

# HVC<sup>2</sup> Outcomes

Some results of high velocity change through our high volume collaboration • 7.16.2004 • #3

## Scholars Task Force Recommendation Addressed

I am pleased to inform you that we will begin using a large account resaler, also known as a LAR, to purchase all software on our behalf. In addition to being a great cost-cutting measure, **working with a LAR satisfies the HVC2 Scholar Services Task Force's recommendation** to develop a better system for software licensing and copyright compliance that would:

- Assist departments to track licenses, renewals, legal installations, etc.
- Provide a clearinghouse to achieve economies of scale in purchasing.

Special thanks to Carol Zumbrunn for helping to lead us in making the LAR a reality for KU and Kansas.

— Marilu Goodyear  
Vice Provost for  
Information Services

*In the next  
issue ...*

How to get control  
of that email

## Campus-Wide Software Purchasing Finally Simplified, Includes Automated Tracking

This summer, KU and the state of Kansas are implementing a new contractual relationship with Software House International (SHI), a software large account resaler (LAR), to purchase software on behalf of all Kansas Regents institutions and state agencies.

The advantages of purchasing software through SHI are numerous, including:

- The university as a whole should see savings on software purchases. SHI represents thousands of clients across the country and sells products from more than 5,000 vendors, including Microsoft. SHI's power to leverage the best discounts results from the high volumes they purchase from these many vendors.
- Departments will no longer need large software purchases to negotiate a favorable price. Departments with small purchases will have the leverage of the LAR behind them when they need software. Also, this ensures that all departments will pay the same price for the same software packages.
- The contract with Software House International will be centrally monitored and managed by Information Services to be sure the university is maximizing potential savings across campus, such as on software that is purchased widely, and negotiating increased discounts in some cases. At the same time, departments will purchase software directly through SHI's web site, which functions as an online store.
- Using the LAR will increase efficiency by eliminating the time-intensive tasks of price shopping and competitive bidding. Also, it will reduce the stress of worrying whether we are getting the best deal for the university as a whole. If a staff member does get a lower price quote from an SHI competitor\*, SHI will match it. (\*SHI competitors are other software large account resalers.)
- The LAR tracks software purchases and automatically provides reports as requested to assist with analysis. In addition to university wide reports, individual units can use SHI's ReportFactory to automatically send you virtually anything you need to know about your account. Reports are delivered as an attachment in an email message. You can choose to have the reports sent to you or any distribution list on a daily, weekly, or monthly basis according to your needs. Reports can be delivered in a variety of electronic formats.

Implementation details on the LAR will be forthcoming this summer.