TEXAS A&M UNIVERSITY | **HUB PROGRAM**

TEXAS A&M UNIVERSITY - CORPUS CHRISTI FY 2024 Annual HUB RESULTS ARE IN!

New HUB Punchouts:

Coastal Office Solutions (*Now Available on IB*): *provides office supplies, furniture, and other services*

12th Man Technology: (*Now Available on IB*) *A technology HUB vendor that sells Microsoft products, drones, printers, projectors, computer accessories , and other IT related products*

AHI (MSC HUB): *An Industrial Supply HUB for MSC, your source for your metalworking tool, and maintenance, repair and operations products*

INSIDE THIS ISSUE:

Special points of interest:

Procurement & Disbursements Training Sessions:

HUB Training Class: Wed, November 20, 2024 (10:00am-11:30am)
Location: UC Marlin 317
Instructor: Ruben Gonzalez

Procurement 101 Training Class: Thurs, November 21, 2024 (10:00am – 11:30am)
Location: UC Cayo 210
Instructor: Will Hobart

NON-PO Training Class: Thursday, November 21, 2024 (2:30pm – 4:00pm)
Location: IH 263
Instructor: Cynthia Turner

To register please contact Dori at dorian.alejandre@tamucc.edu / X2617

TAMU-CC's Annual HUB results have posted at: **23.25%.**

The University's total reportable HUB Expenditures $13,784,249 of $59,286,826!

Our goal for Fiscal Year 2024 was **19.06%** which we greatly exceeded by **4.19%** per our Annual HUB Report results posted on the Texas Comptroller website. The Consolidated Report State average was 11.08% amongst all entities.

Out of **105** State Agencies with spend more than $5 million we ranked at an impressive number **30.**

Thanks for all your hard work!

FY24 Annual Results!

FY24 Annual HUB Results

FY24 Goal = 19.06%

23.25%

Sep2023 thru-Aug2024
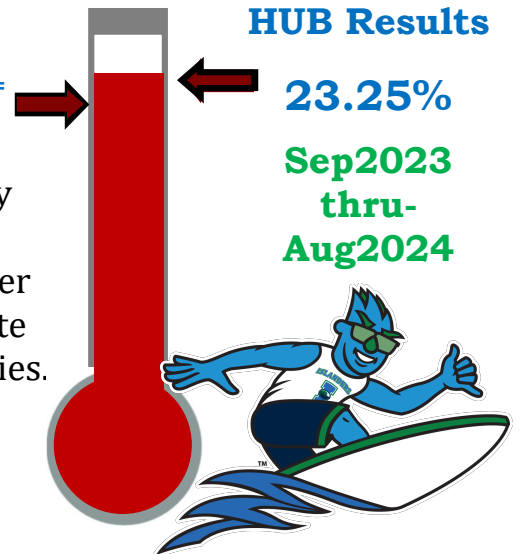
5 Year Snap-Shot of Texas A&M University-Corpus Christi HUB Percentages % (FY2020 - 2024)

TAMU-CC HUB Information

- 2020: 19.79%
- 2021: 17.02%
- 2022: 18.24%
- 2023: 16.68%
- 2024: 23.25%
- FY24 Goal: 19.06%
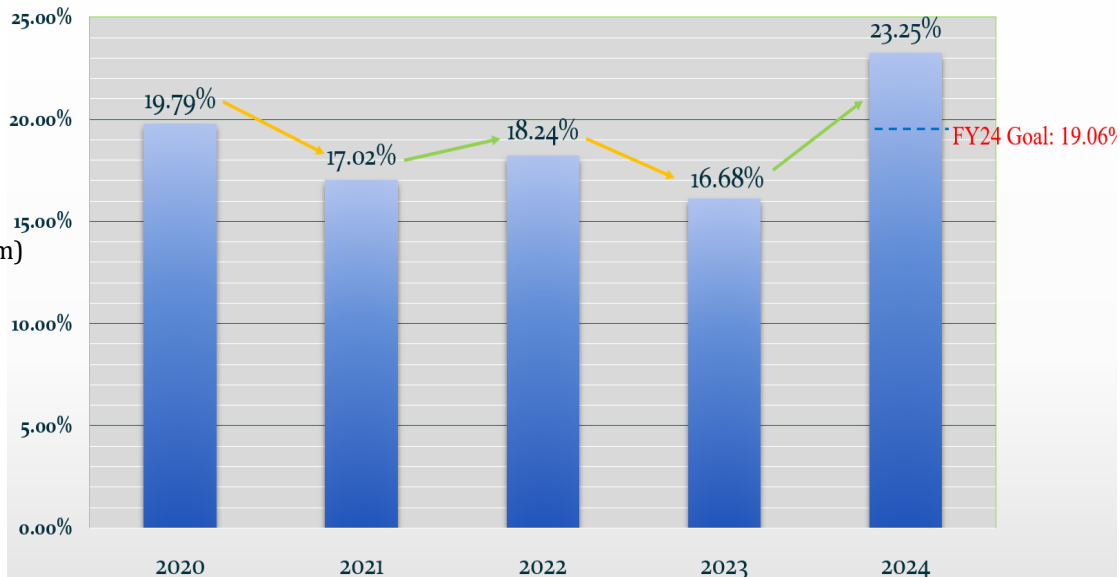
HUB Graduates!?

