Introduction to Sourcing and Procurement at MIT



What We Will Cover Today

- Who we are and what we do
- Overview:
 - → How to purchase products and services at MIT
 - Additional resources
 - Questions, and how can we best support you?
- Services and Contracts Overview: Negotiating the most favorable terms and conditions to protect you and the interests of MIT.



Sourcing and Procurement

- Sourcing assists with vendor selection for products and services, supplier competition and proposals from vendors, negotiating pricing, reviewing vendor terms and conditions, and developing contract relationships with vendors.
- Procurement assists with placing orders, negotiating pricing, compliance, resolving vendor disputes/problems, and customer service.
- Provide buying assistance, while ensuring that all purchases meet audit and compliance regulations.



Our Primary Focus

♦ Working to yield significant savings to MIT

- Time: Developing and maintaining efficient systems and customer-friendly methods of buying products and services (Atlas, eCat, Procurement Card)
- Money: Establishing preferred/partner supplier relationships based on the needs of the MIT community (SmartBuy)

Compliance

 Facilitate required approvals for purchases to assure compliance with MIT policies, federal and sponsor rules/regulations (OSP, radioactive materials, property, etc.)





We Are Here for You

Sourcing and Procurement

Office of the Vice President for Finance

Massachusetts Institute of Technology

600 Technology Square, NE49-4122

Phone: 617-253-7241

Fax: 617-252-1558

Email: <u>procurement@mit.edu</u>

http://vpf.mit.edu/procurement

NE49 600 Technology Square



Helpful Tips Before Getting Started





Time Savers

Email Notifications:

This feature is designed to provide you with updates about the status of your requisition (i.e. request to purchase) from creation to Purchase Order (PO) number assignment.

- For example: Requisition changed, needs approval, approved, or rejected
- Purchase order is created

MIT Roles Database: (Spend Authorizations)

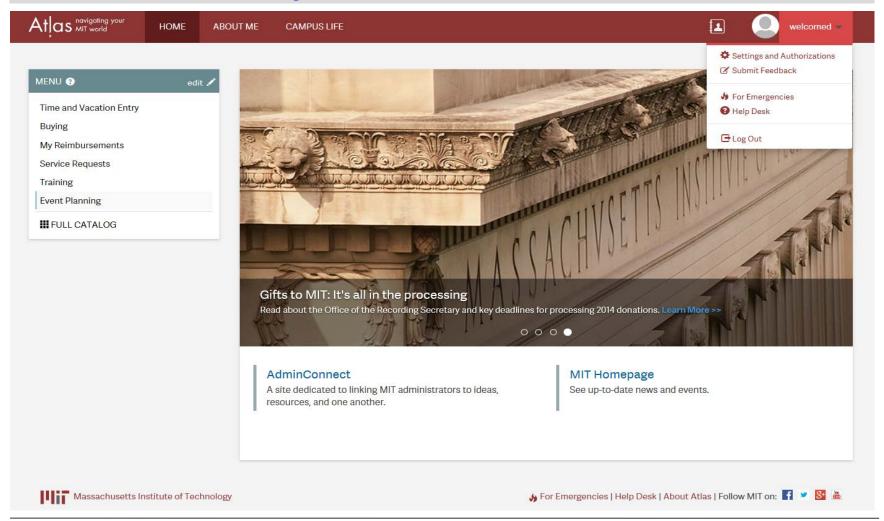
A database that contains information about who is authorized to purchase and approve payment for products/services on departmental accounts/cost object(s).

- You <u>must</u> have "Can Spend or Commit Funds" authorization on your departmental account/cost object(s) to create a purchase requisition for goods/services, and to print invoices and purchase orders.
- Contact your departmental AO or FO for further assistance





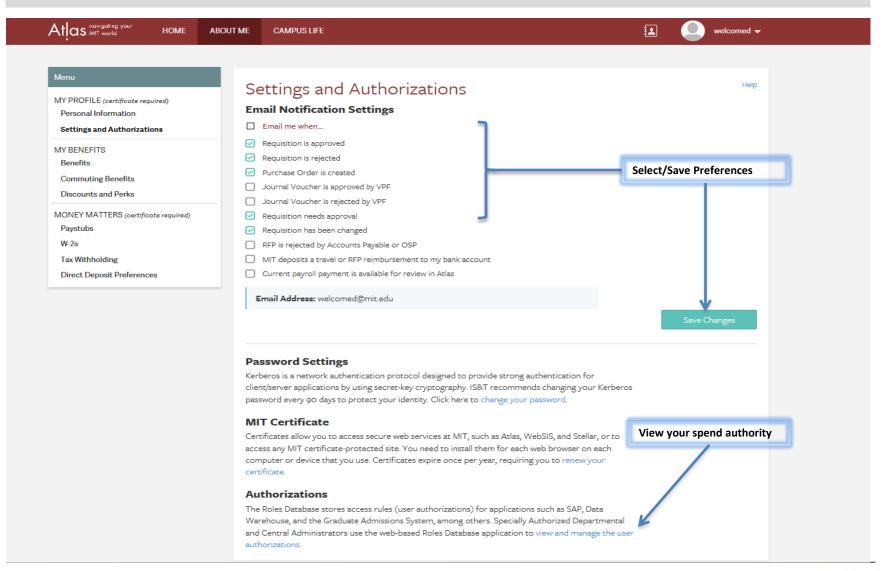
Settings and Authorizations https://atlas.mit.edu







