



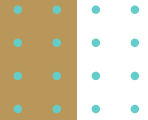
WILLIAM & MARY
CHARTERED 1693

SUPPLY CHAIN SERVICES ANNUAL REPORT 2024



VALUE | SERVICE | QUALITY |

wm.edu/supplychain



WILLIAM & MARY

CHARTERED 1693

Supply Chain Services

MISSION STATEMENT

William & Mary Supply Chain Services is dedicated to offering comprehensive support for all procure to pay requirements - encompassing goods, services, and construction needs. Our commitment to quality, value and service extends from initial sourcing and solicitation through procurement, contracting, and finally to payment and disbursement processes. We strive to facilitate seamless operations with a focus on delivering timely and value-added assistance.

DEPARTMENT AREAS

As a key area within Business Affairs, Supply Chain Services supports all internal customers of the university and the university's vendors. Main responsibilities for the four key areas that make up William & Mary Supply Chain Services.

ACCOUNTS PAYABLE



All vendor payments are paid consistent with policies.

DISBURSEMENTS



Printing vendor and payroll checks and validation of payment processor payments.

FACILITIES FPDC PROCUREMENT



Procurement of construction and design projects.

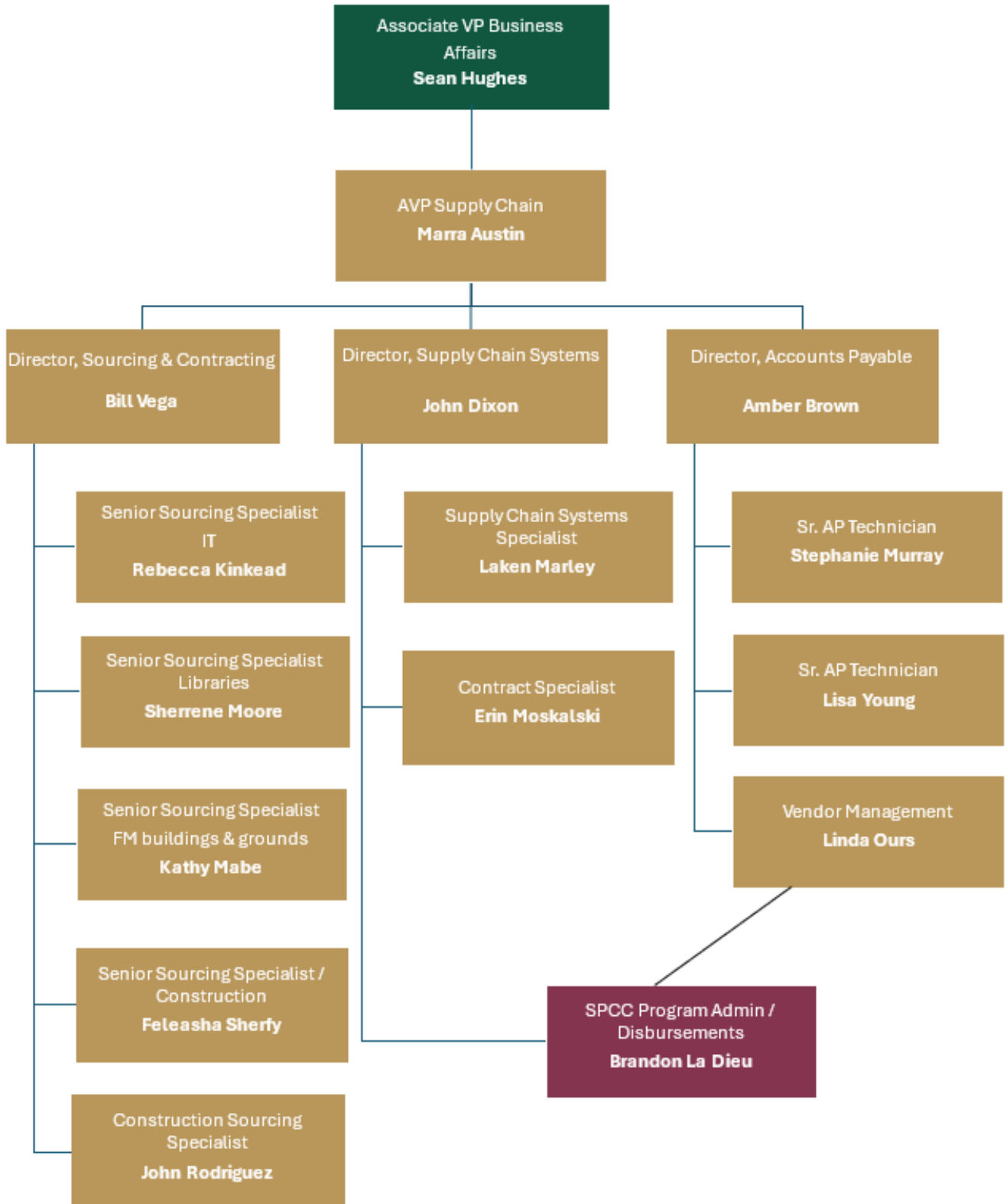
PROCUREMENT SERVICES



Procurement and contracting for all goods and services. Systems Administration of buyW&M, America To Go and Bank of America.



WHO WE ARE



WHAT WE DO

Direct Payments

- 11,199 - Number of Invoices
- \$131,259,890 - Invoice Totals



buyW&M Procurements

	Number of Transactions	Percentage of Total TXNS	Spend	Percentage of Spend Total
Requisitions Under \$10k*	23,953	94%	\$23,330,424	10%
Requisitions Over \$10k	1,408	6%	\$208,585,773	90%
Total	25,361	100%	\$231,916,197	100%

*Requisitions under \$10k = Delegated Authority transactions: typically do not route to central procurement in advance of purchase order issuance

SUPPLY CHAIN YEAR OVER YEAR

Fiscal Year	Number of Purchase Orders	Total Amount of Purchase Orders
2022	17,471	\$ 181,212,433.42
2023	23,559	\$ 186,279,249.68
2024	25,361	\$ 231,916,197.63
TOTAL	66,391	\$599,407,880

The table to the left shows a steady increase in purchase orders and total dollars following the pandemic and the go live of W&M's procure to pay system, buyW&M.

While there isn't a steady increase in transactions or spend in direct payments, the volume remains even following the attrition of two accounts payable technicians after implementation of buyW&M.

