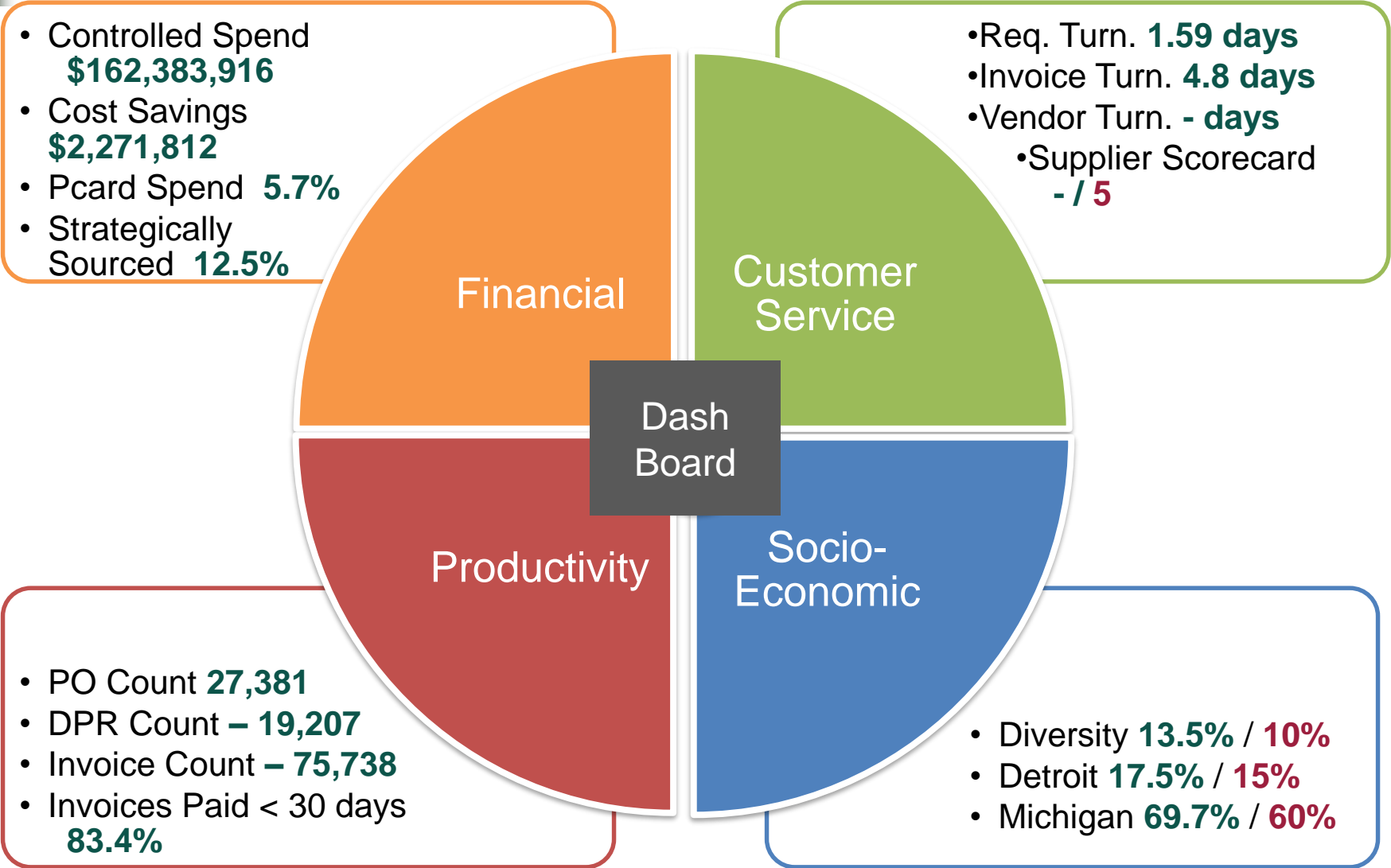


Procurement & Strategic Sourcing

Key Performance Indicators

Through September 2017

Balanced Scorecard



■ Actual

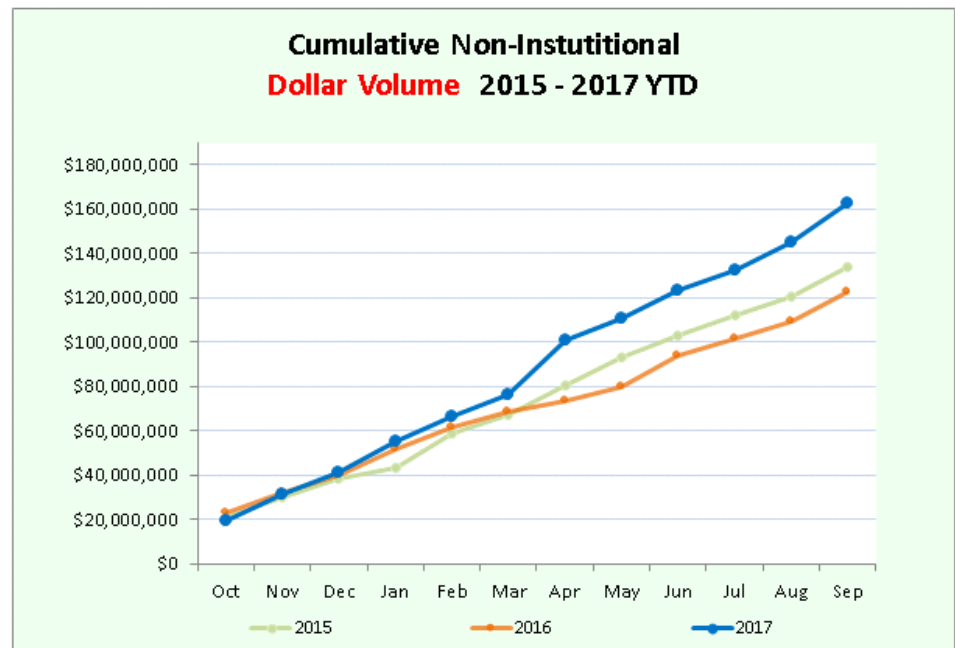
■ Benchmark

Department: Procurement and Strategic Sourcing

As of September 2017

Primary Process of Activity	Performance Indicator	Frequency	Goal	Strategic Assessment
Purchase Order Volume	Dollar Volume by Month	Monthly		Recorded Spend

PO Activity	By Month		Cumulative	
		2016		2017
Oct	2,758	\$ 22,740,031	2,425	\$ 19,588,131
Nov	4,733	\$ 32,345,214	4,701	\$ 31,162,100
Dec	6,531	\$ 39,953,077	6,354	\$ 41,207,160
Jan	8,854	\$ 51,940,750	8,429	\$ 55,228,832
Feb	11,284	\$ 61,458,391	10,671	\$ 66,439,261
Mar	13,572	\$ 68,345,946	13,049	\$ 76,187,138
Apr	15,618	\$ 73,876,422	15,266	\$ 100,682,576
May	17,598	\$ 80,128,135	17,478	\$ 110,496,216
Jun	19,815	\$ 93,856,741	19,757	\$ 123,110,830
Jul	21,805	\$ 101,954,608	21,743	\$ 132,542,234
Aug	23,798	\$ 109,382,750	23,720	\$ 145,274,063
Sep	25,796	\$ 122,726,116	25,676	\$ 162,383,916
YTD	25,796	\$ 122,726,116	25,676	\$ 162,383,916

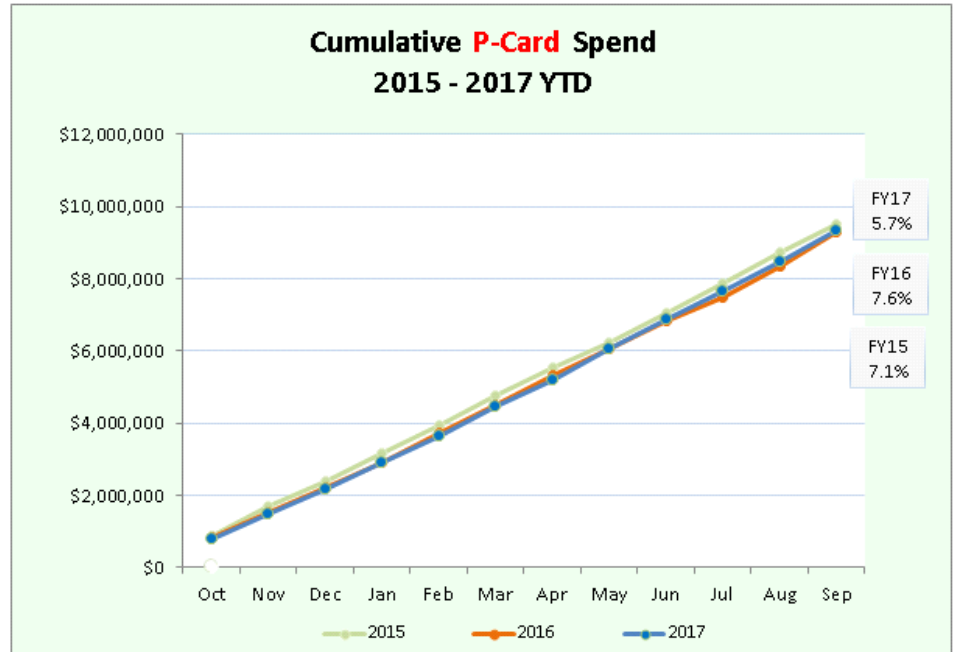


Department: Procurement and Strategic Sourcing

As of September 2017

Primary Process of Activity	Performance Indicator	Frequency	Goal	Strategic Assessment
Purchase Order Volume	P-Card Volume by Month (included in totals)	Monthly		Recorded Spend

P-Card Spend				
	%	2016	%	2017
Oct		\$ 852,422		\$ 769,422
Nov		\$ 1,535,848		\$ 1,480,834
Dec		\$ 2,228,805		\$ 2,155,389
Jan		\$ 2,914,143		\$ 2,891,138
Feb		\$ 3,728,456		\$ 3,655,873
Mar		\$ 4,510,968		\$ 4,474,605
Apr		\$ 5,311,105		\$ 5,206,527
May		\$ 6,052,336		\$ 6,033,519
Jun		\$ 6,843,856		\$ 6,858,198
Jul		\$ 7,498,226		\$ 7,637,719
Aug		\$ 8,363,065		\$ 8,452,587
Sep		\$ 9,310,111		\$ 9,315,356
YTD	7.6%	\$ 9,310,111	5.7%	\$ 9,315,356

