Master agreements with
Master Agreements

Corey Halaychik
Assistant Professor & Head, Acquisitions & Continuing Resources
University of Tennessee
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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<tr>
<td></td>
<td>▪ Ineffective</td>
<td>▪ Perplexing</td>
<td>▪ Damaging</td>
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</tbody>
</table>
HOW THEY WORK

Standardize Language

Provide Autonomy

Streamline Workflows
OUR RESULTS

- Over 160 master agreements
- All major vendors have signed
- Cover every material type
- Contract volume reduced by 80%
- Save over $200,000 per year
BE FLEXIBLE  
keep it simple, pick your battles

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PLAN YOUR TIMING  
earlier is better, use leverage

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BE PERSISTENT  
keep pushing, connections count

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STAY FOCUSED  
set goals, have fun
THANKS

Any questions?

Corey Halaychik
  ▪ Ph. 865-974-9314
  ▪ chalaych@utk.edu