Fiscal Year	Number of Direct Payments	Total Amount of Direct Payments
2022	9,362	\$122,667,592
2023	10,500	\$118,056,308
2024	10,285	\$126,937,458
TOTAL	30,147	\$367,661,359

LOOKING BACK



Efficiencies

- 7 additional punchout vendors in buyW&M
- Blanket Purchase order template for Construction
- IC contract templates in buyW&M
- Automated Vendor TIN Matching
- New Term Contracts for Construction
- Empowering Departments to use ST-12 (tax exempt form)

Strategic Support

Completed Solicitations and Contracts:

- Campus Comprehensive Plan Consultant
- ERP Contract
- ERP Implementation Partner
- Strategic Support Partners
 - (36 Contracts Awarded)
- Fire Alarm Monitoring Contract Transition
- Re-issued construction term contracts for higher project thresholds

Enhancements

- Furniture Fixtures & Equipment (FF&E) Process Update
- Updated eVA purchase order import process
- Updated Annual SPCC training
- Went live with new ATG catering ordering platform
- 1099 Reporting through IRS Changes
- Automated diverse (SWaM) vendor designation in buyW&M
- Trainings - Parts 1 & 2 of Fundamentals of Supply Chain Training published
- Hosted 2 Procure-to-Pay Forums
- Led Supplier Diversity Learn & Learn hosted by Office of Diversity & Inclusion

UNIVERSITY-WIDE CONTRACTS

Contracts established in fiscal year 2024 contributing to the strategic planning for the next decade at William & Mary.

DINING SERVICES - ARAMARK

William & Mary awarded a 10-year contract with a 5-year renewal option to Aramark to enhance dining and catering services on campus. The contract took effect on July 1, 2023, and provided a \$10M contribution to the new West Woods Dining facility.

“This new partnership is an exciting step in food service at William & Mary and will ensure our community has a best-in-class dining program,” said Jackson Mathews, AVP of W&M’s Auxiliary Services, which oversees the dining contract. “Aramark will offer a program built on excellence in every way, featuring consistent quality and innovation to meet the modern needs of students, faculty and staff.”

COMPREHENSIVE PLAN CONSULTANT - SASAKI

William & Mary contracted with Sasaki to establish a long-term, comprehensive plan to modernize and revitalize our residential and dining facilities. The project, which aligns with the goals of Vision 2026, spans 10 years and over three phases to address aging residence and dining halls and ensure we advance the integration of living and learning on campus.

