



Collaborate Successfully

Beth Tapp, University of Minnesota

John O'Malley, Enterprise Holdings

Eric Holifield, Delta Air Lines



What is Collaboration?

- Collaboration (n)
 - The act of working with another or others on a joint project
 - Something created by working jointly with another or others



Benefits of Collaboration

- Produce positive results for a group that might not be attainable by one
- Knowledge, resources and skills of team members
- Increased productivity
- Solve problems



CIC Collaboration

- Who is the CIC?
 - CIC – Committee on Institutional Cooperation
 - Big Ten plus University of Chicago
- What do we do?
 - Communication
 - Consistent
 - On-going
 - Collective Purchasing



Communication

- Consistent Communication
 - Have regular meetings to discuss “hot” topics
 - Meetings, Conference Calls
 - CFO, Controller, Purchasing Directors, Travel Managers and more
- Ongoing communication
 - Gather input when needed for new ideas
 - “Check and see what the Big Ten is doing”



Big Ten Travel Managers

- Yearly Meetings
 - Discuss topics relevant to everyone
 - Ask for input from everyone
 - Vendor reviews on collective agreements
 - Opportunity to ask questions of each other
 - Travel/Procurement Cards
 - Travel Policies



Big Ten Travel Managers

- Email Communication
 - Ask for feedback
 - Travel Surveys
 - Local Transportation
 - Hotel Discounts
 - Mileage
 - Ancillary Fees



Collective Purchasing

- Advantages
 - Power in numbers
 - Leverage the group size in exchange for deeper discounts



Collective Purchasing

- Challenges
 - Culture of Higher Education
 - No Mandates
 - Consider the issues you have at your University and then multiply that by the number included in the collective purchase
 - Allow for enough time
 - Hard to measure success



Collective Purchasing

- Things to consider
 - Type of good/service
 - Does the vendor already have the business in your market?
 - Do they want to have a collective agreement?



CIC Agreements

- Scientific & Lab Supplies
 - 6 schools
- Background Checks
 - 10 schools
- Office Supplies
 - 4 schools
- Car Rental
 - 11 schools



Enterprise Holdings

Why do you like to have
collective agreements?



Delta Air Lines

Why don't you like to have
collective agreements?



Organizations & Resources

- Organizations

- SCTEM
- GBTA
- NAEP
- CIC (Big Ten)
- WSCA

- Resources

- Communication & Networking
 - Local & national memberships
- Education & Research
 - Learn from other industry leaders



Thank You!



- **Chicago Manual Style (CMS):**

collaboration. Dictionary.com. *Collins English Dictionary - Complete & Unabridged 10th Edition*. HarperCollins Publishers. <http://dictionary.reference.com/browse/collaboration> (accessed: September 16, 2013).

