rosslyn

Over a decade of value for the team at the University of Pittsburgh

UNIVERSITY OF **Pittsburgh**

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>
> Michelle Smith,
> Director of Strategic Sourcing

For over a decade, the Strategic Sourcing team at the University of Pittsburgh has been relying on Rosslyn to help it deliver savings and improve both its productivity and reporting efficiency.

From the immediate benefits enjoyed when first installed to the ongoing value received today, the team has come to rely on the Rosslyn Platform as an essential tool for managing its categorized spend and suppliers.

Michelle Smith, Director of Strategic Sourcing, explains: "We have all our supplier data in one place allowing us to see things holistically. We can see all the data, we can see all the categories, and it's all normalized. This makes us more efficient and more productive. We can increase revenue opportunities, create savings for the university, increase accountability, identify efficiencies, and, importantly, be more accurate."

Immediate benefits

Wind the clock back to the 2000s and the Strategic Sourcing team was wrestling with a homegrown spreadsheet-based spend-categorization tool. As well as being inefficient and time-consuming to use, the team was heavily reliant on suppliers responding to information requests and struggled to accurately categorize supplier spend.

"With Spend Analytics, the team saw some immediate benefits," says Lauren Leonard, Sourcing Analyst. "Where the previous system was clunky, not dynamic or useful, we were immediately able to access all our data very quickly and report on our metrics far more easily."

Still finding fresh value today

Today, in 2022, the university has $800m of supplier spend from over 16,000 suppliers. This is a significant reduction from just over a year ago with Rosslyn helping the team plan a 7,000 reduction in the number of suppliers. It also allows them to meet their key metric of 95% categorization of all data with the majority of spend correctly categorized, reviewed, and maintained.

Maureen Beal, Associate Vice Chancellor for Financial Operations adds: "Hitting these targets is only possible because we have a tool as powerful as Rosslyn's procurement analytics solution. But at the same time, Rosslyn makes it easy for us to see our data and make the spend decisions that provide real value for the University."

Categorization is one of the major uses of Rosslyn for the Strategic Sourcing team at the university. With Spend Analytics, it can identify which categories it has yet to analyze. Rosslyn also allows it to prioritize upcoming projects to identify suppliers, carry out supplier diversification analysis and correctly categorize all suppliers.

The analytics platform is also used for Purchasing Services. The team can prioritize upcoming projects to identify; report across multiple metrics, including diversification, as well as reports on savings and supplier consolidation, among others.

They can also now easily handle supplier normalization – e.g., post-acquisition – and other custom dimensions, such as identifying suppliers with and without contracts or the type of supplier which can be freely defined.

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> **Maureen Beal,**
> Associate Vice Chancellor
> for Financial Operations

With Rosslyn now used across several functions, including ad hoc use by university leaders, the platform has become a key tool for successfully managing spend at the University of Pittsburgh.

About Rosslyn

Since 2005, Rosslyn has been at the forefront of helping organizations deliver accelerated business value through data insight. With thousands of users in over fifty countries, we empower organizations to automate critical business processes and analytics through simple, self-service tools.

Our portfolio of services ranges from AI-driven Procurement Analytics to Data Management.

Let us reveal the story within your data. Speak to a member of the Rosslyn team to find out how on **+44 020 3285 8008** or email us at **info@rosslyn.ai**.

Rosslyn. Now you see it.

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