



SHAREIT RESULTS Q1

End User Computing Hardware

JUNE 29, 2017

With a heritage dating back to the 1980s, Cybera was formed to encourage collaboration among Alberta's Not for Profit organizations and to find ways to increase the value that technology can drive.

In 2016, a ground-breaking initiative was piloted by Alberta's post-secondary institutions (PSIs), with a specific objective to drive results through shared IT procurement for end user devices. Facilitated by Cybera and 15 PSIs, ShareIT was born.

Through a formal competition, Cybera and the PSIs selected two partners they believed could execute on the vision of the ShareIT program and validate the pilot with tangible results across the PSI community in Alberta – one of these partners was WBM.

In just 12 short weeks, Cybera and WBM have been able to find immediate alignment in each of the guiding principles that the ShareIT program is rooted in.

Guiding Principle #1

Make services available that would normally be out of reach to smaller organizations

"This initiative has allowed us, a small Alberta college, to leverage collective price negotiating that would otherwise not be available to us. ShareIT has allowed us take advantage of its aggressive pricing, while still being able to work with our existing value-added reseller, with whom we have done business for many years. So this is win-win-win: we are happy with the pricing; our vendor is happy with the business; and our students get an updated, state-of-the-art wireless network across the whole campus!"

Joe Guenther

Director of IT, Olds College



Guiding Principle #2

Reduce service management duplication across organizations

To ensure a consistent experience across the group, WBM assigned Dan Brudehl to ShareIT as a dedicated Procurement Service Specialist. Dan works closely with each PSI to ensure their individual needs are being met, bringing consistency to service management through quoting, communication and shared insight into the group as a whole.

By leveraging a dedicated resource who can promote knowledge across the group, the PSIs have adopted technology and embraced standardization.

As Dan's relationship grows across the group, he will become more and more familiar with the PSIs – both individually and collectively – acting as a bridge to best practices across each procurement team.



DAN BRUDEHL

Procurement Service Specialist
ShareIT



Guiding Principle #3

Create economies of scale

Through group purchasing, an immediate outcome emerged: by leveraging procurement trends across the collective whole, each PSI has increased their individual advocacy and voice, regardless of size or previous procurement spend.

Utilizing the purchasing power of the group, while evaluating and remaining flexible for end user needs, ShareIT has generated another beneficial outcome: product standardization.

PRODUCT CATEGORY	SKUs	Quantity
Windows Desktops	2	933
Windows Desktops <i>High Perf.</i>	1	10
Monitors	9	1,664
Ultra-Portable Laptops	8	255
Desktop Replacement Laptops	2	173
Apple Laptops/Desktops	10	17
Thin Clients	-	-
TOTALS	32	3,052

Guiding Principle #4

Increase Alberta PSIs' negotiation power by pooling purchase needs

In the first 12 weeks, WBM has procured 3,052 products for 6 of the 15 participating PSIs.

As a result of ShareIT, these institutions have realized tremendous cost savings compared to previous education discounts, as estimated by the ShareIT group.

SHAREIT vs EDUCATION DISCOUNT

27% Cost Reduction Overall

Q1 Total Savings
\$636,557.66

PRODUCT CATEGORY	Net Total Spend @ Education Discount	Net Total Spend @ ShareIT Discount	ShareIT Net Savings
Windows Desktops	\$1,061,614.40	\$758,296.00	\$303,318.40
Windows Desktops <i>High Performance</i>	\$18,438.00	\$14,487.00	\$3,951.00
Monitors	\$440,225.33	\$330,169.00	\$110,056.33
Ultra-Portable Laptops	\$550,827.14	\$385,579.00	\$165,248.14
Desktop Replacement Laptops	\$282,556.84	\$230,082.00	\$52,474.84
Apple Laptops/Desktops	\$28,669.94	\$27,161.00	\$1,508.94
Thin Clients	-	-	-
TOTALS	\$2,382,331.66	\$1,745,774.00	\$636,557.66

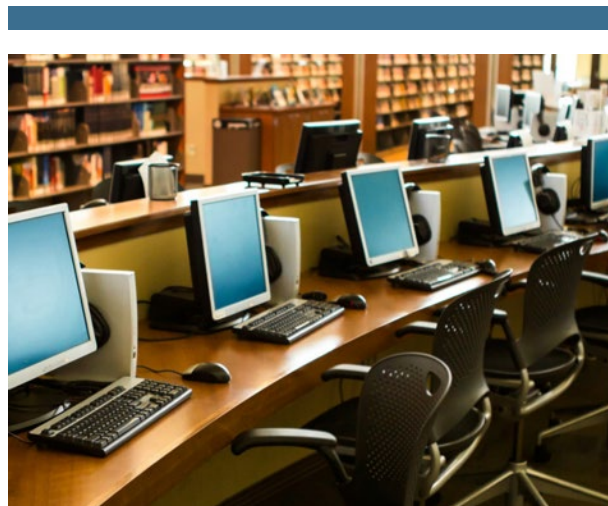
Guiding Principle #5

Utilize existing capacity within the PSI system

As we continue to refine the service being delivered today, and with the potential of more institutions joining the fold, the scale of a larger consortium will continue to drive the momentum we have achieved in Q1.

By addressing a common interest of an online procurement portal, there are now 10 PSIs utilizing wbmdirect.ca, with approximately 30 active users. The portal has enabled the PSIs with real time access into their standard products at ShareIT prices.

wbmdirect.ca also provides direct access into the distribution channel with over 200,000 product SKUs for additional visibility into technology products.



Through the portal, WBM has already noticed a shared interest in varied accessories and Microsoft Surface products.

Guiding Principle #6

Operate on an opt-in, opt-out model, on a per-service basis

In Q1, ShareIT has seen 14 of 16 participating members opt into the service. From the start, it was clear ShareIT would drive strong results by having all participating PSIs opt into the service.

Regardless of size or location, WBM committed to meet each PSI personally, with a goal to individually connect with the diverse group and introduce the value of ShareIT. At the end of Q1, we are well on our way!

PSIs Utilizing ShareIT - Q1

Mount Royal University

NAIT

Bow Valley College

Lethbridge College

Medicine Hat College

Olds College

WBM Exclusive ShareIT Partners

Mount Royal University

Lethbridge College

Olds College

