Financial Management Meeting

August 13, 2013
Financial Management Meeting

Agenda

9:30 am  Welcome and Introductions

9:45 am  Accounting Updates
  - SFS Upgrade
  - Travel Flexibilities
  - Guided Expense Tool (GET)
  - Foundation Overview

   | Susie Maloney  | 10 minutes |
   | Kerry Morgan   |            |
   | Rusty Haines  | 15 minutes |
   | Stefanie Merucci | 20 minutes |
   | Geoffrey McCloskey | 20 minutes |
   | Steve Hudson   |            |

10:50 am  Purchasing Updates
  - Computer Bundles
  - Other Strategic Purchasing Updates
  - Shop@UW (New Vendors)

   | Lori Voss  | 15 minutes |
   | Mike Hardiman | 15 minutes |
   | Mike Matschull | 10 minutes |
Welcome and Introductions
SFS Upgrade
## Financial Management Meeting

### Travel Flexibilities

#### UW-Madison Travel Information

**Why use the Concur on-line self-booking tool and Fox World Travel (FWT)?**

<table>
<thead>
<tr>
<th>Benefits</th>
<th>Background</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Concur On-Line Booking:</strong></td>
<td><em>The University of Wisconsin was extended the flexibility to establish its own</em></td>
</tr>
<tr>
<td>- Real time access to all available flights and fares through a single</td>
<td><em>travel program per state statute effective July 1, 2013.</em></td>
</tr>
<tr>
<td>on-line resource for booking airfare, lodging and rental car in the</td>
<td><em>UW-Madison spends approximately $25 million on travel annually, with</em></td>
</tr>
<tr>
<td>same reservation.</td>
<td><em>approximately 50% of that amount on airfare.</em></td>
</tr>
<tr>
<td>- Retention of unused ticket information to use for future travel.</td>
<td><em>Travel characteristics at UW Madison:</em></td>
</tr>
<tr>
<td>- Exclusive access to negotiated airline discounts with UW preferred</td>
<td>- Over 50% for conferences</td>
</tr>
<tr>
<td>carriers, negotiated hotel discounts, and discount rental car rates.</td>
<td>- 70% are 1-4 day trips</td>
</tr>
<tr>
<td>These discounts are not available through other agencies, internet</td>
<td>- 45% of travel is in-state and 40% is domestic out of state</td>
</tr>
<tr>
<td>sites, or airline web sites.</td>
<td>- 70% of flights are with Delta and United</td>
</tr>
<tr>
<td><strong>Fox World Travel Full-Service Features:</strong></td>
<td>- Most popular lodging is Hilton, Marriott and Hyatt</td>
</tr>
<tr>
<td>- Full-service agents can be contacted at 1-866-230-8787 to book</td>
<td><em>Strategic sourcing non-complex travel at public universities is increasingly</em></td>
</tr>
<tr>
<td>complex (multi-destination) and small group (less than 10) travel.</td>
<td>common, including recent adoption by the California system.</td>
</tr>
<tr>
<td>Fox World Travel has a dedicated team of agents assigned to the</td>
<td><em>For non-complex travel (non-stop domestic and international metropolitan</em></td>
</tr>
<tr>
<td>UW account to meet the specific needs of our travelers.</td>
<td>cities) use Concur or Fox World Travel for booking. If an alternative*</td>
</tr>
<tr>
<td>- Fox World Premier can be contacted for booking large group travel</td>
<td>is used, expenses will not be reimbursed prior to completion of travel.</td>
</tr>
<tr>
<td>including negotiated airfare and complete meeting planning services.</td>
<td><strong>Testimonials</strong></td>
</tr>
</tbody>
</table>
| **24/7 Support Services:**                                              | - "I got an email today from Fox World Travel that the flights I had booked through Concur had changed" and was informed "follow up with questions within 24 hours or could incur airline fees to make changes. I had questions, so I called. It’s the Saturday night before Christmas, and all the airlines are still trying to get people rebooked with weather delays, but I got a pleasant, patient person who quickly figured out what had happened. It was just like the good old days. I am officially a fan!"
| - Flights are changed, cancelled, or otherwise delayed; Fox provides   | - "I took seriously ill in SFO while enroute to Asia & Australia. Following hospitalization, I contacted Fox World’s Travel for assistance in obtaining any possible refunds. FWT personnel were able to work with the airlines to refund and credit most of my trips from multiple airlines (approx $3000). I would have not been able to recover these costs on my own, so am forever grateful to FWT."
|   24/7 support.                                                        | - "We find the Concur website efficient and easy to use when booking out-of-state travel. It is an effective administrative tool!" |
| - Proactive contact with travelers when weather/risk related events     |                                                                             |
|   occur to make alternative travel arrangements or assist with          |                                                                             |
|   required ground services such as hotels and transportation.          |                                                                             |
| - Tickets can be voided within 24 hours of purchase with no airline    |                                                                             |
|   penalties.                                                           |                                                                             |
| **Strategic Sourcing Opportunity to Increase Meal and Lodging Reimbursements:** |                                                                             |
| - As the travel volume booked through Concur/Fox World Travel grows,   |                                                                             |
|   further vendor discounts will be available.                          |                                                                             |
| - This strategic sourcing will provide financial resources to be used  |                                                                             |
|   to help offset the cost of increasing travel meal and lodging        |                                                                             |
|   reimbursement rates.                                                  |                                                                             |

