

THETA

The Higher Education Technology Agenda

Strategic Collaborative Procurement

The Council of Australian University Directors of Information Technology (CAUDIT) has been collaborating on procurement arrangements for over 20 years. Every University member spends on average of 7.2% of their budget on Information Technology, with members collectively spending more than \$2B in 2013. In 2013, Universities reported that they equipped their staff with 190,027 desktop computers, 65,443 laptop computers, 21,478 tablets and 21,485 smartphones. The combined purchasing power of the sector is immense and continues to present opportunities for controlling and reducing costs.

The numbers are impressive, but the Higher Education represents 1% of the Australian market, and Australia 1% of the world market. It's difficult to get the attention of suppliers and vendors in a meaningful way. There are new pressures faced by the sector that are making things even more difficult.

Deregulation of fees, market uncertainty, consumerisation of Information Technology, shadow IT, budget allocation and international competition are all pressures on the way that we operate. The market is moving quickly, with announcements occurring at a rate that is both staggeringly fast and completely unpredictable.

In this presentation we will consider what can be done to improve procurement practices at a school, faculty, institutional, local, regional and national basis – and to explore what is possible when purchases are considered in a strategic manner, and collaboration is a focus.

We will look at examples of how Universities have collaborated to bring around price reductions, manage costs, establish reasonable contract terms and to share experiences and understanding. We will look at what is next for purchasing within the sector, and what can be done at a very local level to get the most out of your budget and to make sure that you are getting the best possible price, with the best possible service when you purchase.

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