

3rd Quarter – Research Administrators Forum  
Newcomb Hall: South Meeting Room  
Thursday, July 28th, 2016 – 9:00 a.m. – 10:30 a.m.

### **MEETING AGENDA**

9:00 - 9:15 **Welcome/Opening Comments/Updates** – Elizabeth Adams, Assistant Vice President for Research Administration

- Introduce new personnel
  - Chetna Oza
  - Kristy Hall
  - Tonia Cable
  - Patrick Wood
- Congratulations to new CRA
  - Connie Pace

9:15 – 10:05 **ResearchUVA Project Updates** –

- Pre-Award: Brigitte Pfister, Director for Proposal and Award Management
- Contracts: Kristy Hall, Director of Contracts
- Post-Award: Chetna Oza

10:05 – 10:25 **Research Administrator Community of Practice** – Carey Reinicke, SEAS Grants Administrator

10:25 – 10:30 **Training Update** –Finance Outreach and Compliance

Upcoming training events:

CRA Review Course – begins August 17th

Mastering Account Reconciliations – next class September 8th

Managing Salaries/Wages Charged to Sponsored Activities – September 21<sup>st</sup>

Pre-Award 101 – day-long workshop offered twice (9/20/16 and 10/4/16)

**For more information or to register, go to [foc.virginia.edu/](http://foc.virginia.edu/)**

Next Meeting Date: October 18th, 2016 – Look for Future Announcements!!

## R&D RFP Generation 1

AB Sciex LLC  
Absolute Anesthesia  
Affymetrix  
Allentown Inc  
Allied High Tech Products  
Applied Test Systems  
Audobon Machinery Corp  
Azer Scientific inc  
Beckman Coulter Inc  
BH Inc dba Britz & Company  
Bio Basic Inc  
BioLegend Inc  
Bioline USA Inc  
Bio-Rad Laboratories Inv  
Bio-techne d.b.a R&D Systems  
  
Bruker Nano, Inc  
Canberra  
Carlton Scale, Co  
Cascade Dafo Inc  
Cell Signaling Technologies  
Charles River laboratories  
Del Group  
Delsys Inc  
Denville Scientific Inc  
Dexmed  
Digi-Key Corporation  
DNA Genotek Inc  
Edibon USA  
EMD Millipore Corporation  
Envigo RMS inc  
Eppendorf North America  
Eurofins MWG Operon  
Genesee Scientific  
Genewiz  
Getinge USA  
Gold Biotechnology, Inc  
Integrated DNA Technologies  
LABRepCo LLC  
Labthink International  
Lancer Sales USA Inc  
Leica Microsystems, Inc  
Medline Industries Inc  
  
Miltenyi Biotec  
New England Biolabs, Inc  
NGX Bio  
Nor-Lake, inc  
Nortek USA  
NuAire Inc  
Olympus America Inc  
Panasonic Healthcare Corporation of North America  
Pasco Scientific  
Promega  
Prototype Productions, Inc  
Qiagen Inc  
Santa Cruz biotechnology  
Scientifica LLC  
Sigma-Aldrich  
Stainless Design Concepts a div of CVD Equipment Corporation  
Steric Corporation  
TA Instruments-Waters LLC  
Takara Bio USA Inc  
Techniplast USA Inc  
tgk Scientific Limited  
The Baker Company Inc  
The Remi Group LLC  
Tobii Technology  
Transnetyx, Inc  
USA Scientific  
VWR International  
Worthington Biochemical  
Zymo Research Corporation

## **Proposal: Streamlining the Research Procurement Process**

Under the Cornerstone Plan, the University has embarked on an aggressive campaign to increase research activity and to improve administration effectiveness and streamline work. Procurement and Supplier Diversity Services (PSDS) recognizes the intersection of these two objectives as world class research requires specialized and hard-to-procure supplies, equipment, and services. Today much of research-related purchasing occurs through hundreds of individual negotiations that can be administratively burdensome, time consuming, and may not result in the best terms for the University; we have only 20 research and development (R&D) vendors under contract.

To streamline the research contracting process, obtain the best possible pricing, and ensure compliance with federal, state, and University requirements, PSDS has issued a blanket request for proposal (RFP) to seek to negotiate in advance optimal terms and conditions with vendors for R&D goods and services.

Under a blanket RFP, we will solicit responses from many R&D vendors in various categories of R&D supplies, equipment, and services. Unlike RFPs where a single vendor is under contract at the end of the process, we will seek to award "UVA contract vendor" status to as many acceptable vendors as possible. Having R&D vendors under contract will eliminate the need for individual negotiations and sole source documentation, satisfy competition requirements, and automate vendor set-up in the e-commerce Marketplace. We anticipate that this will improve pricing and terms and identify new vendors. With this RFP, we hope to negotiate standard contracts with 300 or more R&D vendors.

During the RFP process, vendors will submit information regarding offered products and services, qualifications, external references, and warranties. The submissions will be reviewed by a selection committee of researchers and administrators. PSDS will immediately seek to develop contract terms and conditions with those vendors found acceptable. We will leverage the volume of purchasing across the University and the state to negotiate the best value pricing and standard terms around discounts, payments, shipping, and installation. This will also increase opportunities for small, women-owned, and minority-owned businesses.

The contract terms will offer a starting point for all UVA researchers; researchers will have the option to negotiate further savings from individual manufacturers after awards are made. PSDS would expect to offer an annual open enrollment process to seek feedback on the process; add new vendors, equipment, and services; and update terms and conditions for existing vendors.

The development and execution of this R&D RFP will provide an opportunity for PSDS to partner with the UVA research community and vendors to collaborate and support growth in the research enterprise, minimize administrative burden, reduce costs and risks, and ensure regulatory and policy compliance.

**We seek volunteers from the research community to review the RFP proposals for Generation 2 beginning in January 2017. Please contact PSDS Buyer [Kristin Floyd kaf4b@virginia.edu](mailto:kaf4b@virginia.edu) to volunteer or provide feedback.**