Select/Save Settings







Your Authorizations



Roles DB Authorizations for WELCOMED

Derek Welcome, employee, Procurement

Function Function Category Name		Qualifier Code	Do function	Grant	Effective Today	Click for Details
SAP	REPORT BY CO/PC	<u>0HPC00_MIT</u>	Y	N	Y	* -
TNET	ADMIN PHONE PREF BY NET ID	0004F21584BD	Y	Y	Y	* —
TNET	ADMIN TELEPHONES BY PHONE NO.	<u>617-258-5825</u>	Y	Y	Y	* _
TRNG	COURSE INSTRUCTOR	NULL	Y	N	Y	* —
VPF	PROCUREMENT BUYER AND SOURCING	G NULL	Y	N	Y	*

Back to main Roles web interface page

Click here to view who can commit/approve funds on departmental cost objects





Departmental Authorizations



One-step lookup of requisitioner and approval authorizations

This page allows you to do lookups of people who have requisitioning or approval authorizations for a given cost object. The results will take into consideration the Release Strategy for the cost object and the accompanying rules. To use this facility, you need <u>viewing authorizations</u> to see authorizations within category SAP.

Pick a business function. Enter a 7-digit cost object (the prefix letter is not needed). Then click the SUBMIT button to see a list of people authorized to do the given business function.

Who is authorized to do ...? for Cost object: Requisition creation in SAP Credit card verification in SAP Approval of requisitions Invoice approval Travel documents approval Travel documents approval