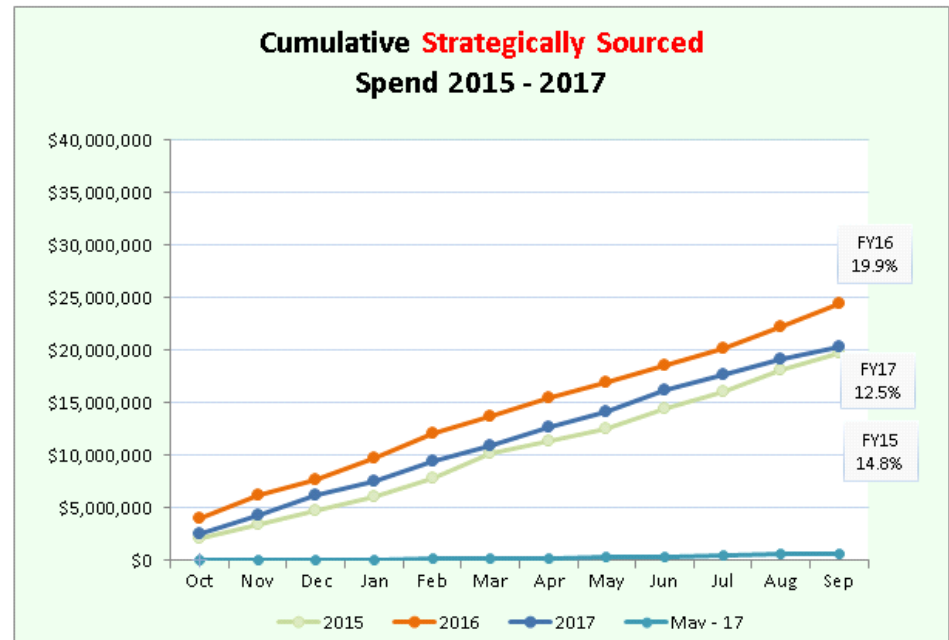


Department: Procurement and Strategic Sourcing

As of September 2017

Primary Process of Activity	Performance Indicator	Frequency	Goal	Strategic Assessment
Strategic Sourcing	Total procurement dollars spent on strategically sourced goods and services	Monthly	Convert a sizable portion of repetitious supplies and services into strategically negotiated agreements.	Increase Cost Savings while gaining improvements in processing time.

Strategically Sourced Spend				
	%	2016	%	2017
Oct		\$ 4,097,104		\$ 2,601,565
Nov		\$ 6,211,442		\$ 4,370,673
Dec		\$ 7,696,764		\$ 6,267,258
Jan		\$ 9,738,606		\$ 7,546,817
Feb		\$ 12,122,279		\$ 9,498,128
Mar		\$ 13,710,305		\$ 10,935,814
Apr		\$ 15,448,238		\$ 12,630,753
May		\$ 16,955,053		\$ 14,157,477
Jun		\$ 18,535,389		\$ 16,235,031
Jul		\$ 20,129,861		\$ 17,741,499
Aug		\$ 22,311,935		\$ 19,119,297
Sep		\$ 24,410,978		\$ 20,377,257
YTD	19.9%	\$ 24,410,978	12.5%	\$ 20,377,257



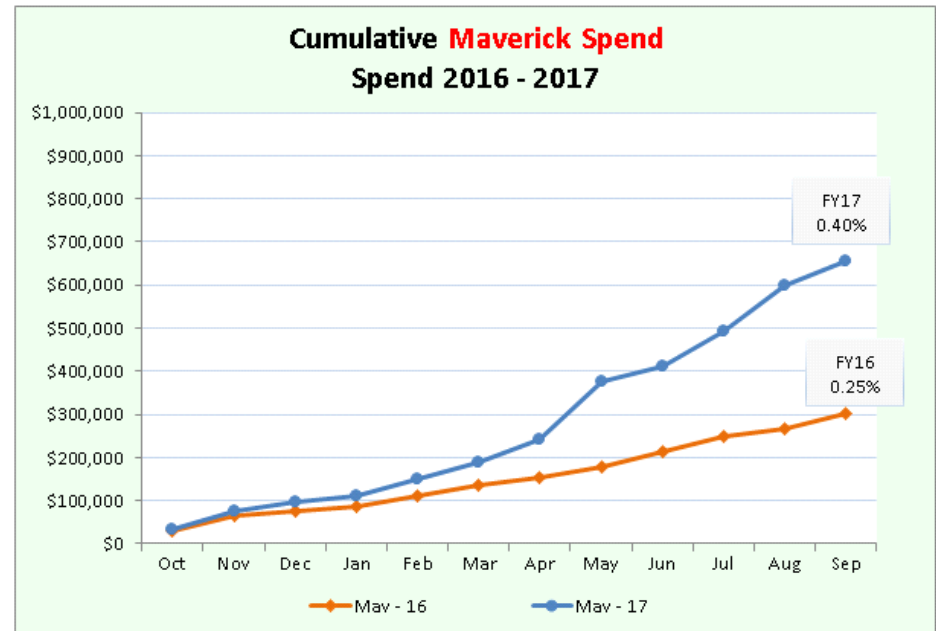
FY16-17 Strategically Sourced Spend includes contract spending with Aramark, while FY15 does not include Aramark contract spending. Without Aramark, FY16 spend would be \$16,796,333, or 13.7%.

Department: Procurement and Strategic Sourcing

As of September 2017

Primary Process of Activity	Performance Indicator	Frequency	Goal	Strategic Assessment
Strategic Sourcing	Total procurement dollars spent in non-compliance with negotiated contract terms.	Monthly	Convert a sizable portion of maverick spending into strategically negotiated agreements.	Increase Cost Savings by enhancing utilization of strategic sourced agreements.

Maverick Spend					
	%		Mav - 16	%	Mav - 17
Oct	0.13%	\$	30,214	0.17%	\$ 33,222
Nov	0.20%	\$	64,028	0.24%	\$ 76,323
Dec	0.19%	\$	74,400	0.23%	\$ 95,574
Jan	0.17%	\$	88,168	0.20%	\$ 110,787
Feb	0.18%	\$	111,791	0.22%	\$ 148,733
Mar	0.20%	\$	134,382	0.25%	\$ 189,513
Apr	0.21%	\$	152,231	0.24%	\$ 242,140
May	0.22%	\$	177,002	0.34%	\$ 376,563
Jun	0.23%	\$	214,340	0.33%	\$ 411,516
Jul	0.25%	\$	249,822	0.37%	\$ 494,531
Aug	0.24%	\$	267,444	0.41%	\$ 597,775
Sep	0.25%	\$	301,455	0.40%	\$ 656,172
YTD	0.25%	\$	301,455	0.40%	\$ 656,172

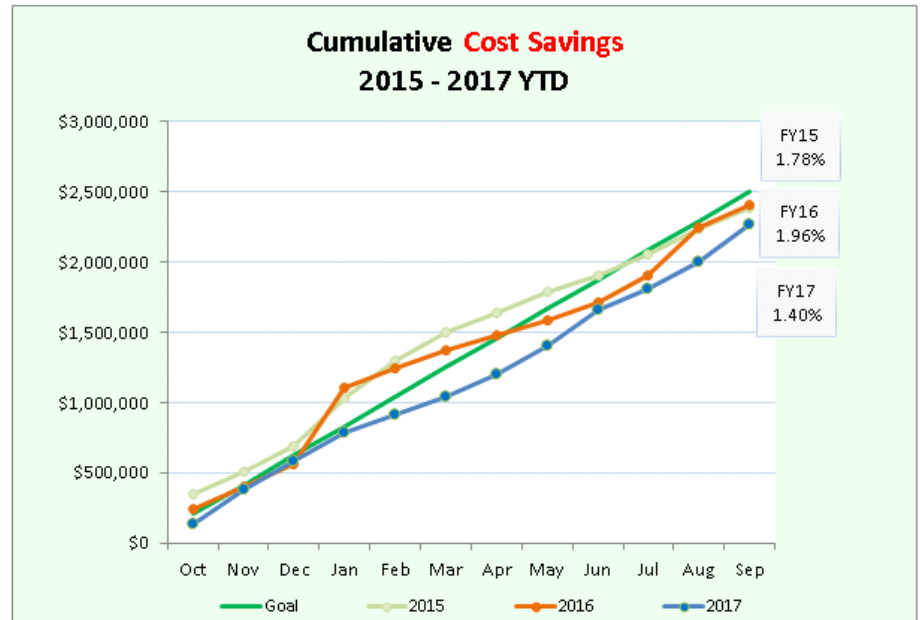


Department: Procurement and Strategic Sourcing

As of September 2017

Primary Process of Activity	Performance Indicator	Frequency	Goal	Strategic Assessment
Procurement Savings	Number of strategic sourced agreements in place and total dollars saved	Monthly	Achieve Annual Savings in excess of \$2.5 million	Recorded Savings

Cumulative Cost Savings By Month				
	% Savings	2016	% Savings	2017
Oct	1.06%	\$ 240,550	0.67%	\$ 131,321
Nov	1.23%	\$ 397,311	1.22%	\$ 379,599
Dec	1.39%	\$ 556,400	1.42%	\$ 585,344
Jan	2.12%	\$ 1,102,057	1.42%	\$ 785,429
Feb	2.03%	\$ 1,245,886	1.38%	\$ 914,061
Mar	2.01%	\$ 1,376,391	1.37%	\$ 1,041,821
Apr	2.00%	\$ 1,476,908	1.19%	\$ 1,198,512
May	1.97%	\$ 1,580,562	1.27%	\$ 1,400,067
Jun	1.83%	\$ 1,716,513	1.35%	\$ 1,661,725
Jul	1.86%	\$ 1,901,240	1.37%	\$ 1,814,191
Aug	2.06%	\$ 2,250,120	1.37%	\$ 1,997,065
Sep	1.96%	\$ 2,406,276	1.40%	\$ 2,271,812
YTD	1.96%	\$ 2,406,276	1.40%	\$ 2,271,812

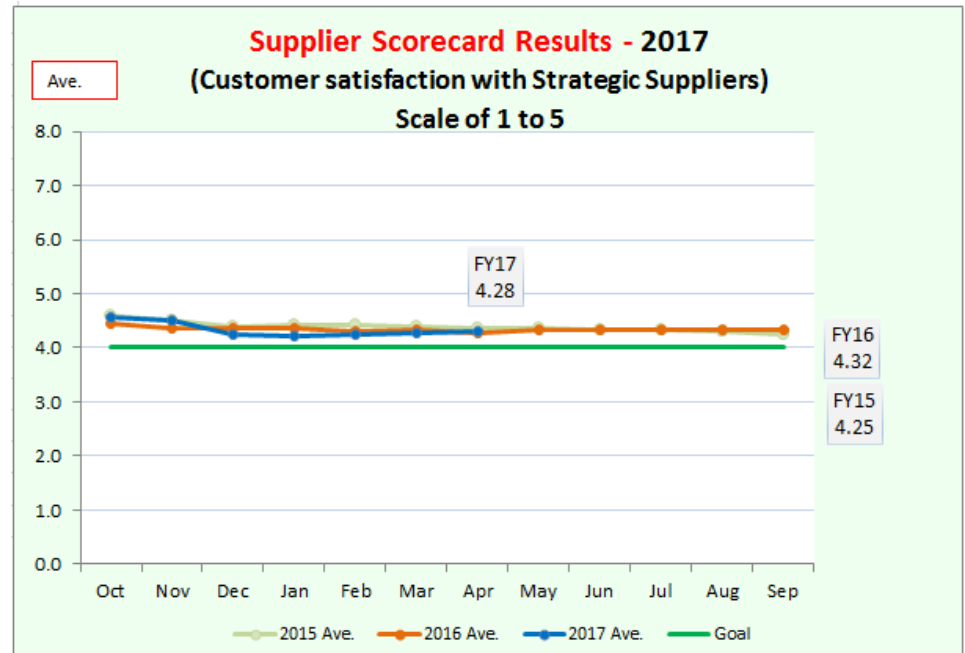


Department: Procurement and Strategic Sourcing

As of September 2017

Primary Process of Activity	Performance Indicator	Frequency	Goal	Strategic Assessment
Customer Satisfaction	Supplier Scorecards for Strategically Sourced Commodities	Monthly	Maintain a overall score of 4.0 or higher when grading all suppliers on a scale of 1 to 5, with 5 being the most satisfied.	Scorecards are distributed by e-mail, and are aggregated by Supplier and then averaged among all suppliers.

