

UCLA Business & Finance Solutions

UCLA Procurement Solutions Group

O.T. Wells II
Chief Procurement Officer

Procurement Solutions
Group

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O.T. WELLS II

CHIEF PROCUREMENT OFFICER

Small Business and Sustainability

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PASSIONS



EDUCATION

Georgetown University, J.D., Law

Morehouse College, B.A. Political Science

My Background

Chief Procurement Officer 2020 ■ 2015 -

Georgetown University
Washington, DC

Chief Procurement Officer 2015 ■ 2013 -

American International Group, Inc. (AIG)
New York, NY

Vice President/Global Head of Business ■ 2009 – 2013

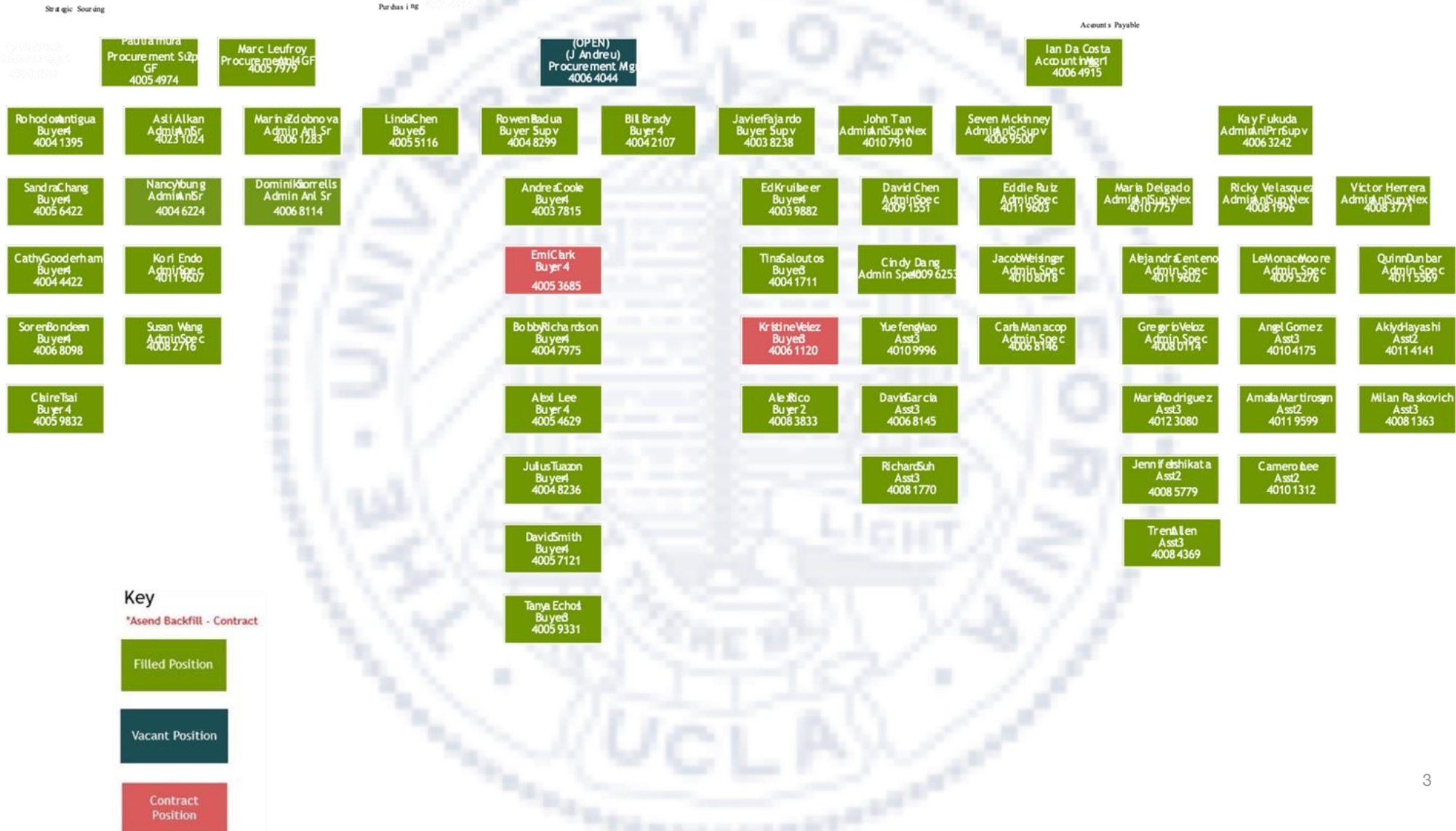
Operations Services Sourcing
Bank of America/Merrill Lynch (BAC)
New York, NY

Vice President/Business Controls ■ 2003 - 2009

Merrill Lynch
New York, NY

Procurement Solutions Group

Purchasing, Strategic Sourcing, and Accounts Payable



Subcontract Support

Linda Chen – Subcontracts
Alex Rico – Purchase Orders



SUBCONTRACTS
OVERVIEW



CREATING AND
CLOSING OUT
SUBCONTRACTS



SMALL BUSINESS
SUBCONTRACTING



VISION & MISSION

Valued procurement advisor providing a
PATHWAY TO YES for the UCLA community

VALUES

We are...**STRATEGIC & INNOVATIVE**
We...**PRIORITIZE, BUILD
RELATIONSHIPS, DELIVER RESULTS**

*“We do this by creating innovative sourcing,
payables and revenue-generating solutions while
mitigating risk to the University.”*

Purpose-Led Procurement



Move beyond simply monitoring supplier compliance, to actively collaborating with suppliers on initiatives to improve environmental, social, and economic performance.