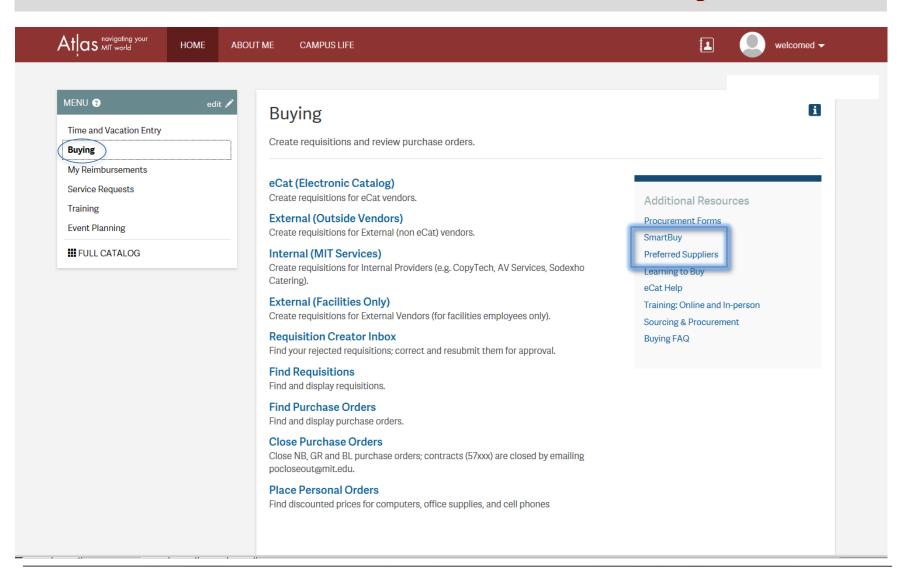




Purchasing Products and Services



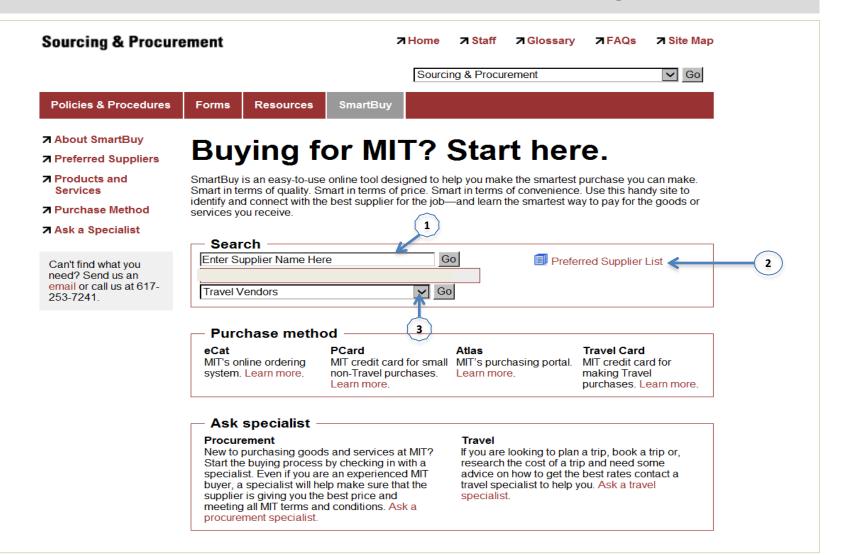
Not Sure Where to Buy?







Preferred Vendor Search Options







Preferred Methods: 4 Options

Preferred methods of purchasing products and services:

- 1 Electronic Catalogs (eCat) via Atlas
 - ❖ Electronic ordering/invoicing direct to ~60 MIT Preferred vendors
- ② MIT Procurement Card (ProCard)
 - Approved items <\$3000, one time purchases from vendors</p>
- ③ External Purchase Requisitions (via Atlas)
 - All other general and high dollar purchases
- 4 Internal Providers (via Atlas)
 - Audio/Visual, catering, copy center services, etc.





eCat via Atlas





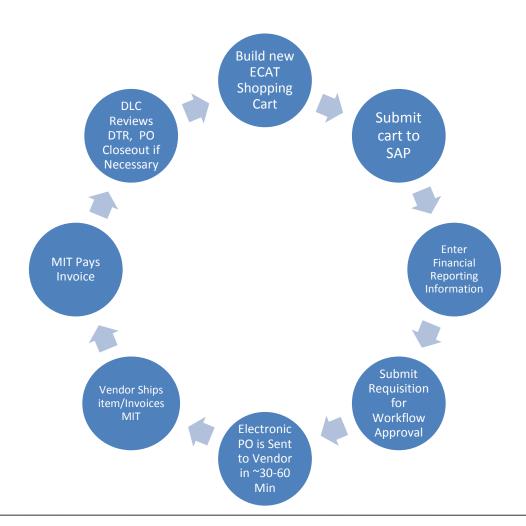
eCat Option

- ♦ Fastest option for purchasing goods under \$10,000
 - ♦ Electronic and web based buying experience
 - ♦ Facilitates requisition authorization/approvals
 - Electronic purchase order (PO) transmission to many of MIT's contract and preferred suppliers
 - MIT discounts have already been negotiated
 - Please update <u>and maintain</u> your eCat profile for faster ordering on subsequent buys
 - Multiple ship to addresses can be stored in your profile