Scorecard Results				
	2016 Ave.	2017 Responses	2017 Score	2017 Ave.
Oct	4.44	51	4.58	4.58
Nov	4.35	25	4.42	4.50
Dec	4.35	28	3.78	4.26
Jan	4.36	32	4.08	4.21
Feb	4.31	32	4.45	4.26
Mar	4.33	30	4.37	4.28
Apr	4.28	29	4.42	4.30
May	4.32			
Jun	4.34			
Jul	4.34			
Aug	4.34			
Sep	4.32			

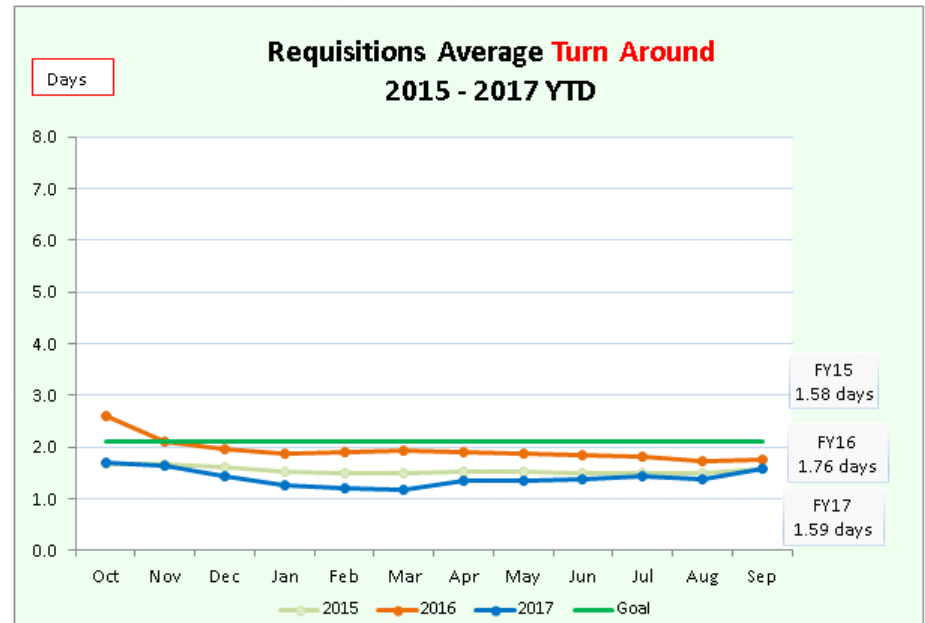


Department: Procurement and Strategic Sourcing

As of September 2017

Primary Process of Activity	Performance Indicator	Frequency	Goal	Strategic Assessment
Customer Satisfaction	Measurement of the Average Turn Around of Department approved Requisitions to Purchase Orders	Monthly	Maintain a Turn Around Average of 2.0 days, not including Punch-Out Requisitions.	WayneBuy Report measuring the number of days from Dept Approval to final Procurement Approval

Requisition Turn Around			YTD Average	
	Data	2016	Data	2017
Oct	2.6 days	2.6 days	1.65 days	1.71 days
Nov	1.63 days	2.12 days	1.56 days	1.63 days
Dec	1.61 days	1.95 days	1.24 days	1.44 days
Jan	1.59 days	1.86 days	1.06 days	1.25 days
Feb	2. days	1.89 days	1.15 days	1.2 days
Mar	2.12 days	1.93 days	1.13 days	1.16 days
Apr	1.68 days	1.89 days	1.53 days	1.35 days
May	1.82 days	1.88 days	1.34 days	1.34 days
Jun	1.39 days	1.83 days	1.38 days	1.36 days
Jul	1.63 days	1.81 days	1.48 days	1.42 days
Aug	1.64 days	1.71 days	1.34 days	1.38 days
Sep	2.13 days	1.76 days	1.8 days	1.59 days
YTD		1.76 days		1.59 days

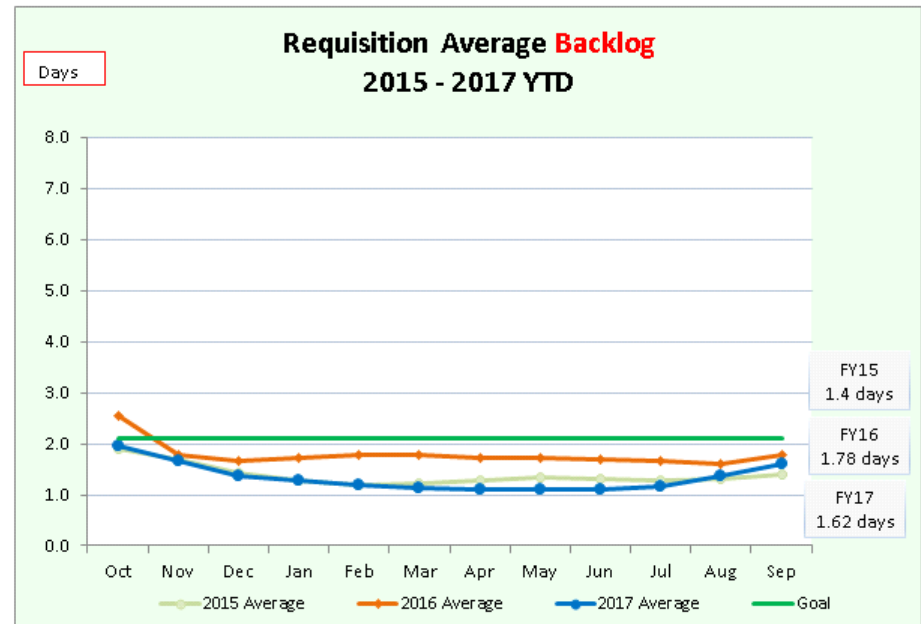


Department: Procurement and Strategic Sourcing

As of September 2017

Primary Process of Activity	Performance Indicator	Frequency	Goal	Strategic Assessment
Customer Satisfaction	Measurement of the Backlog of unprocessed Requisitions / averaged weekly	Weekly	Maintain a Back Log Average of 2.0 days, not including Punch-Out Requisitions.	Count of Outstanding Requisitions each Monday, averaged to a monthly number.

Requisition Back Log				
	Data	2016 Average	Data	2017 Average
Oct	2.55 days	2.55 days	2.14 days	1.96 days
Nov	.99 days	1.77 days	1.34 days	1.65 days
Dec	1.49 days	1.68 days	1.06 days	1.36 days
Jan	1.83 days	1.71 days	1.2 days	1.28 days
Feb	2.03 days	1.78 days	1.13 days	1.2 days
Mar	1.87 days	1.79 days	1.09 days	1.15 days
Apr	1.39 days	1.74 days	1.07 days	1.11 days
May	1.54 days	1.71 days	1.24 days	1.11 days
Jun	1.48 days	1.69 days	1.08 days	1.09 days
Jul	1.39 days	1.66 days	1.25 days	1.17 days
Aug	2.1 days	1.61 days	1.59 days	1.38 days
Sep	2.72 days	1.78 days	1.85 days	1.62 days
YTD		1.78 days		1.62 days

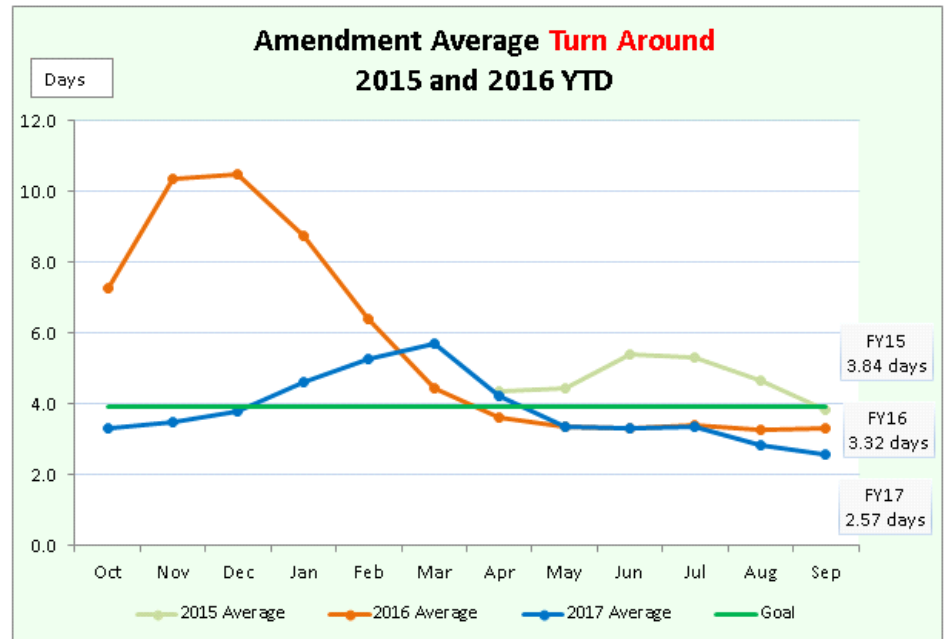


Department: Procurement and Strategic Sourcing

As of September 2017

Primary Process of Activity	Performance Indicator	Frequency	Goal	Strategic Assessment
Customer Satisfaction	Measurement of the Average Turn Around of Department approved Amendment Requisitions	Monthly	Maintain a Turn Around Average of 4.0 days, not including Punch-Out Requisitions.	WayneBuy Report measuring the number of days from Dept Approval to final Procurement Approval