7/23/2013
Administrative Process Redesign (APR)

Traveler Reimbursement Team

Guided Expense Tool (GET) Pilot
The Guided Expense Tool is a user-friendly alternative to e-Reimbursement available to Travelers and Alternatives for claiming expenses.

Upon submission, expense reports entered using GET will feed into e-Reimbursement (SFS) and continue through the existing approval process in e-Reimbursement.

The decision to develop GET was based on feedback obtained from campus users through personal interviews conducted by members of the APR Traveler Reimbursement Team.
Overview - Purpose of the Guided Expense Tool Pilot

Two Primary Goals:

Continue to collect user feedback to guide the technical improvements the team will complete prior to the campus-wide implementation planned for fall 2013.

Several campus units had expressed their interest in utilizing the tool as soon as possible, and participation in the pilot allows them to do so.

If your division or unit is interested in participating contact the Pilot Team via getfeedback@lists.wisc.edu
Initial Pilot Data – GET Usage Counts

If your division or unit is interested in participating contact the Pilot Team via getfeedback@lists.wisc.edu
Initial Pilot Data – Survey Responses

Initial Highlights:

- 28 users completed the online GET user experience survey
- On average, users report that creating an expense report takes approximately 13 minutes to complete
- 89% recommend using GET to a colleague once available for general release
- Users provided valuable suggestions for improvement, many of which have been built into the tool

If your division or unit is interested in participating contact the Pilot Team via getfeedback@lists.wisc.edu
Today’s Brief Demo Highlight the Following:

- General look and feel of the user interface screens
- The wizard feature makes “smart” assumptions based on information the user enters
- Expense line item views
- Expense report summary view
The GET Pilot Team welcomes your comments and feedback

getfeedback@lists.wisc.edu
Appendix- GET Pilot Milestones & Timeline

If your division or unit is interested in participating contact the Pilot Team via getfeedback@lists.wisc.edu
University of Wisconsin Foundation

Financial Managers Meeting
August 13, 2013

Steve Hudson, CFO
Geoff McCloskey, Controller
• The University of Wisconsin Foundation is the official fundraising and gift-receiving organization for the University of Wisconsin-Madison and other donor-designated units of the UW System.

• Thanks to the generosity of alumni and friends, total gifts held by the Foundation now stand at approximately $2.4 billion.
• The Foundation is an independent, not-for-profit, tax-exempt organization, which raises funds and receives gifts for the UW-Madison.

• An elected board of directors oversees its assets and activities.

• The Foundation works closely with the University to determine and support fundraising priorities.
The UWF raises, invests and distributes funds for the benefit of the University of Wisconsin-Madison:

- Everywhere you look on campus, there are examples of private support in action. Student scholarships, faculty support, buildings and countless other examples.
- Our development staff work closely with almost all areas of campus to identify, engage and align interested parties with areas of need.
- Our efforts continue long after most gifts are received; ongoing stewardship of gifts is an important aspect of our function.
• Central to the mission of the University of Wisconsin Foundation is a commitment to long-term relationships with our donors and the understanding that exceptional stewardship is essential to our success.