Electronic Ordering Experience

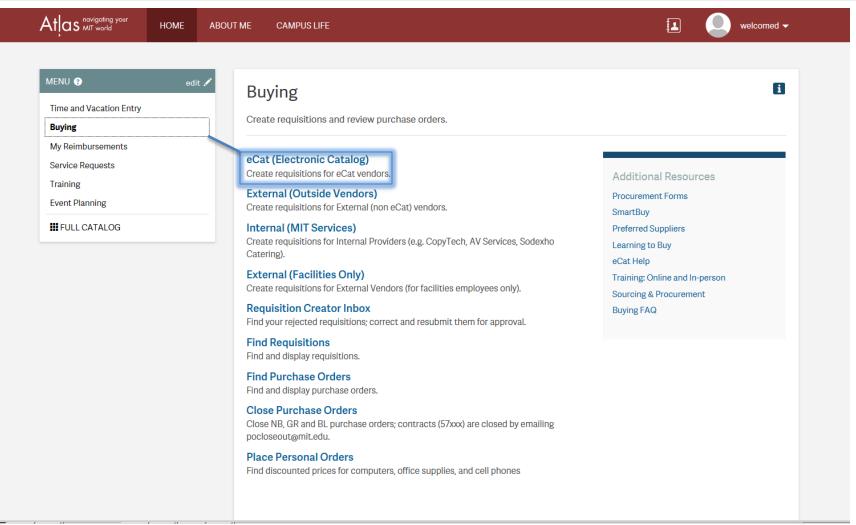






Where to Find eCat on Atlas

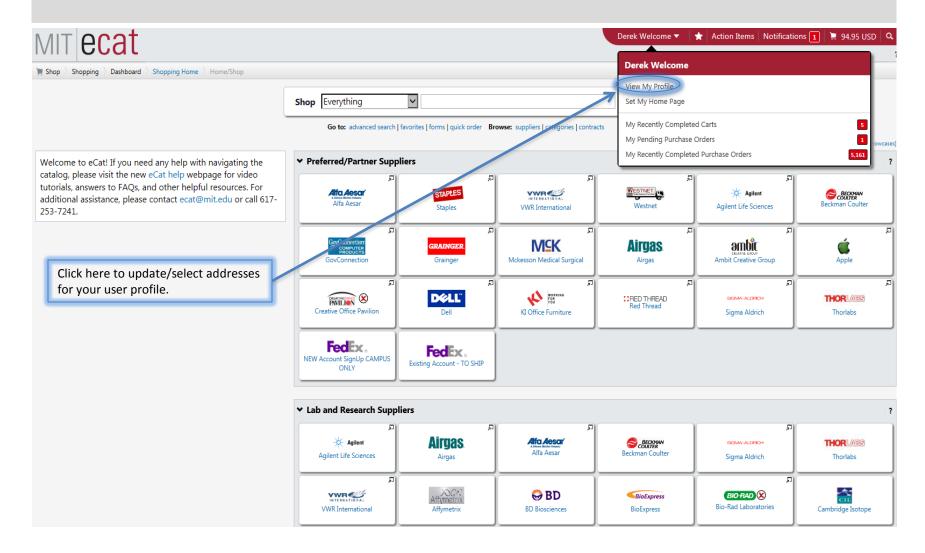
https://atlas.mit.edu







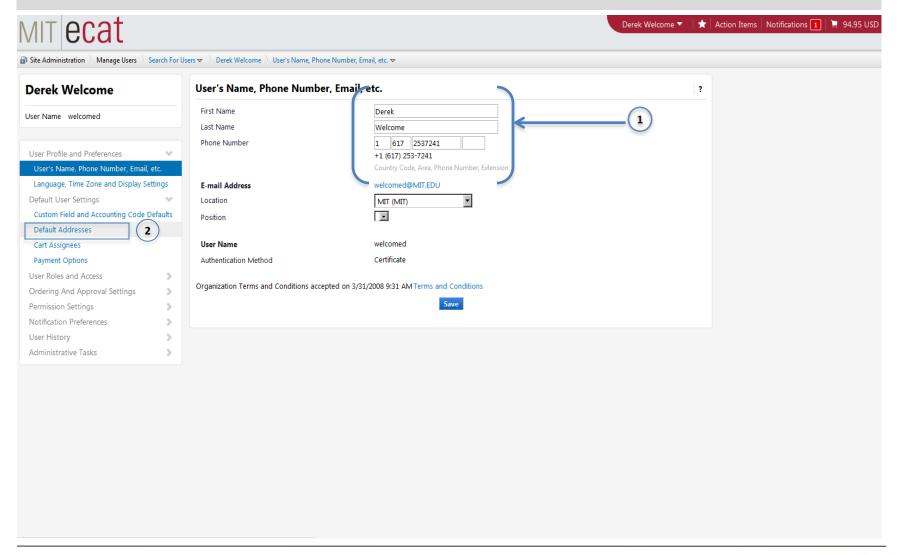
eCat Profile Maintenance







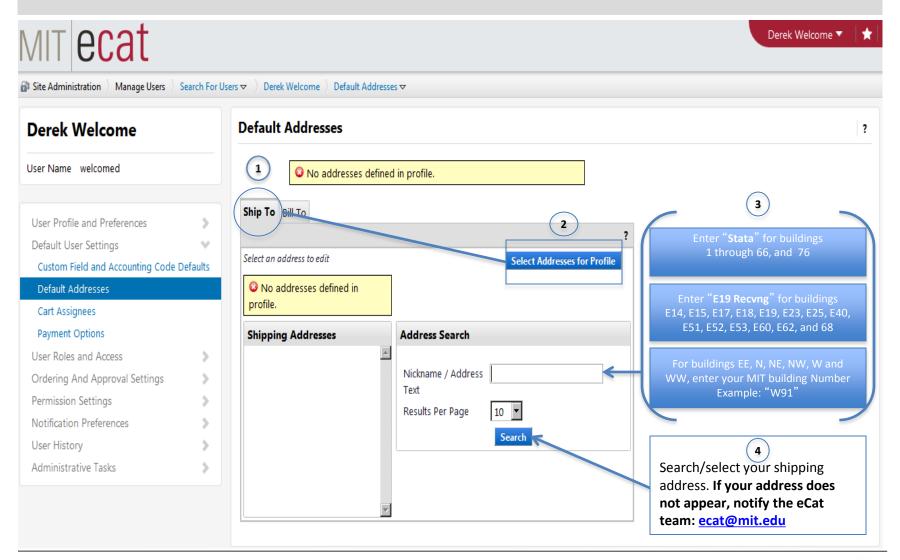
Contact Information







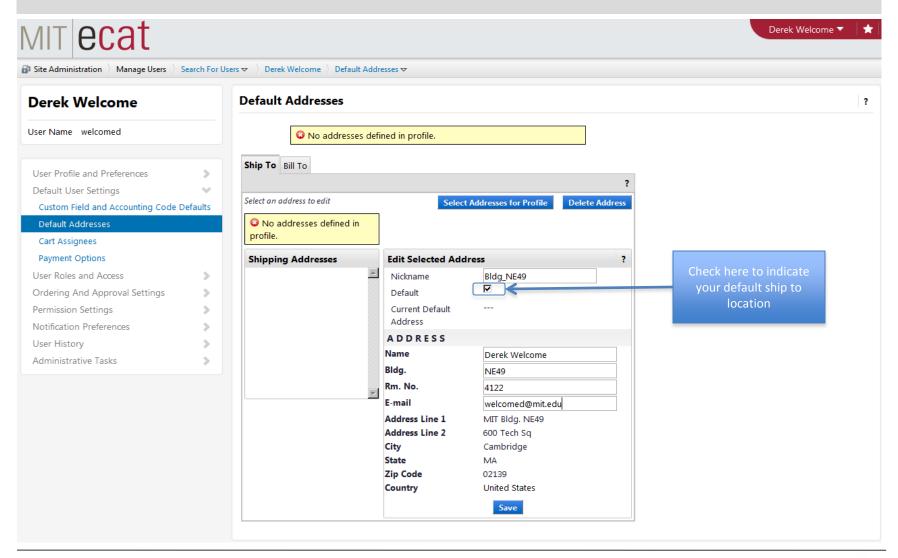
Ship To Profile







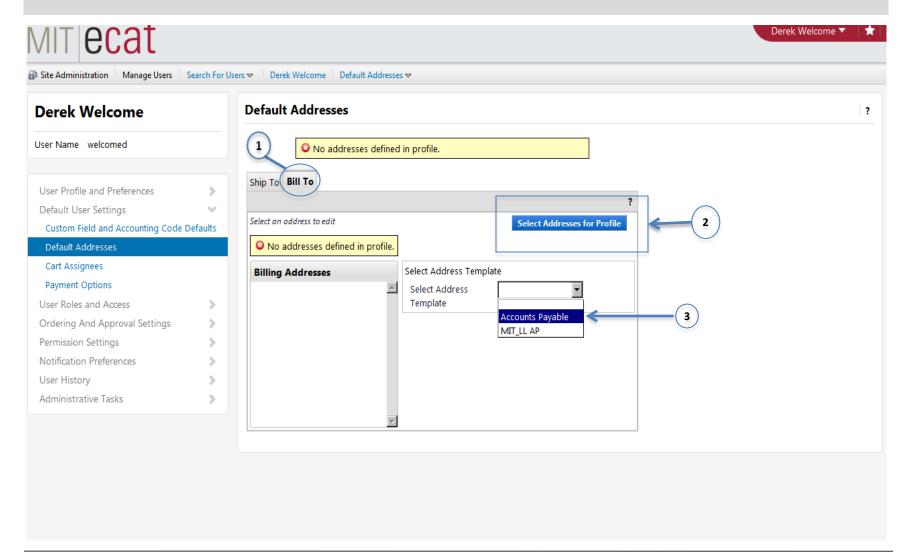
Complete/Save Address







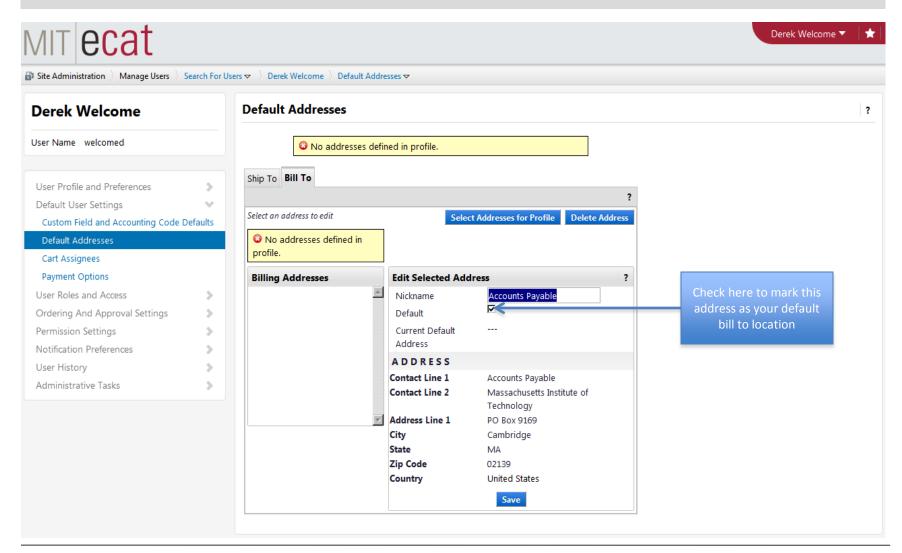
Bill To Profile







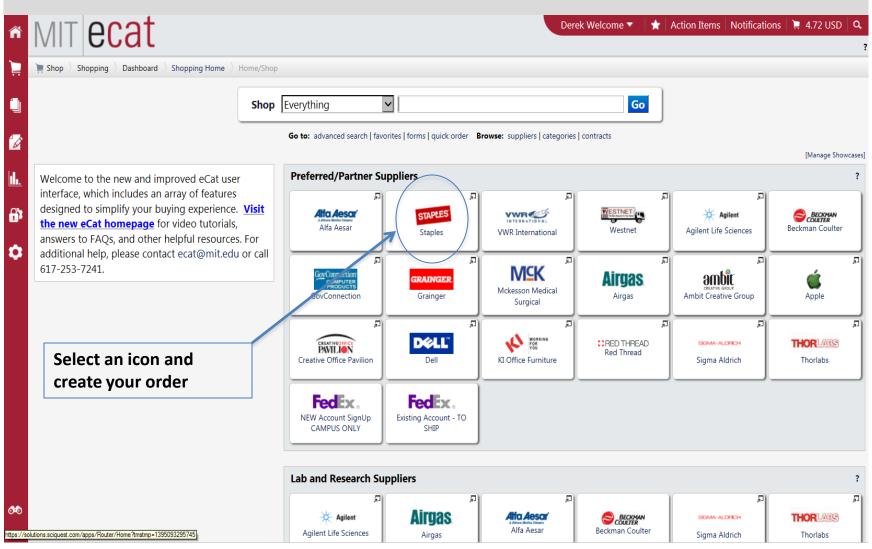
Save Bill To Profile