Amendment Turn Around			YTD Average	
	Data	2016 Average	Data	2017 Average
Oct	10.7 days	7.27 days	3.25 days	3.28 days
Nov	13.45 days	10.36 days	3.66 days	3.47 days
Dec	10.59 days	10.48 days	4.1 days	3.79 days
Jan	7.05 days	8.77 days	5.4 days	4.59 days
Feb	4.05 days	6.41 days	5.93 days	5.26 days
Mar	2.48 days	4.44 days	6.13 days	5.7 days
Apr	2.74 days	3.59 days	2.72 days	4.21 days
May	3.12 days	3.36 days	2.49 days	3.35 days
Jun	3.25 days	3.3 days	3.23 days	3.29 days
Jul	3.49 days	3.4 days	3.42 days	3.35 days
Aug	3.14 days	3.27 days	2.32 days	2.84 days
Sep	3.37 days	3.32 days	2.31 days	2.57 days
YTD		3.32 days		2.57 days



Department: Procurement and Strategic Sourcing

As of April 2017

Primary Process of Activity	Performance Indicator	Frequency	Goal	Strategic Assessment
ProCard Compliance	Measurement of ProCard violation and non-compliance occurrences	Monthly	Take appropriate action for repeat offenders	Cognos ProCard historical report of pending transactions and violations

Number of Violations	Cardholder
2 violation(s)	1
1 violation(s)	31
Grand Total	32

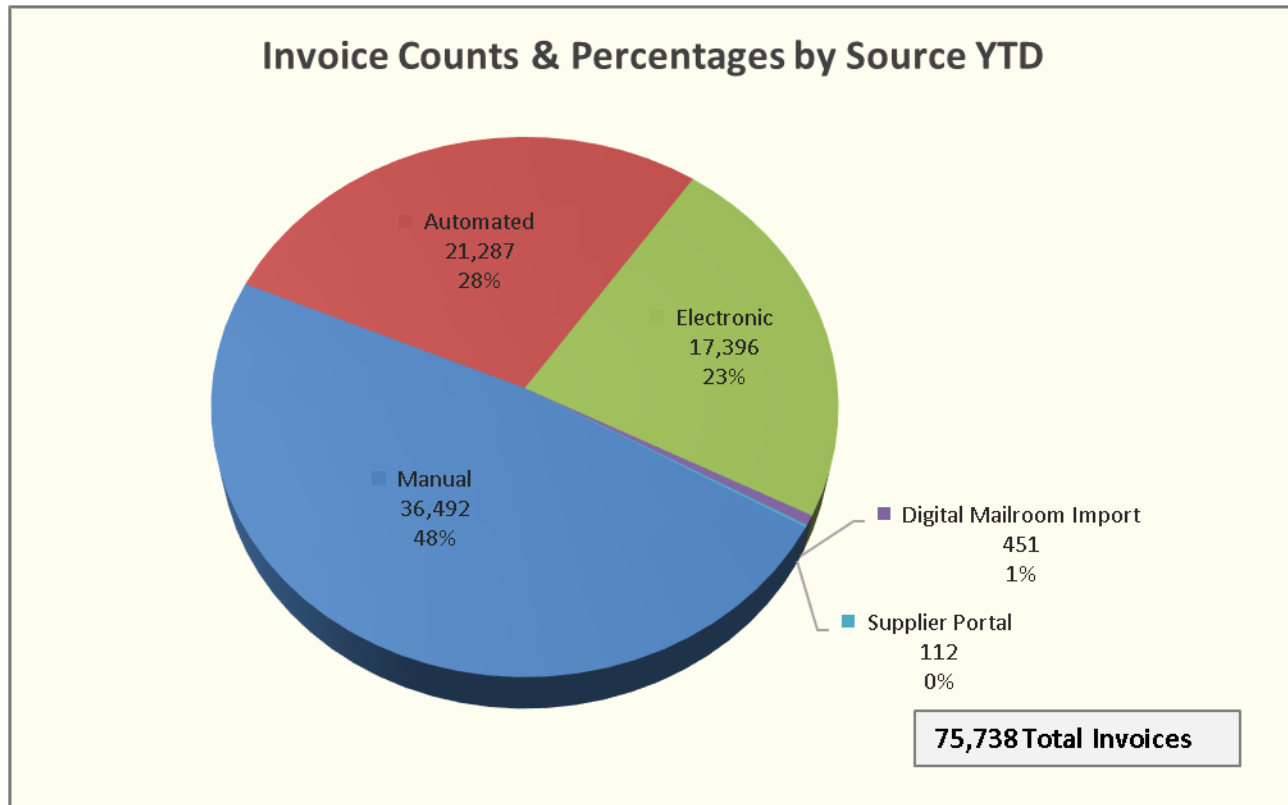
Month/ Year	Sum of Violation	Sum of Non-Compliance Total
2016		
Jan	2	31
Feb	4	31
Mar	6	61
Apr	2	31
May	2	24
Jun	3	22
Jul	1	25
Aug	1	19
Sep	6	20
Oct	3	20
Nov	1	35
Dec		31
2017		
Jan		18
Feb	1	20
Mar		22
Grand Total	32	410

Violations are tracked on a rolling 12 month period. First violation results in a warning. Second violation results in a card suspension until training is repeated. Third violation results in a minimum 12 month suspension.

Department: Disbursements

As of September 2017

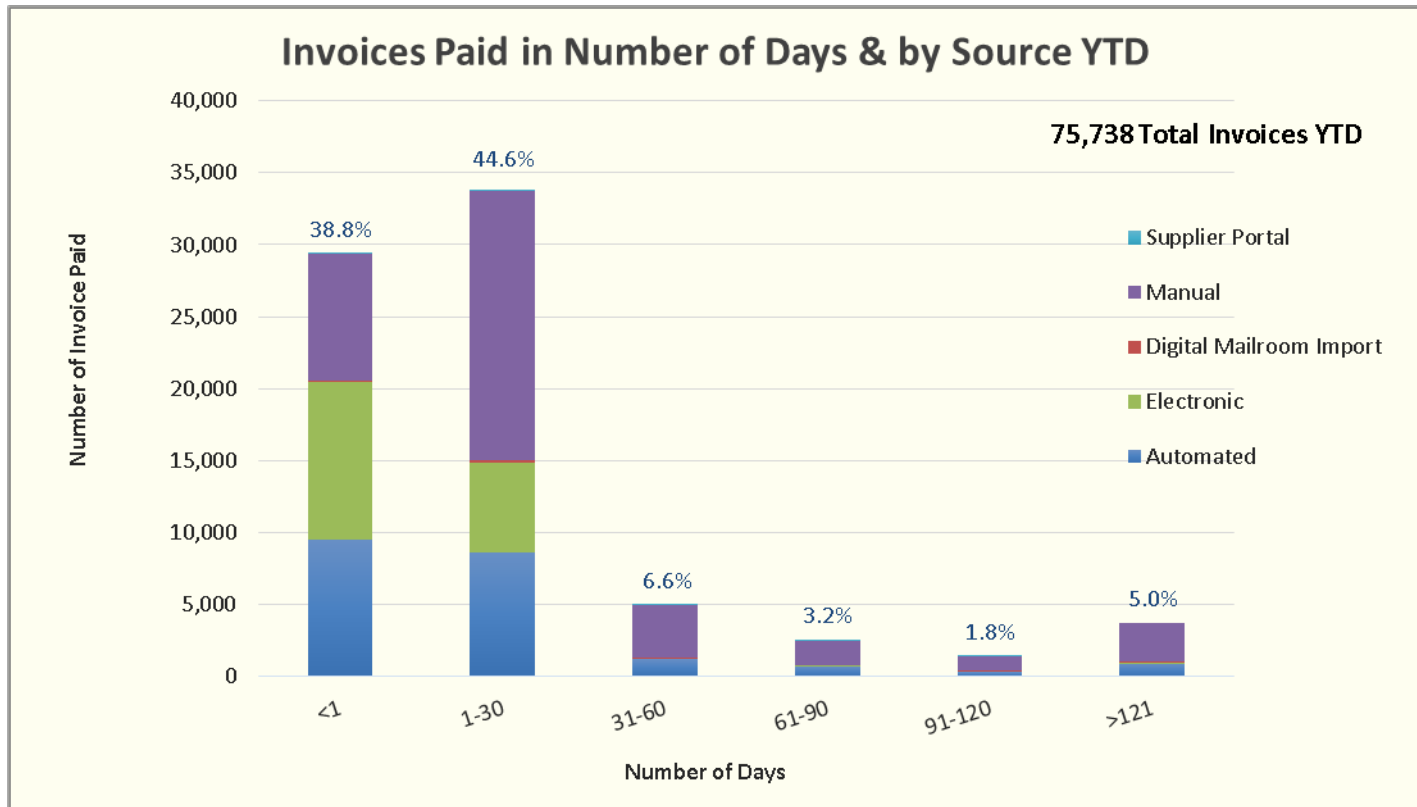
Primary Process of Activity	Performance Indicator	Frequency	Goal	Strategic Assessment
Invoice Volume	Measurement of Invoice Counts and Percentages by Source	Monthly	Monitor invoice source to account for the various invoice processing methods.	Determination of invoices processed systemically.



Department: Disbursements

As of September 2017

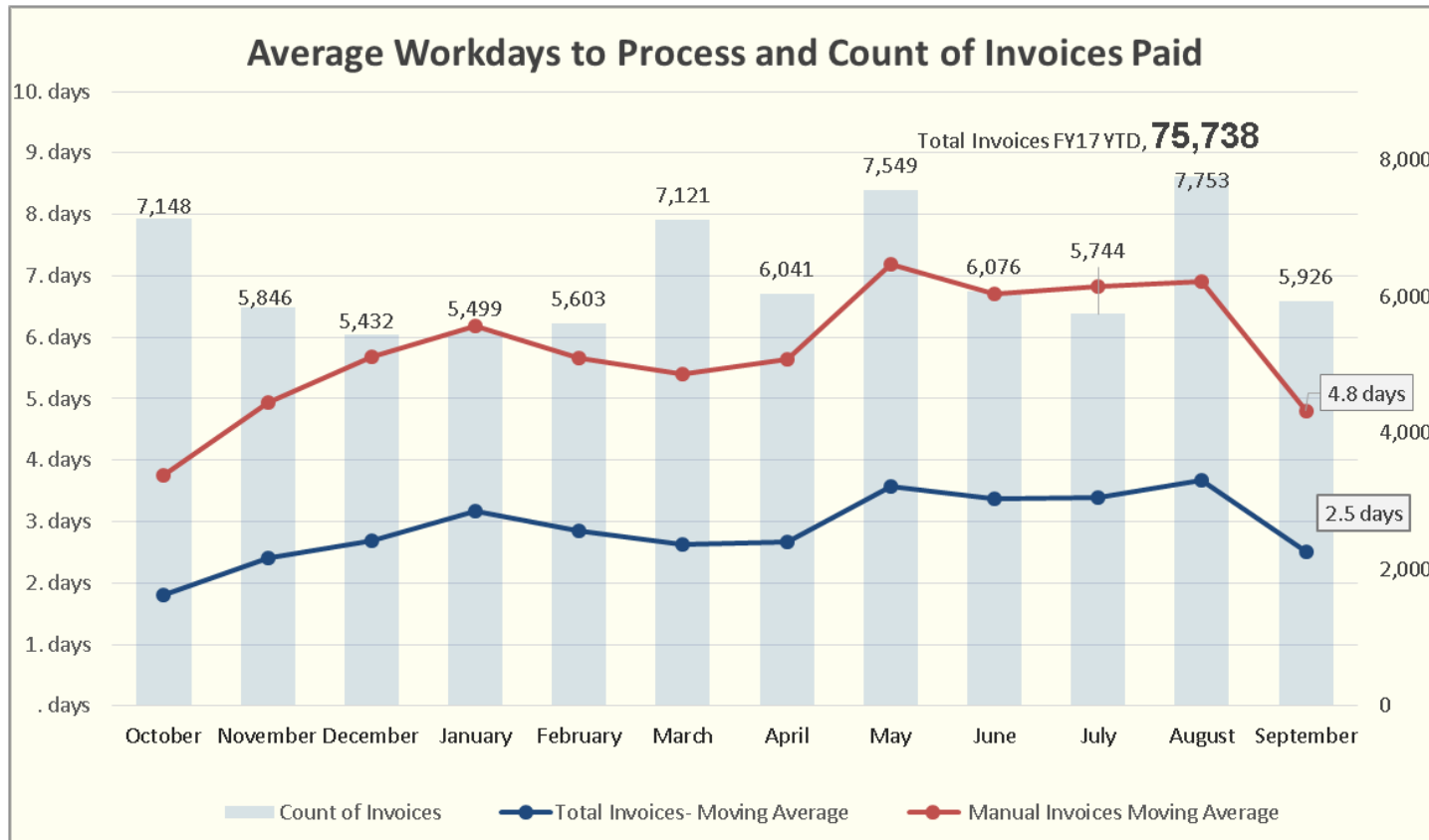
Primary Process of Activity	Performance Indicator	Frequency	Goal	Strategic Assessment
Invoice Volume	Timing and count of invoices paid, from invoice date to paid date, by invoice source.	Monthly	Monitor timely payment of invoices.	Stratification of invoices paid in 30 day increments.



