

Testimony of Donald Hutcher
Ariba Corporation
Submitted to the Government Administration and Elections Committee
March 12, 2008
RE: **H.B. No. 5899: AN ACT CONCERNING ON-LINE PROCUREMENT
BY REGIONAL AND LOCAL SCHOOL DISTRICTS.**

Our job to educate our children. Our other job is to do so for the lowest cost in order to respect the taxpayers.

One approach we always use is to identify best practice approaches to solving problems and to take those approaches where they have been developed elsewhere and to put them into practice in CT.

Chicago Math... Wordly wise... all educational programs that have been developed elsewhere

The same thing applies for procurement. E-Sourcing is a technique that has been in practice in the private and public sector for nearly ten years and has produced an average of 13% across the board.

This is being used in Washington DC, State of Oregon, State of Florida, The Dept. of the Navy, IRS, and North Carolina

This is a proven technique that not only documents every action and communication that occurs between the buyer and the suppliers in both a paper and electronic record.

It actually produces a level of transparency that is not available through a paper process as external view only users can be added to monitor the process

In our experience we have seen it effectively used to source paper, office equipment, IT equipment, energy, facilities services, construction and other categories.

If you have any questions or wish to have additional information, please do not hesitate to contact me at my office at (508) 655-3006 or on my mobile number at (617) 899-7263