

Link to Strategic Plan	Outcome	Assessment/ Measures and Target Performance Levels	Strategies to Achieve Target Performance Level	Result: Data results	Analysis	Action Plan
3.2, 3.3	Increase the number of ACH/Electronic Payments	5,800	Increase smaller dollar vendor base	6,013	Small dollar vendor was increased. Good steady growth. In the prior year, the emphasis was on bringing larger vendors into the electronic payment process. In 2016-17, more of the smaller dollar vendors were brought on board, increasing the number of participants.	Target vendors with marketing ACH material when mailing out checks. • Send out email invitations to sign up for ACH/Electronic payments • Include ACH/Electronic forms with vendor sign up paperwork
3.2, 3.3	Increase the percent of ACH/Electronic Vendor Payments	42%	Increase smaller dollar vendor base	45%	Good steady growth. Growth in the percent of vendors participating in electronic pa resulted from an increase in the smaller dollar vendors.	Target vendors with marketing ACH material when mailing out checks. • Send out email invitations to sign up for ACH/Electronic payments • Include ACH/Electronic forms with vendor sign up paperwork
3.2, 3.3	Increase the total dollar of ACH/Electronic Vendor Payments	\$25,000,000	Continue marketing ACH/Electronic Payments	\$35,348,059	Increase in payments for both small and high construction vendors.	Target vendors with marketing ACH material when mailing out checks. • Send out email invitations to sign up for ACH/Electronic payments • Include ACH/Electronic forms with vendor sign up paperwork
3.2, 3.3	Increase the percent of total dollars paid via ACH/Electronic	50%	Continue marketing ACH/Electronic Payments	75%	Great growth exceeding expectations.	Target vendors with marketing ACH material when mailing out checks. • Send out email invitations to sign up for ACH/Electronic payments • Include ACH/Electronic forms with vendor sign up paperwork
3.3	Increase the number of GothicCard Deposits	9,500	Reviewing the program and expanding base of where the campus card can be used	7,942	Lower deposits but higher dollar value which is good trending.	Continuing to expand the base of where the campus card can be used • Design and implement marketing campaign educating campus card users of the ease of online deposits through GET. • Partner with CBord to implement the UGRYD program to add offsite vendors to the Campus Card program. • Explore purchasing and installing Virtual TMs on campus to reduce

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						cash handling and facilitate deposits made anywhere on campus via credit and/or debit card
3.3	Increase the total dollar of GothicCard Deposits	\$550,000	Reviewing the program and expanding base of where the campus card can be used	\$817,381	Surprisingly higher increase in dollars which is phenomenal	Continuing to expand the base of where the campus card can be used. <ul style="list-style-type: none">• Design and implement marketing campaign educating campus card users of the ease of online deposits through GET.• Partner with CBord to implement the UGRYD program to add offsite vendors to the Campus Card program.• Explore purchasing and installing Virtual TMs on campus to reduce cash handling and facilitate deposits made anywhere on campus via credit and/or debit card
3.2	Increase the number of SWMBE/diversity suppliers	150	Continue improving and doing outreach to vendors	147	Steady results as expected.	<ul style="list-style-type: none">• Membership to the NY and NJ Minority Supplier Development Council• Utilize the increased visibility and functionality on NJSTART has to search by commodity for SMWBE suppliers to invite to work at the University• Establish a relationship with Hudson County/Office of Minority & Women Business Enterprise
3.2	Increase the total spent with SMWBE/diversity suppliers	\$7,000,000	Continue improving and doing outreach to vendors	\$4,818,653	Normalized results. Previous year was an anomaly based on 2 large vendor payments.	<ul style="list-style-type: none">• Membership to the NY and NJ Minority Supplier Development Council• Utilize the increased visibility and functionality on NJSTART has to search by commodity for SMWBE suppliers to invite to work at the University

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						<ul style="list-style-type: none">• Establish a relationship with Hudson County/Office of Minority & Women Business Enterprise
3.2	Increase the percent of total spent with SMWBE/diversity suppliers	25%	Continue improving and doing outreach to vendors	12%	Normalized results. Previous year was an anomaly based on 2 large vendor payments.	<ul style="list-style-type: none">• Membership to the NY and NJ Minority Supplier Development Council• Utilize the increased visibility and functionality on NJSTART has to search by commodity for SMWBE suppliers to invite to work at the University• Establish a relationship with Hudson County/Office of Minority & Women Business Enterprise
3.2	Increase the number of transactions with eCommerce	1,800	Expand the program with more vendors	2,890	Transactions increased significantly because of low dollar which is what was expected.	<ul style="list-style-type: none">• Explore the newly approved State of NJ cooperatives allowing the University to do business with vendor partners with Direct Connect capabilities such as Amazon.• Identify high volume spend vendors and determine if those vendors have Direct Connect capabilities so that we may set them up accordingly.• Reach out to the University departments to understand areas of need and identify key vendors with Direct Connect capabilities that we can utilize to consolidate purchasing and streamlining the process.
3.2	Increase the total spent with eCommerce	\$580,000	Expand the program with more vendors	\$604,175	Steady increase better than expected	<ul style="list-style-type: none">• Explore the newly approved State of NJ cooperatives allowing the University to do business with vendor partners with Direct Connect capabilities such as Amazon.• Identify high volume spend vendors and determine if those vendors have Direct Connect capabilities so that we may set them up accordingly.

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						<ul style="list-style-type: none"> • Reach out to the University departments to understand areas of need and identify key vendors with Direct Connect capabilities that we can utilize to consolidate purchasing and streamlining the process.
3.2	Increase the percent of total spent with eCommerce	2%	Expand the program with more vendors	2.5%	Steady increase better than expected	<ul style="list-style-type: none"> • Explore the newly approved State of NJ cooperatives allowing the University to do business with vendor partners with Direct Connect capabilities such as Amazon. • Identify high volume spend vendors and determine if those vendors have Direct Connect capabilities so that we may set them up accordingly. • Reach out to the University departments to understand areas of need and identify key vendors with Direct Connect capabilities that we can utilize to consolidate purchasing and streamlining the process.