Department: Disbursements

As of September 2017

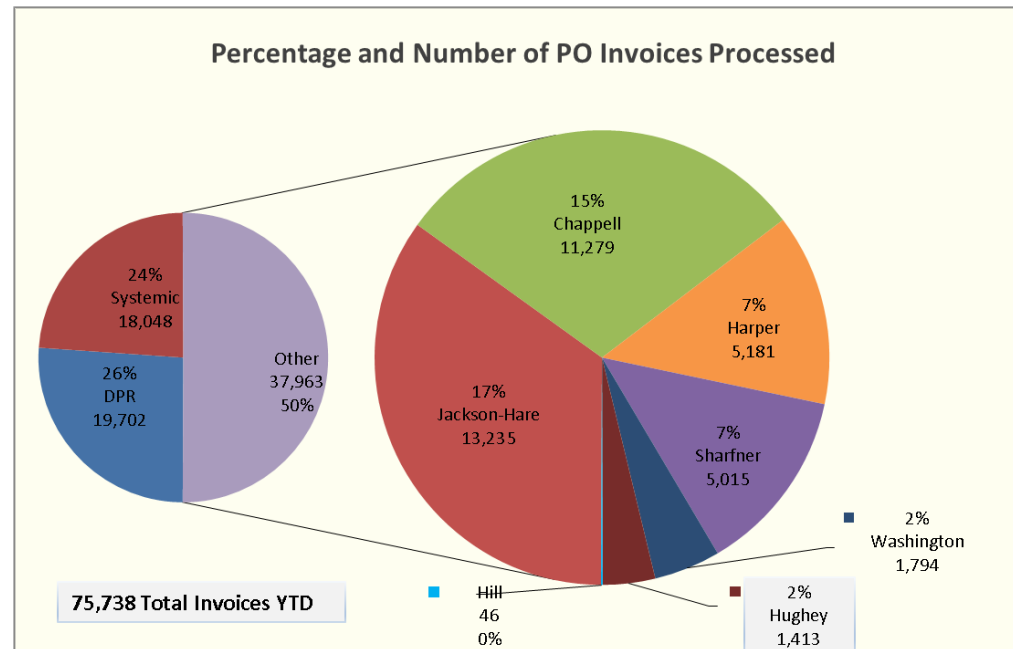
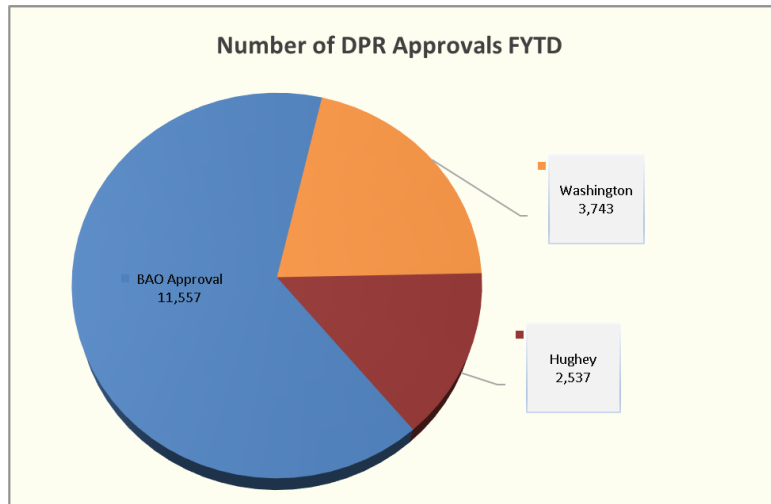
Primary Process of Activity	Performance Indicator	Frequency	Goal	Strategic Assessment
Invoice Volume	Measurement of invoices processed in average number of days from Disbursements receipt date to process date.	Monthly	Maintain a processing average of 5 days in FY17, and a long term goal of 4 days by FY18	Average number of workdays by month compared to departmental goal



Department: Disbursements

As of September 2017

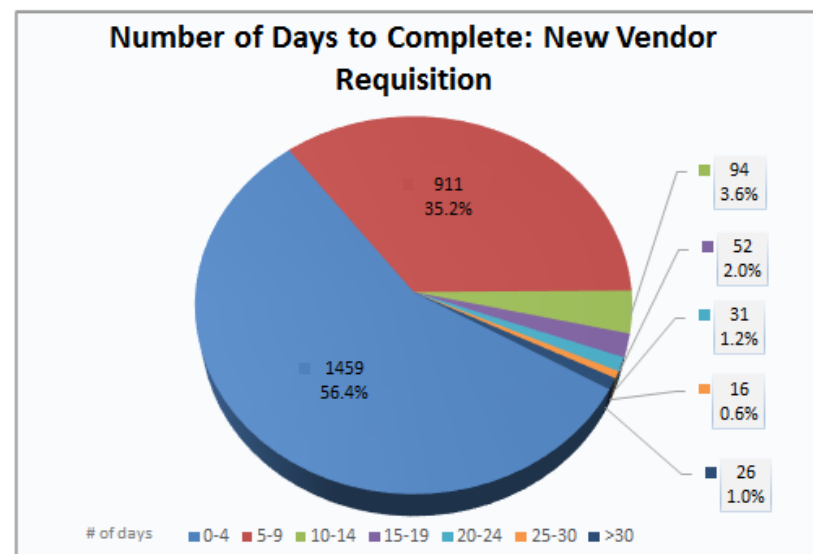
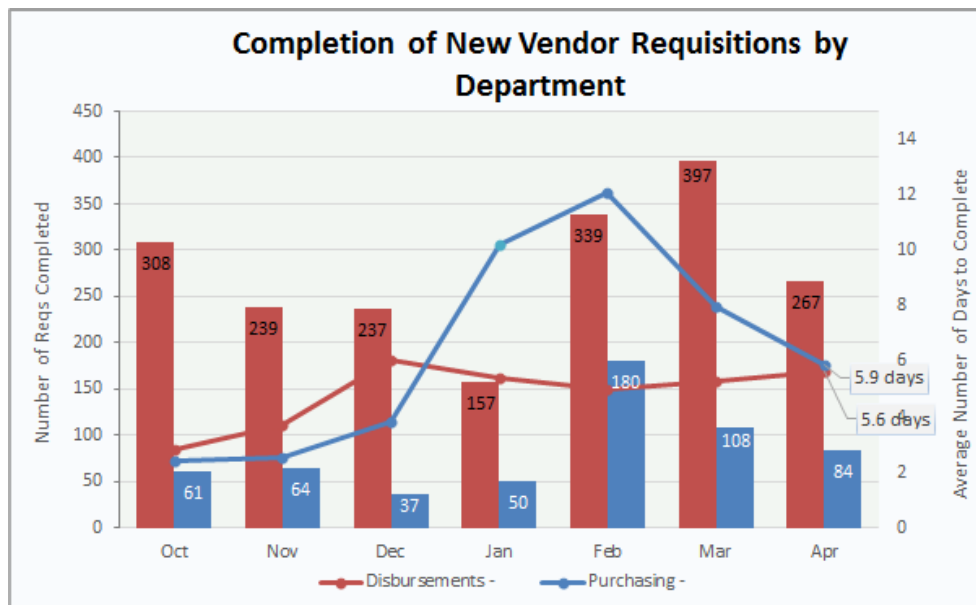
Primary Process of Activity	Performance Indicator	Frequency	Goal	Strategic Assessment
Invoice Approvals	Measurement of DPR and PO invoice processing.	Monthly	Monitor who is completing invoices and percentage of the total volume.	Breakdown of invoices by AP staff for DPRs and POs.