ERP IMPLEMENTATION PARTNER - HURON CONSULTING

Workday will replace the finance and human resources modules from Banner. To meet the evolving needs of its faculty and staff, W&M is modernizing its ERP to align the current business demands of the university with a technology partner and toolset that delivers the functionality and user experience needed for the W&M community.



BY THE NUMBERS

\$1.314 MILLION

Amount Supply Chain Services realized in savings or cost avoidance for fiscal year 2024.

■ PAYMERANG INCENTIVES

\$224,737

When Paymerang pays transactions via their credit cards, W&M receives a portion of the transaction incentive.

■ REBATES

\$105,789

Rebates from contracted vendors

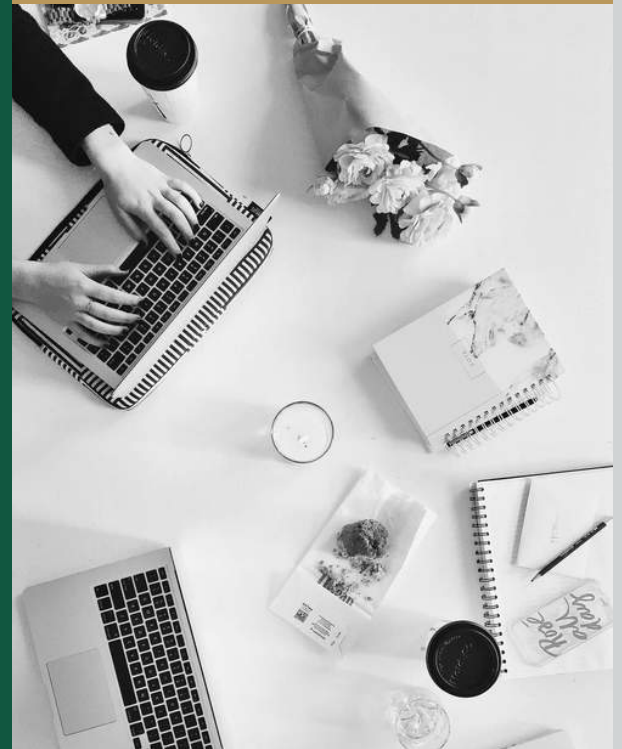
\$84,071 in Central Finances
\$11,070 in Student Affairs

■ SAVINGS

\$983,851

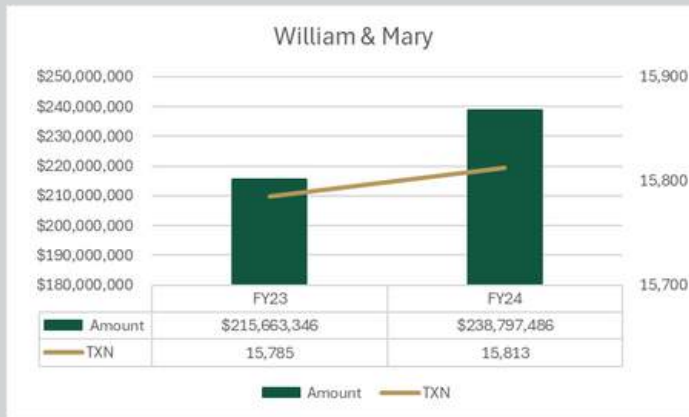
Savings the SCS team identified, breakdown includes:

\$141,809 - Duplicate/over order or payment avoidance
\$201,467 - Hard cost negotiations
\$640,575 - Soft cost negotiations (multiple quotes)



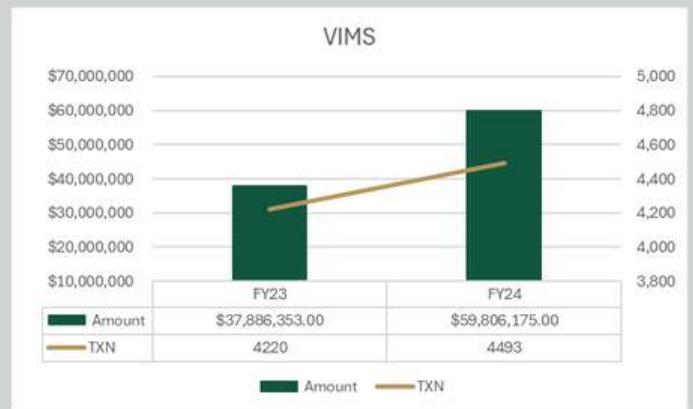
PAYMERANG REVIEW

Paymerang provides vendor payment options for many of the domestic vendors W&M pays. The company acts as their customer’s payment processor and works with the vendors to set up electronic payment methods as well as issuance of checks. The company is responsible for outreach to vendors for electronic payment setup. William & Mary receives a portion of the rebate from the credit card processing of the university’s payments.



