



TEXAS

The University of Texas at Austin

Procurement and Payment Services



Drive Process Efficiency & Rebate Dollars

Maximizing Opportunities Within Organizational Boundaries



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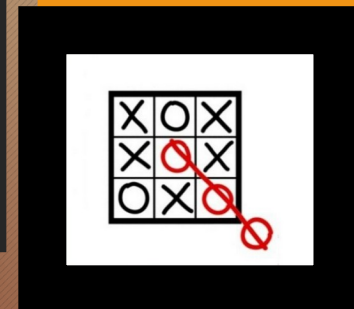
Fun Facts



Natieka



“Think Outside the Box”?



**ENCOURAGES CREATIVE
THINKING...**



**WHAT HAPPENS WHEN
WE'RE OPERATING IN A
WORLD OF CONSTRAINTS?**



**HOW DO WE UNLOCK
INNOVATION WITHIN THE
BOX?**



The Reality of Constraints



Organizational Constraints

- Policy
- Resource limits
- Timelines
- Compliance

Boundaries

- Provide structure
- Mitigate risks

Real-World Opportunities

- Challenge us to be resourceful and efficient
- Optimize within these limits

The Power of Thinking Inside the Box

- *Inside the Box Thinking isn't about limiting creativity; it's about maximizing it within the constraints.*
- *Focus on what's possible, not on unrealistic solutions.*
- *Address real-world opportunities efficiently.*



Identifying Diminishing Returns



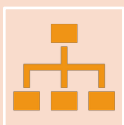
When quality hurts productivity:

- Over-refining processes can degrade morale and slow output.
- Recognizing the point where diminishing returns affect productivity is key to maintaining balance.

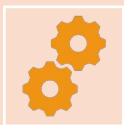
Example: Spending hours perfecting non-critical tasks leads to lost time and resources.



Driving Process Efficiency



Optimize workflows within the boundaries of your organization.



Eliminate bottlenecks and manual processes that consume unnecessary time and resources.



Utilize technology and automation where possible.

Leveraging Team Strengths

- *Understand your team's **core competencies and strengths**.*
- *Allocate tasks based on these strengths to maximize efficiency.*
- *Encourage **collaboration** to spark innovation within existing processes.*





Generating Rebate Dollars

- **Financial Impact:** Streamlining processes can lead to rebate opportunities.
- **Vendor Management:** Ensure that you're maximizing rebate programs with strategic vendor partnerships.
- **Case Study:** Organizations that have optimized purchasing workflows have seen significant rebate increases:
 - **University of Michigan:** The university automated workflows for high-volume transactions, allowing them to achieve notable rebate increases through early-payment discounts and vendor partnerships.
 - **Texas A&M University System:** By centralizing their procurement, they improved spend management and rebate programs with better supplier negotiations and compliance.
 - **California Community Colleges:** By standardizing purchasing workflows, they maximized rebate programs, saving over \$10 million.
 - **Texas State University:** Optimized procurement with an automated workflow, increasing rebates and reducing transaction times.

Sources: [Cooperative Contracts for Education | E&I Cooperative Services \(eandi.org\)](#) ; [NASPO 2016ResearchBrief_TheValueOfProcurement_FINAL.pdf](#); [National Association of Educational Purchasing](#) ; [Mesa Public Schools Goes 100% Paperless – OpenGov](#) ; [Six Best Practices for Elevating Procurement at Your Organization - SPONSOR CONTENT FROM WORKDAY \(hbr.org\)](#)

Innovation Through Process Improvement

Innovation is not just about new ideas; it's about improving what already exists.

- Foster a culture of continuous improvement.
- Encourage regular feedback and process adjustments.
- Implement small changes that lead to big results.

Example: Eliminate an audit procedure that states “All new accounts will be reviewed for the first 90 days to ensure compliance”.



Recap & Next Steps

Thriving Within Constraints:

- Use the box as a tool, not a barrier.
- Focus on process efficiency, core competencies, and financial outcomes like **REBATE DOLLARS**.

Next Steps:

- Identify areas of inefficiency in your current process.
- Start small, measure impact, and continuously optimize.



Questions & Discussion



What are some of the constraints within your organization?
How can you leverage them for success?

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