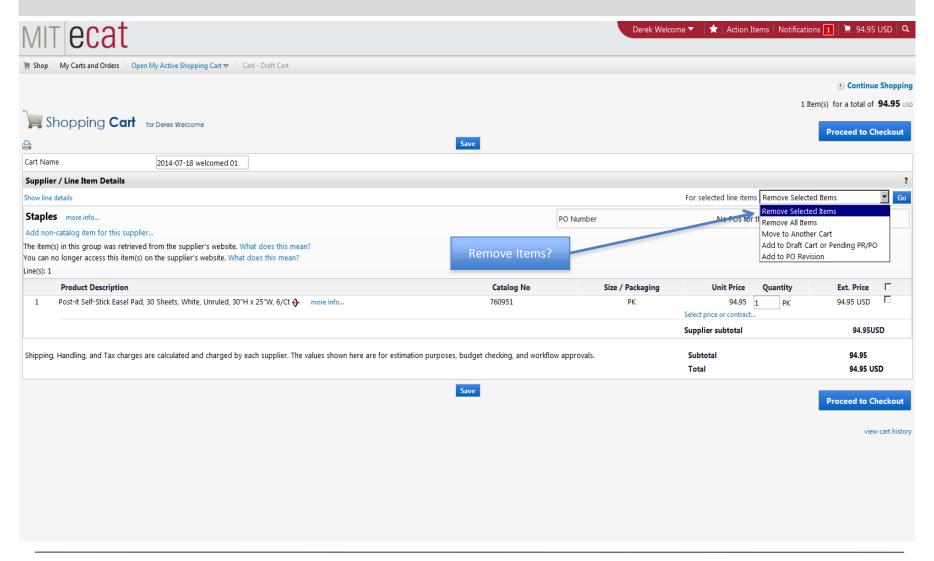
Supplier Selection/Build Your Order







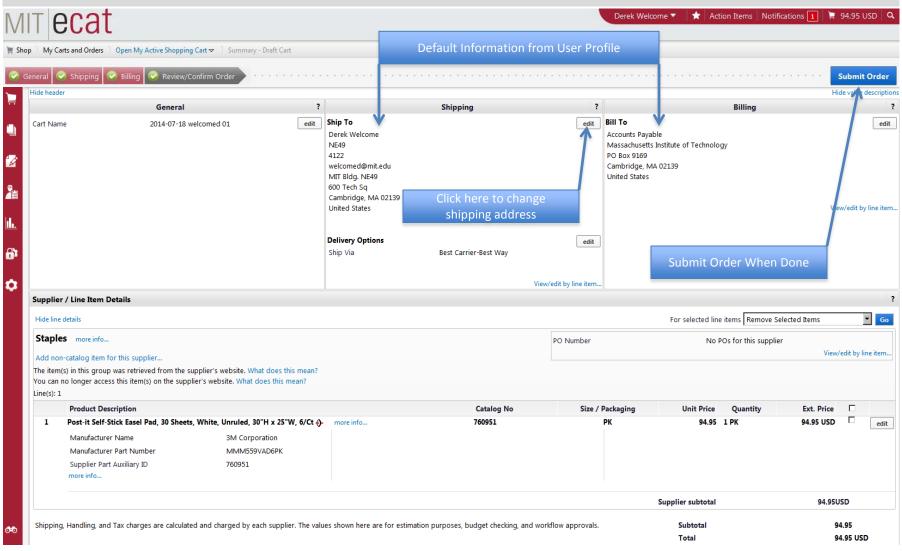
Order Review and Checkout







Review and Submit Cart/Order



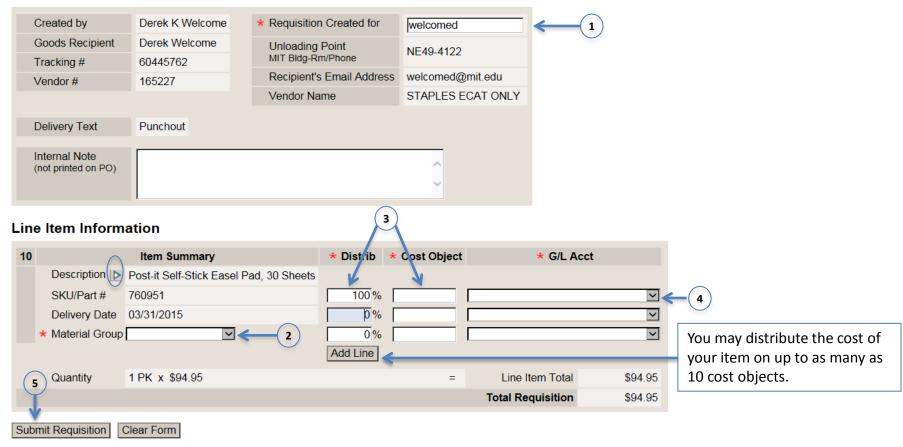




Create Requisition —eCat Vendor

Create Requisition - ECAT Vendor

General Information







Procurement Card

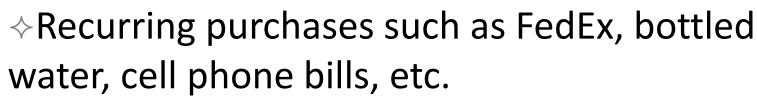




Procurement Card Option

Preferred buying tool for low-dollar orders (< \$3,000)

- ♦ Laptops, PCs, servers < \$1,000</p>
- One-time purchases with new vendors



Questions: procard@mit.edu

Application & Training: http://vpf.mit.edu/pcard



ProCard Policy

Non-Allowed Purchases

All purchases made using the MIT Procurement Card are subject to the Institute's policies and procedures regarding appropriate and allowable purchases. The following regulated or otherwise restricted items may not be purchased using the Procurement Card:

Equipment purchases costing \$1000 or more	Travel and Entertainment (incl. hotels, airlines, car rentals, food, & out-of-state conferences)				
Furniture	Software (except standard over-the-counter)				
Equipment, furniture, fleet rentals or leases	Consulting, Professional or Temporary Services				
RAD substances, controlled drugs, firearms, ammunition, and other regulated items	Gifts and Gift Certificates (except for Rewards & Recognition program)				
Respirators and protective masks	Items for personal use				
Hypodermic needles and syringes	Alcohol				
All chemicals	Live Animals				
Gases and gas cylinder rentals	Precious metals				
Tuition	Flowers, plants, contributions, greeting cards, life events such as birthday, get well, sympathy, farewell, etc.				
Fire Extinguishers and Space Heaters	Cash advances				





External Purchase Requisitions





External Requisition – When and Why?

