Master Agreements-
An Institutional Success Story

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PRESENTATION OVERVIEW

- Issues that caused the shift
- How they work
- Strategies for implementation
<table>
<thead>
<tr>
<th>WHY WE SHIFTED</th>
<th>Fiscal Policies</th>
<th>Processes</th>
<th>Outcomes</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>▫ Restrictive</td>
<td>▫ Lengthy</td>
<td>▫ Limited</td>
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<tr>
<td></td>
<td>▫ Confusing</td>
<td>▫ Antiquated</td>
<td>▫ Frustrating</td>
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<td></td>
<td>▫ Ineffective</td>
<td>▫ Perplexing</td>
<td>▫ Damaging</td>
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</table>
HOW THEY WORK

- Standardize Language
- Provide Autonomy
- Streamline Workflows
THE PROCESS

IDENTIFY
CONTACT
REVIEW & NEGOTIATE
EXECUTE
PURCHASE
OUR RESULTS

- Over 150 master agreements
- All major vendors have signed
- Cover every material type
- Contract volume reduced by 55%
BE FLEXIBLE
keep it simple, pick your battles

PLAN YOUR TIMING
earlier is better, use leverage

BE PERSISTENT
keep pushing, connections count

STAY FOCUSED
set goals, have fun
THANKS

Any questions?

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