Department: Procurement and Strategic Sourcing

As of April 2017

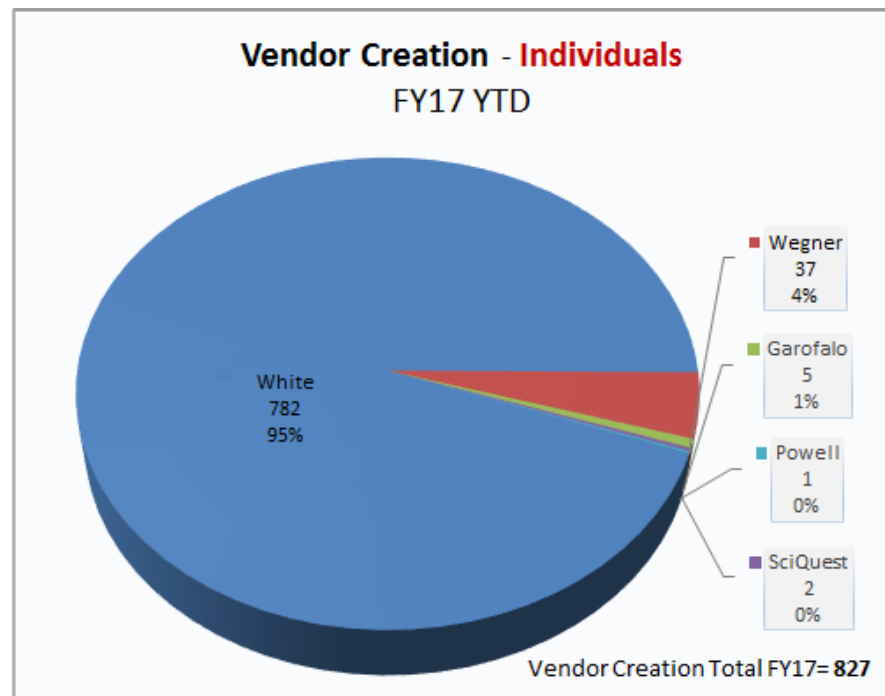
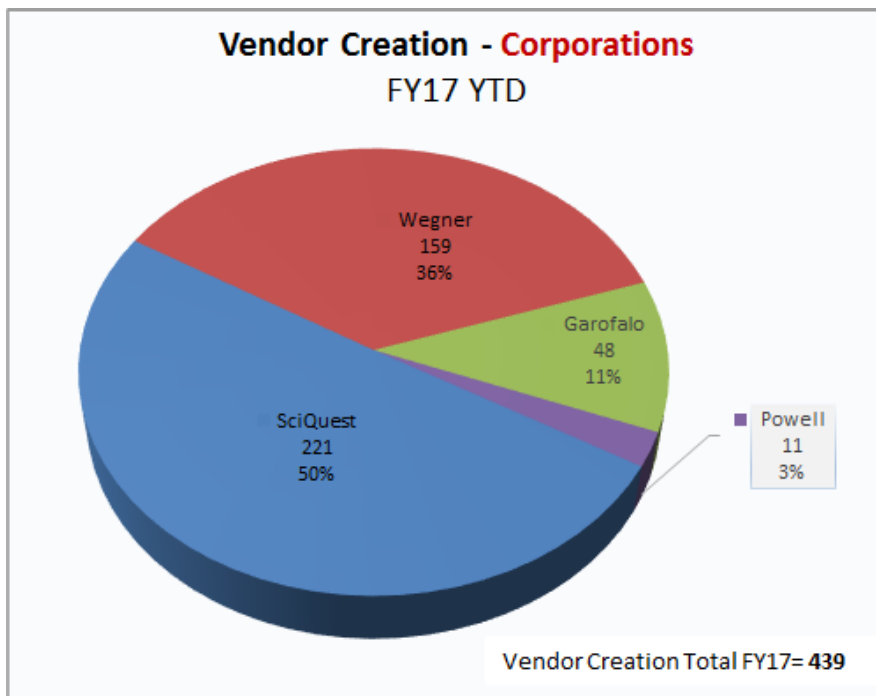
Primary Process of Activity	Performance Indicator	Frequency	Goal	Strategic Assessment
Vendor Management	Measurement of the Completion of New Vendor Requisitions by Department	Monthly	Monitor the creation of new vendors. Determine the average number of days to create a new vendor	WayneBuy Report measuring approvals of the New Vendor Request Form.



Department: Procurement and Strategic Sourcing

As of April 2017

Primary Process of Activity	Performance Indicator	Frequency	Goal	Strategic Assessment
Vendor Management	Measurement of the Creation of New Vendors by User in TSM & Banner.	Monthly	Monitor the creation of new vendors. Determine the utilization of the new TSM platform.	Cognos Report measuring the creation of new vendors by User in TSM and Banner.

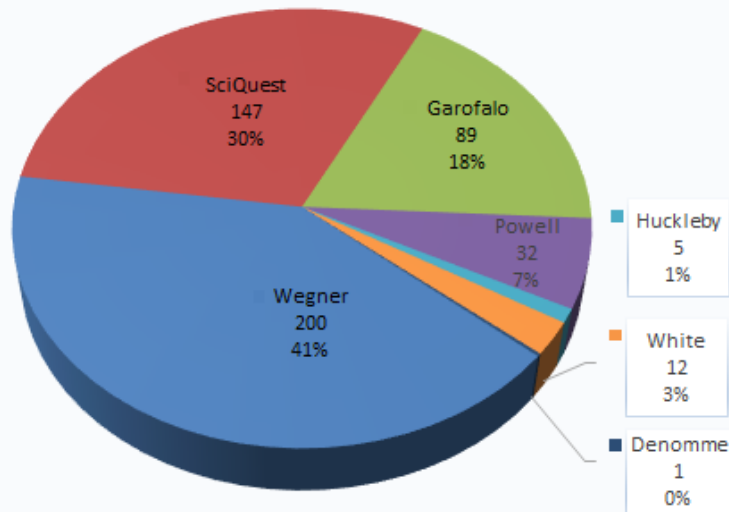


Department: Procurement and Strategic Sourcing

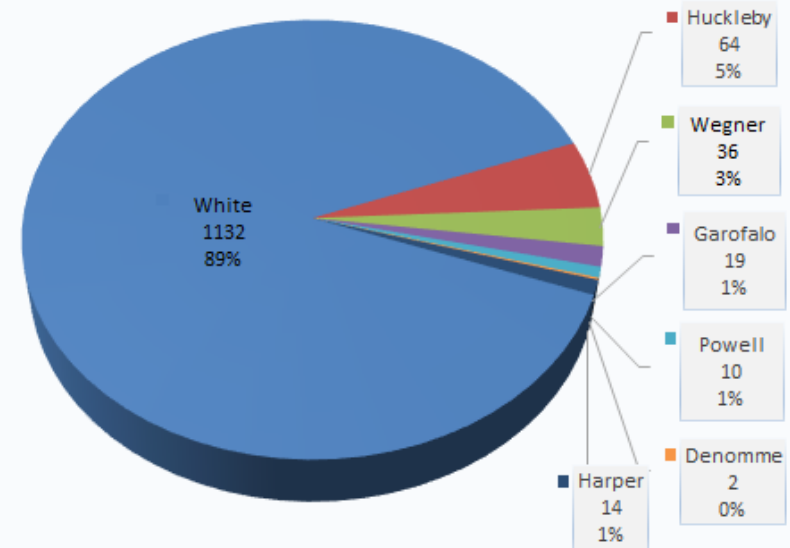
As of April 2017

Primary Process of Activity	Performance Indicator	Frequency	Goal	Strategic Assessment
Vendor Management	Measurement of the Modification of existing Vendors by User in TSM & Banner.	Monthly	Monitor modifications to Vendor files. Identify and verify that modifications are performed by only authorized personnel	Cognos Report measuring the modification of existing Vendors in TSM and Banner by User

Vendor Modification - Corporations
FY17 YTD



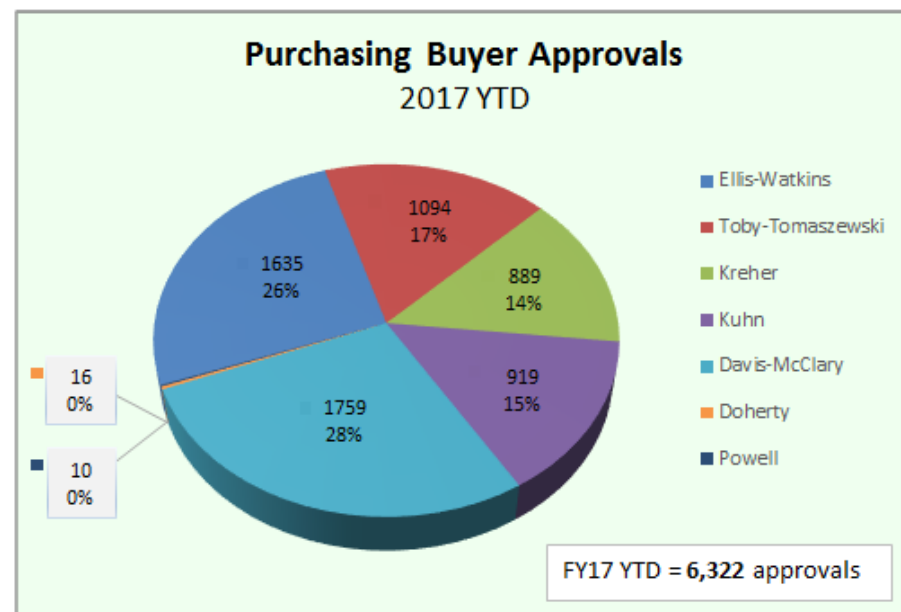
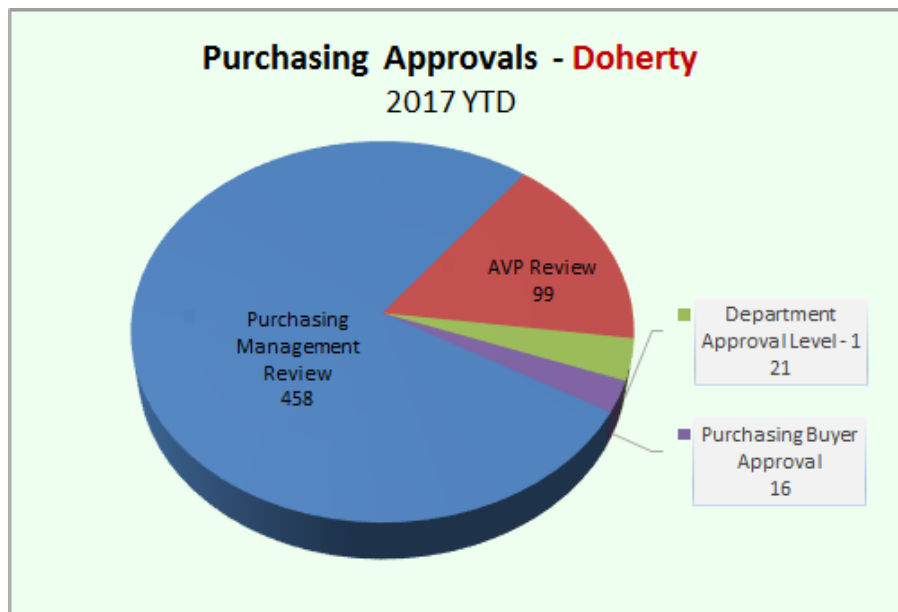
Vendor Modification - Individuals
FY17 YTD



Department: Procurement and Strategic Sourcing

As of September 2017

Primary Process of Activity	Performance Indicator	Frequency	Goal	Strategic Assessment
Purchasing Approvals	Measurement of the Approval Process for Purchase Orders by User .	Monthly	Monitor approval process to verify who is completing the purchasing approvals.	WayneBuy Report measuring of the Approval Process by User .