• Building on this distinctive legacy, our organization values stewardship practices that are rooted in authentic relationships, where donors know the impact of their gifts and recognize their essential role in the life and destiny of the University of Wisconsin.
UWF stewardship practices are focused on three core objectives:

- Donors will receive prompt and meaningful acknowledgment whenever they give.
- Donors will get meaningful and measurable results on their last gift at work before being asked for another one.
- Donors will receive the highest level of financial accountability for their gifts/funds.
Members (450)

Board of Directors (53)

- Committees
  - Audit
  - Budget & Personnel
  - Development
  - Governance
  - Investment
Organization

• Mike Knetter, President & CEO;
  Since October 2010
  Previously Dean of Wisconsin School of
  Business and Vice Chancellor of Advancement

• Currently ~170 employees; 120 in
  Development & development support, 10
  in management of investments, 40 in
  administration.
Key Financial Information

Assets of $2,754,101,533

- Cash, investments and income receivable of $2,666,343,788
- Donor pledges receivable of $62,936,438
- Other $24,821,307

Liabilities of $365,138,172

- Due other organizations $289,446,585
- Liability under split income arrangements $41,388,885
- Other $34,302,702
Key Financial Information

Net Assets $2,388,963,361

- Restricted $2,232,307,698 (93.5%)
- Unrestricted & Foundation General Fund $156,655,663 (6.5%)

<table>
<thead>
<tr>
<th>Restricted Assets – By Use</th>
<th>As of 12/31/12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Endowed chairs / professorships</td>
<td>$ 287,731,952</td>
</tr>
<tr>
<td>Research and programs</td>
<td>$ 738,161,955</td>
</tr>
<tr>
<td>Undergraduate student financial support</td>
<td>$ 265,454,160</td>
</tr>
<tr>
<td>Graduate student financial support</td>
<td>$ 213,055,277</td>
</tr>
<tr>
<td>Faculty support</td>
<td>$ 37,934,234</td>
</tr>
<tr>
<td>Building and grounds</td>
<td>$ 65,630,465</td>
</tr>
<tr>
<td>Public service</td>
<td>$ 22,459,473</td>
</tr>
<tr>
<td>Research equipment</td>
<td>$ 862,936</td>
</tr>
<tr>
<td>Discretionary</td>
<td>$ 266,883,543</td>
</tr>
<tr>
<td>Other</td>
<td>$ 334,133,702</td>
</tr>
<tr>
<td>TOTAL:</td>
<td>$ 2,232,307,698</td>
</tr>
</tbody>
</table>
## Investment Pools

<table>
<thead>
<tr>
<th>Category</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Endowment (Long Term)</td>
<td>$1,870,572,245</td>
</tr>
<tr>
<td>Expendable (Short Term)</td>
<td>$698,328,730</td>
</tr>
<tr>
<td>Split Income (Annuity Contracts)</td>
<td>$77,774,453</td>
</tr>
</tbody>
</table>
Recent Endowment Returns

Average Annual Returns as of 12/31/12:

1 year    11.9%
3 years    7.7%
5 years    1.2%
10 years   7.8%
UWF Operational Funding:

Defined business model:

- Recapture Fee on Endowment Funds
  - 25 bps/qtr (1% annually) assessed to Endowment MV
- Net earnings on Short Term (Expendable) Funds
  - Nets ~50 bps (0.50% annually)
- Expense sharing with campus – development staff
  - Nets to ~50% subsidy for agreed upon positions
The University of Wisconsin Foundation is ranked among the best in the country:

**Endowment Size***: 12th Overall
5th Among Big Ten

**Fundraising**: 15th Overall [public and private]
6th Overall [public]
2nd Among Big Ten

* Based on 2011 NACUBO NCSE Study; Public Universities
** Based on Council for Aid to Education Survey; 2011
### Success Measures

<table>
<thead>
<tr>
<th></th>
<th>Contributions</th>
<th>Administrative Expenses*</th>
<th>%</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>211,288,562</td>
<td>25,542,171</td>
<td>12.1%</td>
</tr>
<tr>
<td>2011</td>
<td>197,541,841</td>
<td>24,329,445</td>
<td>12.3%</td>
</tr>
<tr>
<td>2010</td>
<td>165,667,842</td>
<td>21,036,415</td>
<td>12.7%</td>
</tr>
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<td>2009</td>
<td>156,118,593</td>
<td>20,882,697</td>
<td>13.4%</td>
</tr>
<tr>
<td>2008</td>
<td>160,979,453</td>
<td>25,339,190</td>
<td>15.7%</td>
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</tbody>
</table>