Students and faculty are more socially conscious than ever, UCLA must shift towards a sustainable supply chain or risk growth due to inaction.



Procurement with Purpose approach will boost resilience, from both a profit and planetary perspective.

Our Approach

✓ Execute

Execute measures that lead to preparedness.



✓ Enable

Enable innovation, agility and supply reliability.

✓ Access

Access advanced analytical tools, raising data-driven decision making.



✓ Transform

Transform from transactional to strategic: influencing how campus purchases goods and services.

Sourcing Best Practice Process



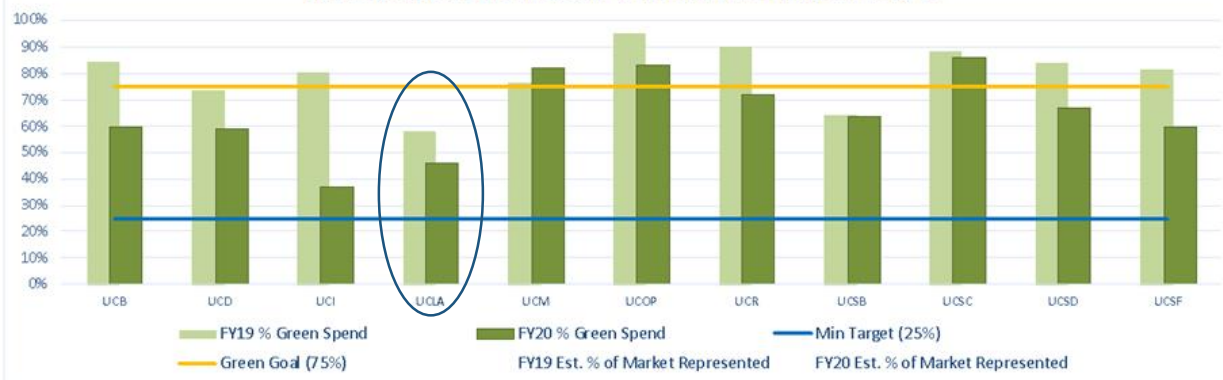
Purchase Order Volume

Green Spend

Current Cleaning Supplies Green Spend



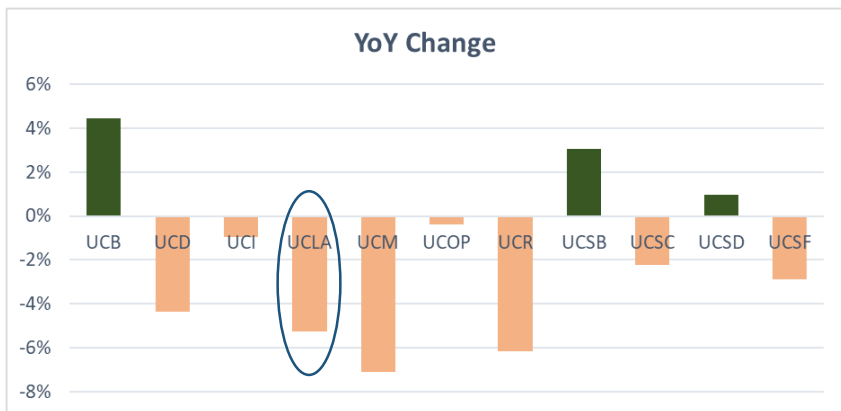
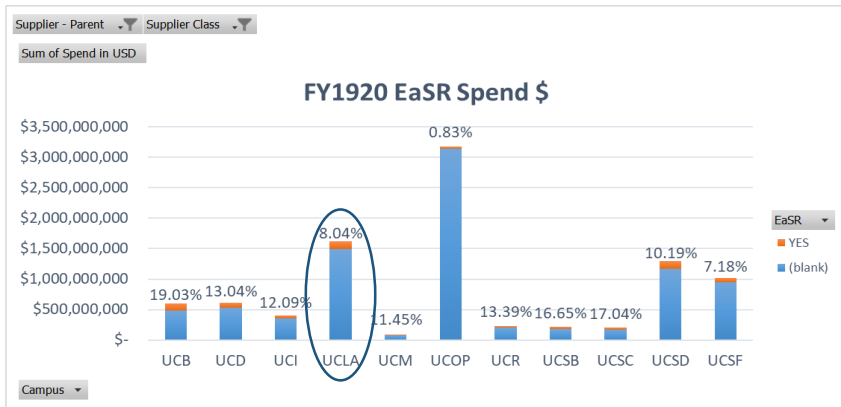
Cleaning Supplies Green Spend - FY19 and FY20 Comparison by %



Cleaning Supplies Green Spend - FY19 and FY20 Comparison by \$



Current EaSR Spend 8% (\$130M) vs. 25% Goal



Innovation

- Implementing PaymentWorks vendor onboarding tool enabling a simpler, faster way to get vendors into our system.
- Implementing DocuSign Contract Lifecycle Management, providing transparency into the contract/PO process.
- Working with vendors (Office Depot, Amazon, Dell) to update catalogs to prioritize green products and/or small business when searching for products to purchase.



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Thank You

Questions?