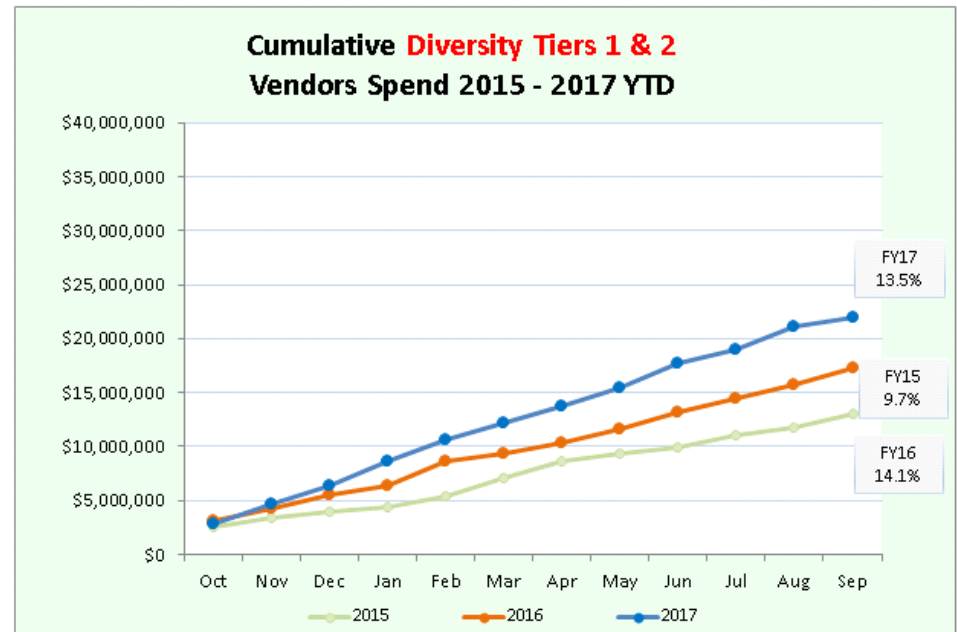


Department: Procurement and Strategic Sourcing

As of September 2017

Primary Process of Activity	Performance Indicator	Frequency	Target	Strategic Assessment
Supplier Diversity	Percentage and Amount of total procurement dollars spent with Diversity Suppliers.	Monthly	Spend 10% or more of Controllable Spend with Diverse Suppliers, and report results in the University Affirmative Action Report	Monthly Spend as a factor of total spend

Diversity Spend by Dollar				
	%	2016	%	2017
Oct	13.8%	\$ 3,132,512	14.4%	\$ 2,816,374
Nov	13.3%	\$ 4,288,409	15.0%	\$ 4,687,983
Dec	13.9%	\$ 5,557,017	15.5%	\$ 6,381,512
Jan	12.3%	\$ 6,364,892	15.7%	\$ 8,657,058
Feb	14.0%	\$ 8,620,547	16.0%	\$ 10,600,577
Mar	13.6%	\$ 9,305,905	16.1%	\$ 12,246,757
Apr	13.9%	\$ 10,290,872	13.7%	\$ 13,803,832
May	14.5%	\$ 11,650,985	14.0%	\$ 15,510,650
Jun	14.0%	\$ 13,121,882	14.4%	\$ 17,701,923
Jul	14.2%	\$ 14,474,645	14.3%	\$ 18,941,858
Aug	14.3%	\$ 15,670,692	14.5%	\$ 21,045,586
Sep	14.1%	\$ 17,307,806	13.5%	\$ 21,951,601
YTD	14.1%	\$ 17,307,806	13.5%	\$ 21,951,601

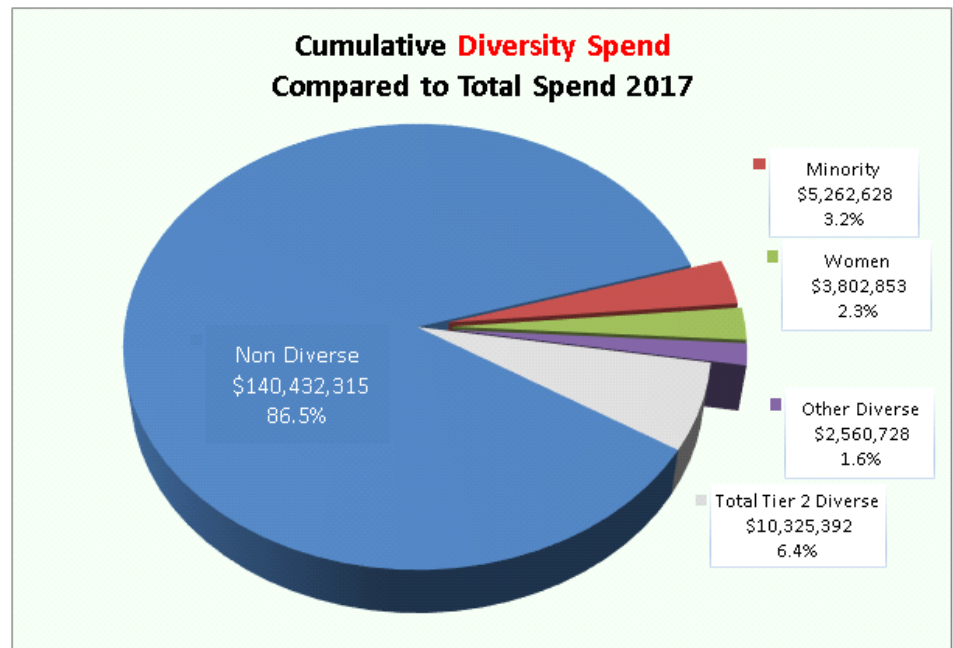


Department: Procurement and Strategic Sourcing

As of September 2017

Primary Process of Activity	Performance Indicator	Frequency	Target	Strategic Assessment
Supplier Diversity	Percentage and Amount of total procurement dollars spent with Diverse Businesses.	Monthly	Spend 10% or more of Controllable Spend with Diverse Suppliers, and report results in the University Affirmative Action Report	Monthly Spend as a factor of total spend

Diversity Spend by Dollar				
	%	Non Diverse	%	Diverse Spend
Oct	85.6%	\$ 16,766,757	14.4%	\$ 2,816,374
Nov	85.0%	\$ 26,474,117	15.0%	\$ 4,687,983
Dec	84.5%	\$ 34,825,649	15.5%	\$ 6,381,512
Jan	84.3%	\$ 46,571,774	15.7%	\$ 8,657,058
Feb	84.0%	\$ 55,838,683	16.0%	\$ 10,600,577
Mar	83.9%	\$ 63,940,381	16.1%	\$ 12,246,757
Apr	86.3%	\$ 86,878,744	13.7%	\$ 13,803,832
May	86.0%	\$ 94,985,566	14.0%	\$ 15,510,650
Jun	85.6%	\$ 105,408,908	14.4%	\$ 17,701,923
Jul	85.7%	\$ 113,600,377	14.3%	\$ 18,941,858
Aug	85.5%	\$ 124,228,477	14.5%	\$ 21,045,586
Sep	86.5%	\$ 140,432,315	13.5%	\$ 21,951,601
YTD	86.5%	\$ 140,432,315	13.5%	\$ 21,951,601
				\$ 162,383,916

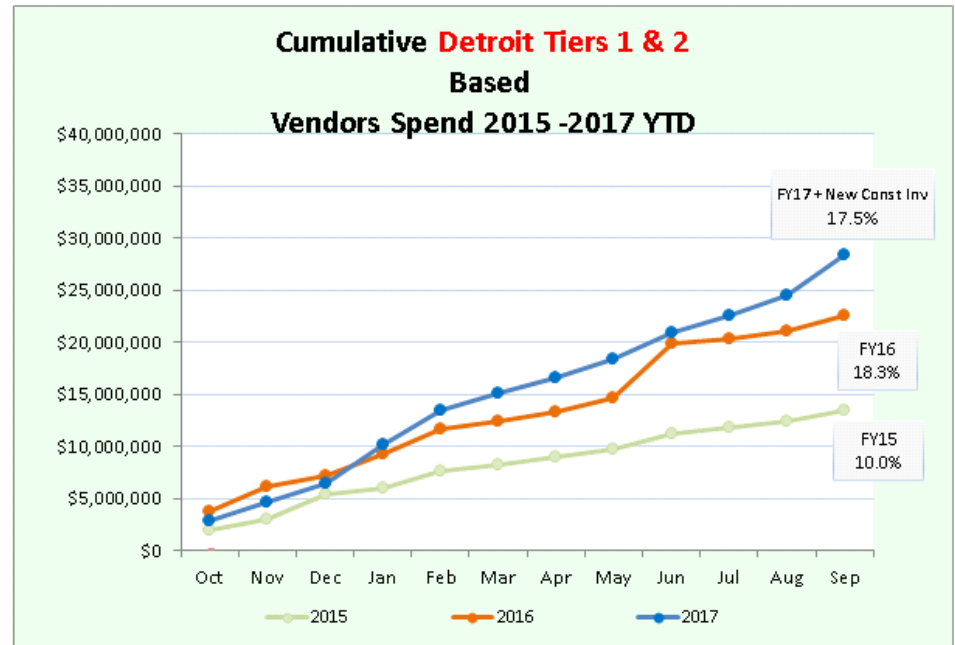


Department: Procurement and Strategic Sourcing

As of September 2017

Primary Process of Activity	Performance Indicator	Frequency	Goal	Strategic Assessment
Detroit & Michigan Spend	Percentage and Amount of total procurement dollars spent with Detroit Based Business	Monthly		Monthly Spend as a factor of total spend

Detroit Spend by Dollar- includes new construction				
	%	2016	%	2017
Oct	16.3%	\$ 3,696,894	14.4%	\$ 2,822,454
Nov	19.0%	\$ 6,137,212	15.0%	\$ 4,688,990
Dec	17.8%	\$ 7,128,864	15.5%	\$ 6,373,462
Jan	17.8%	\$ 9,240,907	18.4%	\$ 10,179,308
Feb	18.8%	\$ 11,580,116	20.1%	\$ 13,376,652
Mar	18.1%	\$ 12,385,718	19.8%	\$ 15,086,974
Apr	18.0%	\$ 13,317,456	16.5%	\$ 16,627,288
May	18.2%	\$ 14,586,644	16.6%	\$ 18,367,777
Jun	21.2%	\$ 19,862,839	17.0%	\$ 20,979,942
Jul	20.0%	\$ 20,370,765	17.0%	\$ 22,549,272
Aug	19.3%	\$ 21,058,075	16.9%	\$ 24,539,207
Sep	18.3%	\$ 22,493,362	17.5%	\$ 28,366,175
YTD	18.3%	\$ 22,493,362	17.5%	\$ 28,366,175