* excludes investment expenses
<table>
<thead>
<tr>
<th>Year</th>
<th>Contributions</th>
<th>Administrative Expenses*</th>
<th>%</th>
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</table>

* excludes investment expenses

<table>
<thead>
<tr>
<th>Year</th>
<th>University Support</th>
</tr>
</thead>
<tbody>
<tr>
<td>2012</td>
<td>214,000,111</td>
</tr>
<tr>
<td>2011</td>
<td>211,663,494</td>
</tr>
<tr>
<td>2010</td>
<td>206,223,864</td>
</tr>
<tr>
<td>2009</td>
<td>250,985,144</td>
</tr>
<tr>
<td>2008</td>
<td>203,344,512</td>
</tr>
</tbody>
</table>
UWF maintains two basic types of funds for the University

**Expendable (Short-Term or “12”) Funds**
- Gifts received, normally spent within one year of receipt
- No distinction between income and principal (all available to be spent)
- Interest credited on balances ≥ $20,000 (30-day LIBOR rate)
  - Credited quarterly, based on monthly balances (simple interest)

**Endowment (Long-Term or “32”) Funds**
- Gifts received ($10,000 min) with the intention to grow principal over a long period of time, AND to spin off measured, spendable income
- Investments are pooled in a unitized portfolio (similar to a mutual fund), with principal gains/losses tracked over time, by fund
- Income distributed quarterly, based on a prescribed formula
  - Using a 4.5% annual rate, and the average balance of the prior 16 quarters
Each quarter, our accounting team executes an ‘Endowment Close’

- Expendable Fund **interest income** is calculated, and posted to each fund
- Endowment Fund **spendable income** is calculated, and posted to each fund
- Endowment Fund **market values** are also updated, by fund
- Fund **Transfers** are executed
- **Messages are sent via Campus Access,** alerting the campus community of updates..

*Our goal is to execute our close routines within 30-45 days after the end of each respective (calendar) quarter. Year-end (Q4) will vary, due to audit valuation requirements.*

**Endowment Reports** are prepared, annually, for fund donors. Fund highlights are captured, including a summary of spendable income paid out and updates to each fund’s value.
Thank You

Steve Hudson
Chief Financial Officer
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(608) 263-4785

Geoff McCloskey
Controller
geoff.mccloskey@supportuw.org
(608) 890-2603
Administrative Excellence (AE)

Strategic Sourcing Dell Computer Bundles
## Computer Bundles Standards Committee

<table>
<thead>
<tr>
<th>Name</th>
<th>Division/Department</th>
</tr>
</thead>
<tbody>
<tr>
<td>James Babb</td>
<td>Computer Science</td>
</tr>
<tr>
<td>Cory Chancellor/Kevin Cherek</td>
<td>AIMS</td>
</tr>
<tr>
<td>Eric Giefer</td>
<td>Law School</td>
</tr>
<tr>
<td>John Hagemann</td>
<td>College of Engineering</td>
</tr>
<tr>
<td>Sandon Jurowski</td>
<td>SMPH/Pediatrics</td>
</tr>
<tr>
<td>Brian Kishter</td>
<td>DoIT</td>
</tr>
<tr>
<td>Dan Koetke</td>
<td>Administrative Excellence</td>
</tr>
<tr>
<td>Susanne Matschull</td>
<td>Purchasing Services</td>
</tr>
<tr>
<td>Mike Warren</td>
<td>Recreational Sports</td>
</tr>
<tr>
<td>Lori Voss</td>
<td>Purchasing Services</td>
</tr>
</tbody>
</table>
Computer Bundle Program Change - March 2013

