

Campus: NCA&T State University
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Initiative No: Seven
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Campus Pace Initiatives

Initiative Title

Discontinue Campus Departmental Sales for University Bookstore

Initiative Description

The university was operating departmental sales for campus departments, with ordering and pick-up services available. With the state of NC issuing state contracts for Office Depot and Staples (depending on year), the University bookstore was not in a position to continue being competitive.

Timeline to Implementation

This departmental sales were phased out in June 2006 with the Academic year 2006-07 being fully operational without departmental sales.

Projected Cost Savings

	<u>2006-07</u>	<u>2007-08</u>	<u>2008-09</u>	<u>2009-10</u>	<u>2010-11</u>	<u>2011-12</u>
Gross Savings	\$246,868	\$246,868	\$246,868	\$246,868	\$246,868	\$246,868
Investment						
Other Costs						
Net Savings	<u>\$ 246,868</u>	<u>\$ 246,868</u>	<u>\$ 246,868</u>	<u>\$ 246,868</u>	<u>\$ 246,868</u>	<u>\$ 246,868</u>

Projected Cost Avoidance

(in addition to or in lieu of Savings)

	<u>2006-07</u>	<u>2007-08</u>	<u>2008-09</u>	<u>2009-10</u>	<u>2010-11</u>	<u>2011-12</u>
Gross Cost Avoidance						
Investment						
Other Costs						
Net Cost Avoidance	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>	<u>\$ -</u>

What are the expected results and improvements?

The improvements include more focus on core operations and functions of the university bookstore including textbook sales, gifts and apparel which are more profitable overall than departmental supplies. The results also included a more efficient use of limited floor spacing in the bookstore and allowed the textbook area to expand and be more user friendly. Personnel associated with departmental sales and delivery were reassigned to other areas including expanding the cashiering function during peak periods.

What metrics are you using to measure the expected results and improvements?

The reduction in equipment and supply on hand costs as well as a reduction in vehicle and gas costs.

What is the current status of the initiative?

This initiative is complete.

Who will be held accountable for implementation?

Auxiliary Services, University Bookstore