to be available through Fisher.

On July 1, all competitor exact match (same brand and item) products will no longer be available in existing Ariba catalogs. Some existing catalogs are being updated or removed to reflect the partnership with Fisher, and manufacturers are being channeled to service the University through the Fisher catalog. More information regarding catalog changes will be forthcoming.

We appreciate your cooperation in achieving the full benefits of this new contract, which may only be realized by consolidating volume with the preferred supplier. Over the next few months, Procurement Services, in conjunction with a commodity advisory team, will continue working with Fisher Scientific to maximize cost savings through several collaborative efforts:

- Consolidation of exact match items through other competitors.
- Savings opportunities on purchases or quotes outside of the Ariba catalog.
- Developing easy-to-use cost-saving cross-reference guides.
- Continuing to offer unique, one-of-a-kind items via the on-line Ariba catalog.
- Consolidation of third-party distributors catalogs to Fisher catalog in Ariba.

As a general reminder for purchasing goods at Purdue University, Procurement Cards (P-Card) are to be used only for emergency or non-routine purchases. Additionally, in order to protect the University, no other methods such as a DIVs or verbal orders are permitted for making general purchases.

If you have any questions, please do not hesitate to contact Nathan Manges at 765-496-3724 or nmanges@purdue.edu. Your cooperation in making this agreement is greatly appreciated.

Best regards,

Rob Wynkoop
Managing Director, Office of CFO and Treasurer