W&M and VIMS went live with Paymerang June 15, 2022. For the next two fiscal years, in working with Paymerang, while payment transactions were minimally higher, (less than 1%) payments with Paymerang increased over 9.5 percent.

VIMS transactions to Paymerang increased 6% year over year and payments increased over 36.6 percent.



Future with Payment Processor

Paymerang was recently acquired by Atlanta based company, Corpay, Inc. This acquisition will bring more options and automations to the payment processor, including the option to process international payments, currently a very time-intensive in-house process.

SUPPLIER DIVERSITY

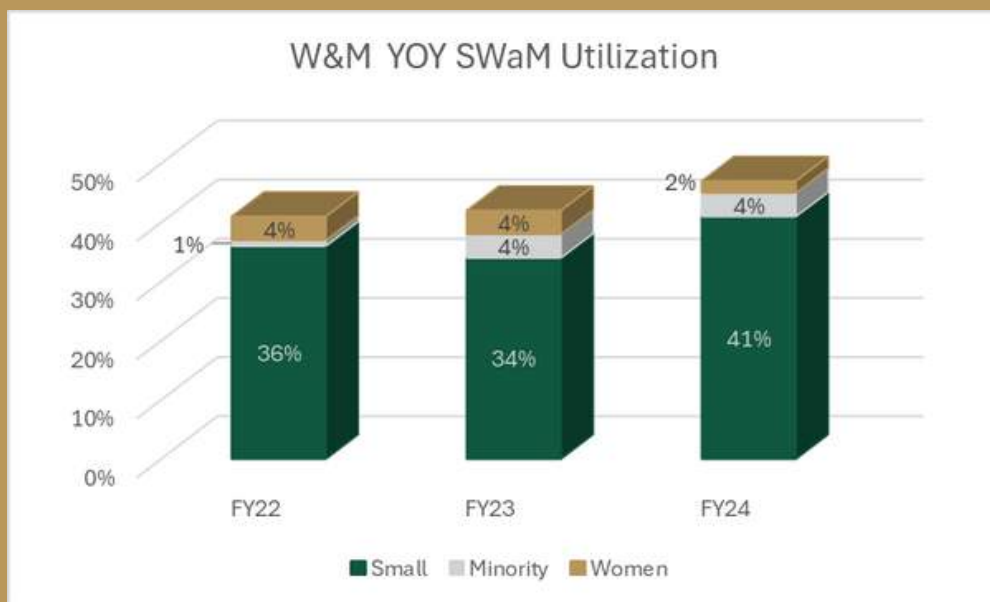


SMALL

WOMEN

MINORITY

William & Mary is committed to utilizing diverse businesses for our goods, services and construction needs. Supply Chain Services educates departments on the benefits of supporting and partnering with diverse firms in our trainings and outreach. We also host a variety of events to allow departments to network and learn about the businesses capabilities. To be recognized as a diverse business in Virginia, the firm must be certified through the Virginia Department of Supply Diversity (SBSD).



OUTLOOK FOR FY2025

EDUCATION

- Completion of Supply Chain Services Fundamentals on-demand training
- Design & Construction Manual Updates
- Collaborating with Human Resources for establishing training requirements by position

SAVINGS & EFFICIENCIES

- Collaboration with IT to go live with early payment discounts
- Evaluating opportunities for additional punchouts for campus
- Working with Business Affairs Finance & Analytics team for Jaggaer data lake

COMPLIANCE & ACCOUNTABILITY


- Establishing a comprehensive infraction policy with associated repercussions modeling the SPCC infraction matrix
- Provide leadership with data and justification to support Quality Assurance position for data analysis and oversight of Certificates of Insurance





Thank You

We hope this review expands your understanding of how Supply Chain Services strives to support this university. If you ever have any questions or concerns, please contact us.

 757.221.3952

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 wm.edu/supplychain/