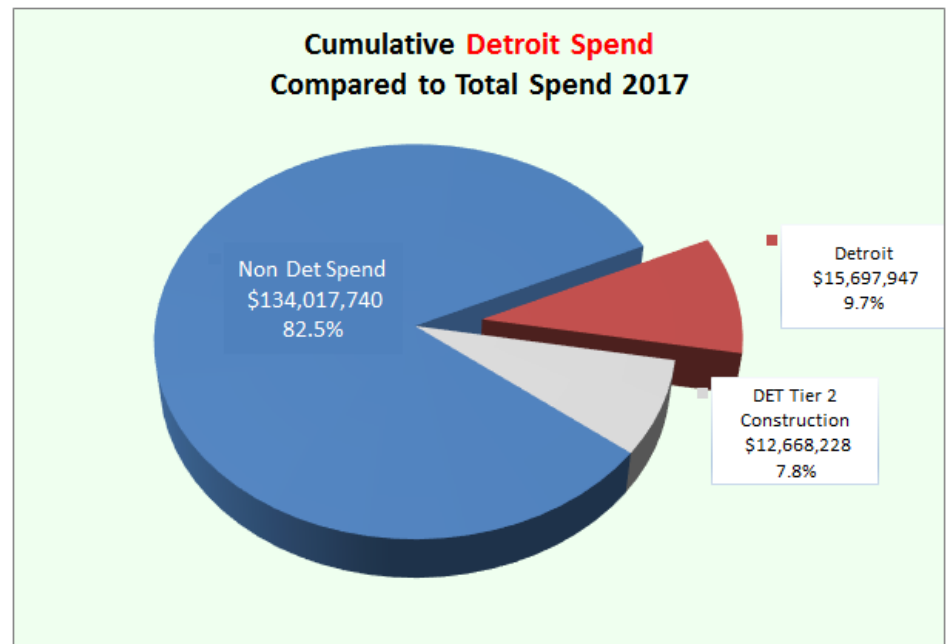


Department: Procurement and Strategic Sourcing

As of September 2017

Primary Process of Activity	Performance Indicator	Frequency	Goal	Strategic Assessment
Detroit & Michigan Spend	Percentage and Amount of total procurement dollars spent with Detroit Based Business	Monthly		Monthly Spend as a factor of total spend

Detroit Spend by Dollar				
	%	Non Det Spend	%	Detroit Spend
Oct	85.6%	\$ 16,760,677	14.4%	\$ 2,822,454
Nov	85.0%	\$ 26,473,110	15.0%	\$ 4,688,990
Dec	84.5%	\$ 34,833,698	15.5%	\$ 6,373,462
Jan	81.6%	\$ 45,049,525	18.4%	\$ 10,179,308
Feb	79.9%	\$ 53,062,609	20.1%	\$ 13,376,652
Mar	80.2%	\$ 61,100,163	19.8%	\$ 15,086,974
Apr	83.5%	\$ 84,055,288	16.5%	\$ 16,627,288
May	83.4%	\$ 92,128,439	16.6%	\$ 18,367,777
Jun	83.0%	\$ 102,130,888	17.0%	\$ 20,979,942
Jul	83.0%	\$ 109,992,962	17.0%	\$ 22,549,272
Aug	83.1%	\$ 120,734,856	16.9%	\$ 24,539,207
Sep	82.5%	\$ 134,017,740	17.5%	\$ 28,366,175
YTD	82.5%	\$ 134,017,740	17.5%	\$ 28,366,175
				\$ 162,383,916



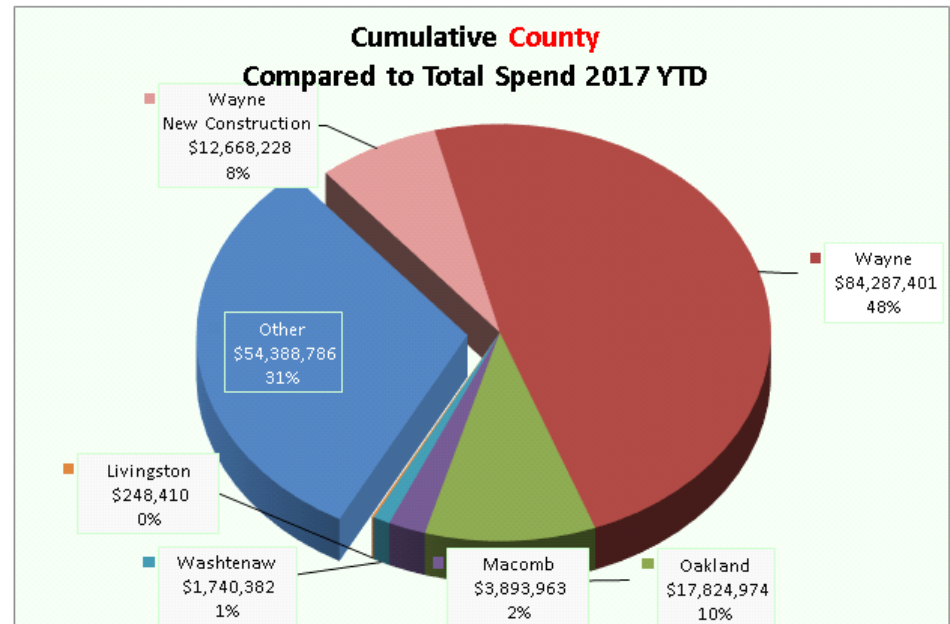
GREEN Improving trends, on track for achievement of goals
YELLOW No change in results
RED Declining trends

Department: Procurement and Strategic Sourcing

As of September 2017

Primary Process of Activity	Performance Indicator	Frequency	Goal	Strategic Assessment
Quin County Spend	Percentage and Amount of total procurement dollars spent within Quin County Businesses	Monthly		Monthly Spend as a factor of total spend

County Spend by Dollar				
		Non County Spend	%	County Spend
Oct	38.5%	\$ 7,541,163	61.5%	\$ 12,041,968
Nov	38.5%	\$ 11,994,840	61.5%	\$ 19,167,260
Dec	38.0%	\$ 15,674,448	62.0%	\$ 25,532,712
Jan	37.8%	\$ 20,888,307	62.2%	\$ 34,340,525
Feb	36.4%	\$ 24,157,072	63.6%	\$ 42,282,189
Mar	36.5%	\$ 27,842,348	63.5%	\$ 48,344,789
Apr	30.5%	\$ 30,679,356	69.5%	\$ 70,003,220
May	30.2%	\$ 33,406,735	69.8%	\$ 77,089,480
Jun	30.8%	\$ 37,890,647	69.2%	\$ 85,220,183
Jul	31.3%	\$ 41,550,742	68.7%	\$ 90,991,493
Aug	32.6%	\$ 47,301,218	67.4%	\$ 97,972,846
Sep	33.5%	\$ 54,388,786	66.5%	\$ 107,995,130
YTD	33.5%	\$ 54,388,786	66.5%	\$ 107,995,130
				\$ 162,383,916

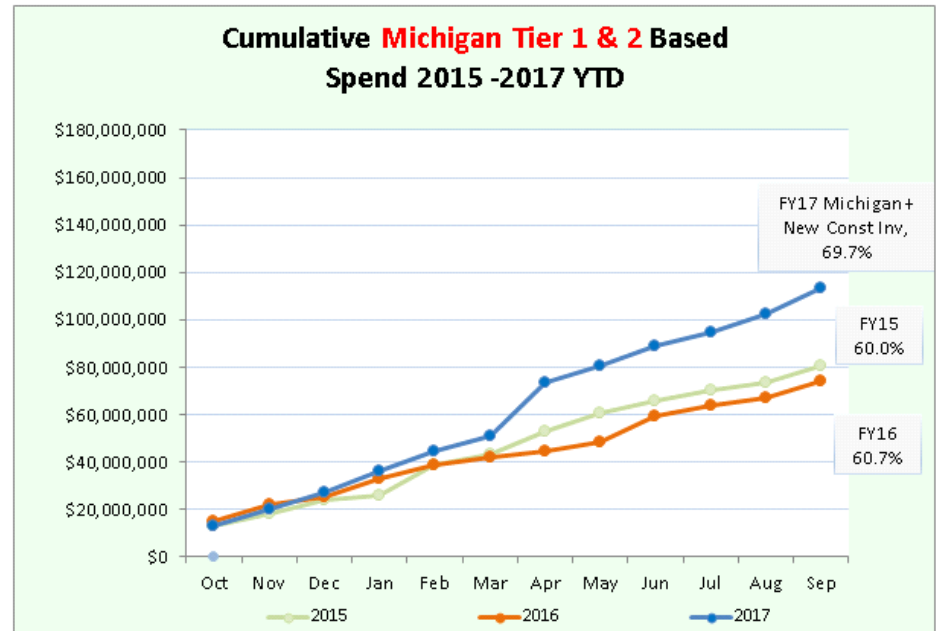


Department: Procurement and Strategic Sourcing

As of September 2017

Primary Process of Activity	Performance Indicator	Frequency	Goal	Strategic Assessment
Detroit & Michigan Spend	Percentage and Amount of total procurement dollars spent with Michigan Businesses.	Monthly		Monthly Spend as a factor of total spend

Michigan Spend by Dollar				
	%	2016	%	2017
Oct	64.5%	\$ 14,677,253	64.8%	\$ 12,691,913
Nov	67.3%	\$ 21,778,900	65.1%	\$ 20,300,239
Dec	62.4%	\$ 24,934,811	65.7%	\$ 27,053,144
Jan	63.3%	\$ 32,878,410	65.4%	\$ 36,125,736
Feb	63.2%	\$ 38,856,083	67.3%	\$ 44,694,727
Mar	61.4%	\$ 41,964,534	67.0%	\$ 51,078,883
Apr	60.5%	\$ 44,713,354	72.7%	\$ 73,178,172
May	60.3%	\$ 48,352,072	72.8%	\$ 80,492,789
Jun	63.2%	\$ 59,351,095	72.2%	\$ 88,850,561
Jul	62.7%	\$ 63,928,460	71.5%	\$ 94,828,874
Aug	61.5%	\$ 67,280,419	70.4%	\$ 102,225,008
Sep	60.7%	\$ 74,437,890	69.7%	\$ 113,115,833
YTD	60.7%	\$ 74,437,890	69.7%	\$ 113,115,833



Department: Procurement and Strategic Sourcing

As of September 2017

Primary Process of Activity	Performance Indicator	Frequency	Goal	Strategic Assessment
Michigan Spend	Percentage and Amount of total procurement dollars spent with Michigan Businesses.	Monthly		Monthly Spend as a factor of total spend

Michigan Spend by Dollar				
	%	Non Michigan	%	Michigan
Oct	35.2%	\$ 6,891,218	64.8%	\$ 12,691,913
Nov	34.9%	\$ 10,861,861	65.1%	\$ 20,300,239
Dec	34.3%	\$ 14,154,016	65.7%	\$ 27,053,144
Jan	34.6%	\$ 19,103,096	65.4%	\$ 36,125,736
Feb	32.7%	\$ 21,744,534	67.3%	\$ 44,694,727
Mar	33.0%	\$ 25,108,254	67.0%	\$ 51,078,883
Apr	27.3%	\$ 27,504,404	72.7%	\$ 73,178,172
May	27.2%	\$ 30,003,427	72.8%	\$ 80,492,789
Jun	27.8%	\$ 34,260,269	72.2%	\$ 88,850,561
Jul	28.5%	\$ 37,713,360	71.5%	\$ 94,828,874
Aug	29.6%	\$ 43,049,055	70.4%	\$ 102,225,008
Sep	30.3%	\$ 49,268,083	69.7%	\$ 113,115,833
YTD	30.3%	\$ 49,268,083	69.7%	\$ 113,115,833
				162,383,916