<table>
<thead>
<tr>
<th>Previous</th>
<th>Current</th>
</tr>
</thead>
<tbody>
<tr>
<td>2 eCommerce Vendors Supported, Multiple Unsupported Sales Channels</td>
<td>1 Primary Vendor for Bundles, 1 Secondary Vendor</td>
</tr>
<tr>
<td>Unlimited Product and Feature Choice</td>
<td>Limited Choice</td>
</tr>
<tr>
<td>Few Departmental Bundles</td>
<td>Institutional Bundles (3 Laptops, 1 Desktop)</td>
</tr>
<tr>
<td>No Policies</td>
<td>Expectation that Preferred Products are adequate for most users</td>
</tr>
<tr>
<td>Some Departmental Price Negotiation</td>
<td>Institutional Negotiation</td>
</tr>
<tr>
<td>“My Computer”</td>
<td>“UW Computer”</td>
</tr>
<tr>
<td>Computer Choice as Reward in Lieu of Direct Compensation</td>
<td>Computer Serves Business Function</td>
</tr>
</tbody>
</table>
Computer Bundles - Implementation Considerations

**Simple**
- Establish institutional mindset that if a computer is needed, a bundle should be adequate
- Promote unified storefront and ordering procedures

**Measured**
- Create consistent campus-wide oversight metrics
- Distribute enforcement responsibility across organization

**Managed**
- Establish Computer Bundle Standards Committee to meet often to review bundles and look toward future opportunities
- Ensure bundles are actively reviewed and refreshed

Communication Plan
## Current Dell PC Computer Bundles*

<table>
<thead>
<tr>
<th>Device type</th>
<th>Model</th>
<th>Pre-negotiation Price</th>
<th>Negotiated Bundle Price</th>
<th>Cost savings</th>
</tr>
</thead>
<tbody>
<tr>
<td>14&quot; laptop</td>
<td>Latitude E5430</td>
<td>$918</td>
<td>$749</td>
<td>$169</td>
</tr>
<tr>
<td>15&quot; laptop</td>
<td>Latitude E5530</td>
<td>$918</td>
<td>$749</td>
<td>$169</td>
</tr>
<tr>
<td>12&quot; laptop</td>
<td>Latitude E6230</td>
<td>$1,189</td>
<td>$889</td>
<td>$300</td>
</tr>
<tr>
<td>Desktop standard</td>
<td>OptiPlex 7010 DT</td>
<td>$672</td>
<td>$549</td>
<td>$123</td>
</tr>
<tr>
<td>Desktop Minitower</td>
<td>OptiPlex 7010 MT</td>
<td>$672</td>
<td>$549</td>
<td>$123</td>
</tr>
<tr>
<td>Desktop Small Form</td>
<td>OptiPlex 7010 SFF</td>
<td>$672</td>
<td>$549</td>
<td>$123</td>
</tr>
</tbody>
</table>

*Note that the team is currently in the process of updating bundle configurations to include additional options, based on campus feedback*
UW-Madison

Bundles vs. Non-Bundles Purchases (Units)

Total Quantity Purchased = 1,771

March: 166 Bundles, 168 Non-bundles
April: 115 Bundles, 147 Non-bundles
May: 283 Bundles, 411 Non-bundles
June: 263 Bundles, 218 Non-bundles

Legend:
- Quantity Bundles
- Quantity Non-bundles
UW-Madison
Bundles vs. Non-Bundles Purchases (Dollars)

Total Dollars Spent = $1.43M

March: $103,042
April: $172,807
May: $396,279
June: $212,251

Dollars Bundles
Dollars Non-Bundles
Bundles vs. Non-Bundles Purchases by Division (Units)

March – June 2013

- Bundles Purchased
- Non-Bundles Purchased
Bundles vs. Non-Bundles
Purchases by Division (Dollars)

March – June 2013
Computer Bundles
Campus-wide Cost Savings

Cost Savings = Quantity of bundles purchased * negotiated price reduction

Total Savings to date: $173,535
## Planned Goals vs. Actual Results

<table>
<thead>
<tr>
<th></th>
<th>Adoption Rate</th>
<th>YTD Cost Savings</th>
<th>Annualized Savings</th>
</tr>
</thead>
<tbody>
<tr>
<td>Actual Program to date(^1)</td>
<td>47%</td>
<td>$ 173,535</td>
<td>$ 520,605</td>
</tr>
<tr>
<td>Total Projected Savings over 5 years</td>
<td></td>
<td></td>
<td>$ 2,603,025</td>
</tr>
</tbody>
</table>

\(^1\) Adoption rate of computer bundles, measured as a percentage of the total quantity of Dell PC purchases through Shop@UW