The purpose of the Historically Underutilized Business Program is to promote full and equal procurement opportunities for small, minority- and women-owned businesses. Eventually a HUB can graduate from the HUB Program.

Graduation. Businesses that achieve the size standards identified in subsection (a) of the Texas Administrative Code, have reached a competitive status in overcoming the effects of discrimination.

SHI Government Solutions has graduated from the HUB Program and has reached this status.

Congratulations!

"Bringing great people onto your team is about demonstrating that size doesn't matter – people do."
– Jess Campbell

Tips to Improve Departmental HUB numbers

The TAMU-CC HUB Program encourages staff & faculty to make a Good Faith effort to utilize Historically Underutilized Business (HUBs) when possible. HUB certified vendors can be found for just about every item or service out there

Give HUBs a Chance!

When comparing prices please compare apples to apples, model numbers to model numbers, that way you will surely see what vendor can provide you with the better price and savings

Try using Punch-Outs

Punch-Out Vendors on Islanderbuy are under contract (Cooperative or System Agreements)

- Procurement Method has already been established, additional bids are not required regardless of price

- Usually, lower prices have already been negotiated due to being part of a Cooperative

- Punch-Outs = approvals in the front (automated approval flow) (Pro-active) Vs PCard= approvals after purchase (Expense Report) (Re-active)

- Punch-Out HUB vendors have already been vested & approved by TAMU and Systems

HUBs vs Amazon

There has been a surge in Amazon purchases on PCard, Amazon is easy to use since they offer a very familiar ordering process, but are we doing our part in fulfilling our requirement in providing a "*Good Faith Effort*" by ensuring that HUBs are afforded an equitable opportunity to compete for all procurement activities?

Using HUBs will take us one step closer to meeting our University's HUB Program's Goal, and providing that "Good Faith Effort" **required** by the State of Texas

New HUB Goals for FY 2025

- 26.80% building / general construction
- 13.31% special trade construction
- 35.21% professional services
- 13.06% all other services contracts
- 23.72% commodity contracts (Supplies & Equipment)

FY25 HUB Advisory Committee Members:

Will Hobart (Chair) (Director, Procurement & Disbursements)
Ruben Gonzalez (ex-officio) (HUB Coordinator)
Jason Heavilin (Assistant Professor of Finance, College of Business)
Christopher Giles (Assistant to the VP for Strategic Initiatives Enrollment Management Services)
Cassondra Casanova (Associate Director, Human Resources)
Chris Osuch (SSC / Director of Facilities)
Neftali Rivera (Assistant Vice President for Auxiliary Services Comptroller)
Desiree Hofstetter (Associate Director for Housing Operations)
Tuan Phung (Director, Business Operations Research & Innovation)
Deborah Zentmire (Contracts Manager)
Risha Dulip (Director, Business Operations Provost & Academic VP)
Margaret MacDonald (Business Administrator, Institutional Advancement)

Top Department HUB Usage: Over $100K Total Spend, Over FY24 TAMUCC HUB Goal

Rank	Dept Code	Department Name	HUB %
1	TMP	Technology Management Program	93.75%
2	IRC	Infrastructure & Research Computing	87.66%
3	CSCI	Computer Science	67.35%
4	PENS	Physical & Environmental Sciences	66.15%
5	SCCSS	Student Success	56.01%
6	USS	User Support Services	45.34%
7	SCNT	University Center	44.58%
8	CASA2	Center For Academic Student Achievement	44.14%
9	TITL5	Title V	40.60%
10	IT	Information Technology	40.52%
11	UNSV	University Services	28.94%
12	CTCS	Center For Coastal Studies	22.59%
13	LSCI	Life Sciences	22.47%
14	OIS	Office Of Information Security	21.52%
15	BLUC	Blucher	20.71%
16	HOUS	Islander Housing	20.49%

Top Department HUB Usage: Under $100K Total Spend, Over FY24 TAMUCC HUB Goal

Rank	Dept Code	Department Name	HUB %
1	PROP	Property Accounting	87.15%
2	AVPWB	Assoc Vp Student Wellbeing	87.02%
3	ACADV	Academic Advising	79.27%
4	INTL	International Programs	71.08%
5	BUSVC	It Business Services	60.95%
6	REGR	Registrar	58.99%
7	CLBA	College Of Business	43.23%
8	TSTG	Testing	39.01%
9	STAF	Student Engagement And Success	21.93%
10	SAMC	School Of Arts, Media And Communication	21.62%
11	ARTS	College Of Liberal Arts	20.51%
12	COMP	Comptroller	19.26%

Top Department HUB Usage: Under $2K, with 100% HUB

Rank	Dept Code	Department Name	HUB %
1	REACH	College Access & Outreach	100.00%
1	CABS	Central Accounting & Business Srvcs	100.00%
1	BUDG	Budget	100.00%
1	DRCO	Risk & Compliance	100.00%
1	VETS	Veterans Affairs Office	100.00%
1	SCHO	Scholarship Services	100.00%