



TRANSFORMING PROCUREMENT IN ARKANSAS



ABOUT BUY

THE PROGRAM

- eProcurement system available to State departments, cities, counties, universities, and K-12
- Fully automated digital workflows
- Expand usage of State contracts through online shopping
- Integrated to AASIS for automated processing of transactions

OUR SOLUTION

- BuySpeed eProcurement solution
- Implemented in 8 states and over 1,000 agencies.

FUNDING MODEL

- ARBuy is zero cost to the State Budget or General Revenue
- 1% Convenience Fee to vendors
- \$4.1 million revenue estimate to the State over 5 years (total fee collection of \$20.6 million)

TRANSFORMATION IS NOT A CHOICE



THE POWER OF TRANSFORMATION IS MASSIVE

40%
REDUCTION

Requisition
Cycle Time

45%
REDUCTION

Contract/Purchaser
Order Cycle Time

30%
REDUCTION

Spend
on Expenditures

75%
INCREASE

Vendor
Participation

ABOUT PERISCOPE HOLDINGS

AND HOW WE MAXIMIZE SAVINGS



FOUNDED IN
2001

8

STATES

1,000

LOCAL AGENCIES &
SPECIAL DISTRICTS

500,000+

SUPPLIERS



THE SUPERIOR COURT OF CALIFORNIA
COUNTY OF LOS ANGELES



RELEVANT STATE EXPERIENCE

970k+

CATALOG LINE
ITEMS AVAILABLE

\$1B+

ORDERS PLACED YEARLY

587%

INCREASE IN SPENDING
WITH VETERAN-OWNED
BUSINESSES

10K

BIDS POSTED IN SYSTEM
YEAR TO DATE

325

STATE/LOCAL
AGENCIES
PER DAY

15%

INCREASE IN
STATEWIDE
CONTRACTS

130

STATE CONTRACTS
MIGRATED WITH OVER
202K LINE ITEMS

2559

CONTRACTS/
CATALOGS AVAILABLE
INCLUDING 34 PUNCHOUTS

72K+

ORDERS PLACED DAILY

=

\$557,696,070

TOTAL ANNUAL VALUE FROM LOCALS
YEARLY

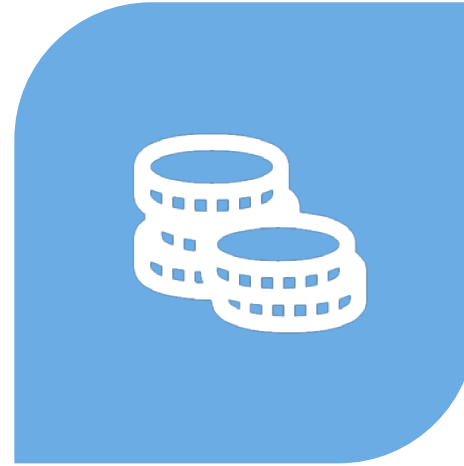
SELF-FUNDED MODEL

- Public/Private Partnership– each party invested in the State’s success
- Reduce Risk to State– Periscope does the heavy lifting
- Rollout of ARBuy without impact to that State Budget or General Revenue
- 1% Convenience Fee– for spend through state-wide contracts to vendors
- Revenue Share Back
- On-going support from Periscope
 - Vendor Support, Outreach & Enablement
 - Continual Agency Training
 - Marketing of Statewide Contracts to Locals
 - Training Political Subdivisions on eProcurement System
 - Strategic Sourcing & Contract Rationalization
 - Convenience Fee Collection

PROJECTED REVENUE



ESTIMATED FEES FROM AR
SUPPLIERS COLLECTED OVER
5-YEAR TERM = \$20.6M



STATE RECEIVES 20% OF EVERY DOLLAR
COLLECTED BACK AS A REBATE = \$4.1M

SAVINGS TO THE STATE

Periscope Invests Implementation Costs in Cash Up Front —————→ \$2.8M

Full BuySpeed Annual Subscription and Upgrades —————→ \$2.5M

**would cost more with other eProcurement systems*

Marketing to Agencies & Locals —————→ \$9.2M

Ongoing Training for Agency and Local Employees on BuySpeed —————→ \$2.1M

Full Billing and Collection of Convenience Fee —————→ \$.05M

General Manager for Entire Project —————→ \$2.5M

Periscope will Fully Staff Project at Maturity with Dedicated Resources —————→ \$6.4M

TOTAL SAVINGS WITH PERISCOPE —————→ \$25M

Periscope will provide resources for strategic sourcing for life of the contract. All enhancements, integration, and requirements delivered.

QUESTIONS?



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