<table>
<thead>
<tr>
<th>Planned Goal(^2)</th>
<th>Adoption Rate</th>
<th>Annualized Savings</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year One</td>
<td>80%</td>
<td>$ 742,074</td>
</tr>
<tr>
<td>Year Two</td>
<td>80%</td>
<td>$ 849,098</td>
</tr>
<tr>
<td>Year Three</td>
<td>80%</td>
<td>$ 874,954</td>
</tr>
<tr>
<td>Year Four</td>
<td>80%</td>
<td>$ 901,587</td>
</tr>
<tr>
<td>Year Five</td>
<td>80%</td>
<td>$ 929,019</td>
</tr>
<tr>
<td>Total Projected Savings over 5 years</td>
<td>$</td>
<td>4,296,731</td>
</tr>
</tbody>
</table>

\(^2\) Adoption rate of computer bundles, measured as a percentage of all PC computers purchased including Macs
Division-Specific Metrics Example

Number of Computers Purchased – Division Name

- Bundles Purchased
- Non-Bundles Purchased

<table>
<thead>
<tr>
<th>Month</th>
<th>Bundles Purchased</th>
<th>Non-Bundles Purchased</th>
</tr>
</thead>
<tbody>
<tr>
<td>March</td>
<td>7</td>
<td>5</td>
</tr>
<tr>
<td>April</td>
<td>3</td>
<td>12</td>
</tr>
<tr>
<td>May</td>
<td>15</td>
<td>7</td>
</tr>
<tr>
<td>June</td>
<td>19</td>
<td>17</td>
</tr>
</tbody>
</table>
Division-Specific Metrics Example

Adoption Rate – Division Name

- All Divisions
- Division Specific
- Goal

March: 50%
April: 20%
May: 41%
June: 53%
Division-Specific Metrics Example

Actual Savings vs. Missed Opportunity

Cost Savings = Quantity of bundles purchased * negotiated price reduction

Missed Opportunity = Quantity of non-bundles purchased * (average price paid - bundle price)
Strategic Sourcing Dell Computer Bundles

To provide feedback regarding the computer bundles program, please email:

Bundles-tag@lists.wisc.edu
Purchasing Services
Vendor Consolidation

The number of PO vendors used per fiscal year has decreased 38% since 2000.
Vendor Consolidation Example

Food Category:

2008
29 Active Contract Categories

2013
15 Active Contract Categories
UW-Madison eCommerce Transaction Growth

eCommerce transactions have increased by 120% since 2000.
Paper invoices against purchase orders have decreased by 51% since 2000.
Increase eCommerce Transactions

- In FY2000, we processed 110,147 eCommerce transactions or 23% of all transaction activity.
- In FY2013, that increased to 242,573 transactions and 35% of all transaction activity.

Goal: 40% eCommerce transactions
Savings By Cost Lever

- Reduce Expenditures (use less, reduce budgets)
- SKU Consolidation (standardize)
- Price Negotiation (contracting and consolidating vendor base)

Baseline

Reduce Expenditures

SKU Consolidation

Price Negotiation

Post Sourcing Baseline
MRO SKU Consolidation Example

Restroom paper towels
15 SKUs

Trash Liners – 28 SKU’s

General Purpose Cleaners
5 separate strategies

Restroom paper towels
4 SKUs

Trash Liners – 8 SKU’s

General Purpose Cleaners
1 strategy
Progress on Standardization Pilots - Office Supplies

Actual Cumulative Savings for Remanufactured Toner

- 7/2012: $3,444
- 8/2012: $6,849
- 9/2012: $12,788
- 10/2012: $24,025
- 11/2012: $32,389
- 12/2012: $42,325
- 1/2013: $55,744
- 2/2013: $79,129
- 3/2013: $92,582
- 4/2013: $111,834
- 5/2013: $130,971
- 6/2013: $144,311
Progress on Standardization Pilots - Office Supplies

Remanufactured Toner Savings Based on Possible Adoption Rates for Same Period (FY13)

Adoption Rate: % of reman units to total cartridges

- **Actual 15.1%**
- 30%: $281,248
- 40%: $374,998
- 55%: $515,622
- 70%: $656,246
- 80%: $749,995
- 90%: $843,745
- 100%: $937,494
Shop@UW
Future Financial Management Meetings
Rooms 1106 & 1108, 21 N Park Street
9:30-11:30AM

2013
October 8
December 10

2014
February 11
April 15
June 10
August 12
October 14
December 9