- ♦ General purchasing of products and chemicals not available via eCat
- → Your order/requisition total is greater than \$10,000
- Price quotations or contracts exist (attachments)
- Changing (e.g. add funds, price changes) or cancelling purchase orders
- Professional Services (functions performed by contractors, vendors or companies - e.g. Consulting, Legal etc.)
- Blanket Purchases Recurring purchases of products and services (e.g. temporary help, standing orders, etc.), for a specified period (<1 year).
- Purchasing from new vendors
- Purchasing restricted or sensitive items
- Help: <u>procurement@mit.edu</u>





Restricted and Sensitive Items (Approval Required – Prior to Purchase)

Procurement & Sourcing

- ★ Ethyl Alcohol
- ♦ Firearms
- Needles and syringes
- Hypodermic needles
- ♦ Travel

Department of Facilities

- ♦ Fire extinguishers

Environment Health & Safety

- → Toxins/Poison
- Radioactive materials
- ♦ Animals
- ♦ Bio-toxins

Office of Sponsored Programs

- ♦ Promotional material
- →Flowers
- ♦ Holiday parties





External Requisition Requirements

Data Entry

- Vendor: Company or individual name/address that MIT will pay for the products/services
- ♦ Ship To Information: MIT Building and Room, 7 Digit Phone Number, Contact Name
- ♦ Clear Item Description, quantity and unit price
- ♦ All line items being purchased at a cost
- → Financial Information (Cost Object, GL Account, Material Group)

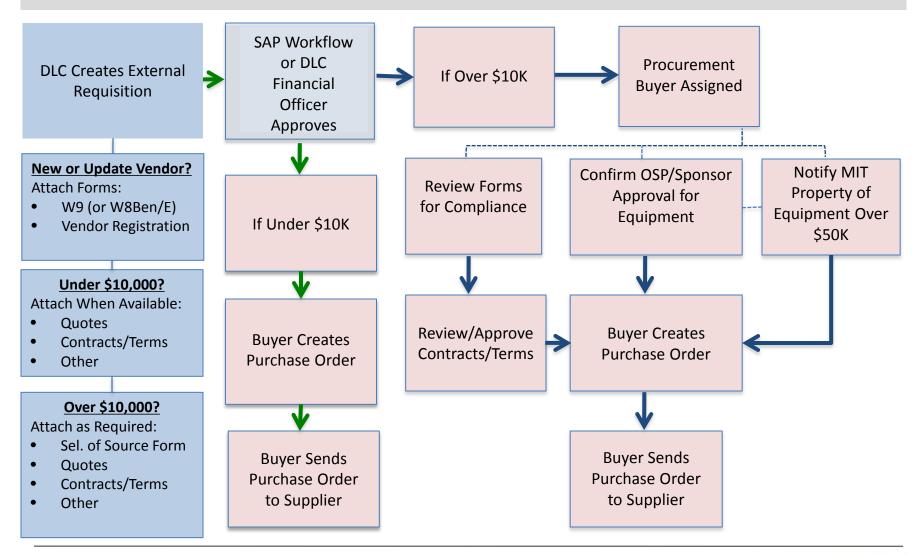
Forms/Attachments:

- ♦ Selection of Source Form (required for external requisitions >\$10K)
- **Vendor quotes when available (2 required for external requisitions >\$50K)
 - Competitive quotes are not required for Preferred (SmartBuy) vendor requisitions
- W9 or W8Ben/E & Vendor Registration (new vendor & vendor information updates)
- ♦ All contracts, agreements or terms and conditions pertaining to the order





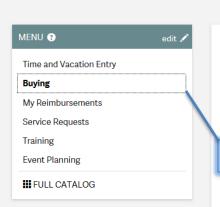
External Requisition Process Overview







How to Create External Requisitions

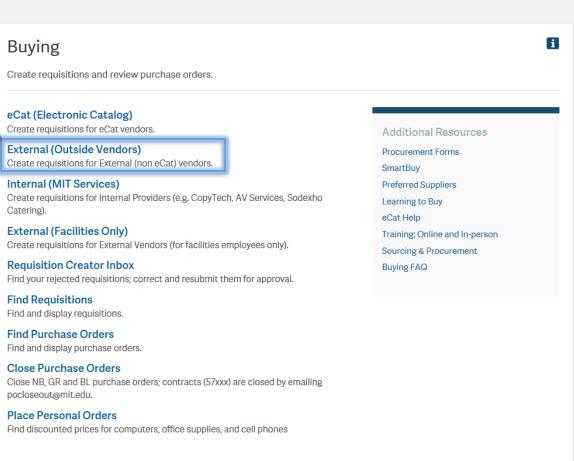


HOME

ABOUT ME

CAMPUS LIFE

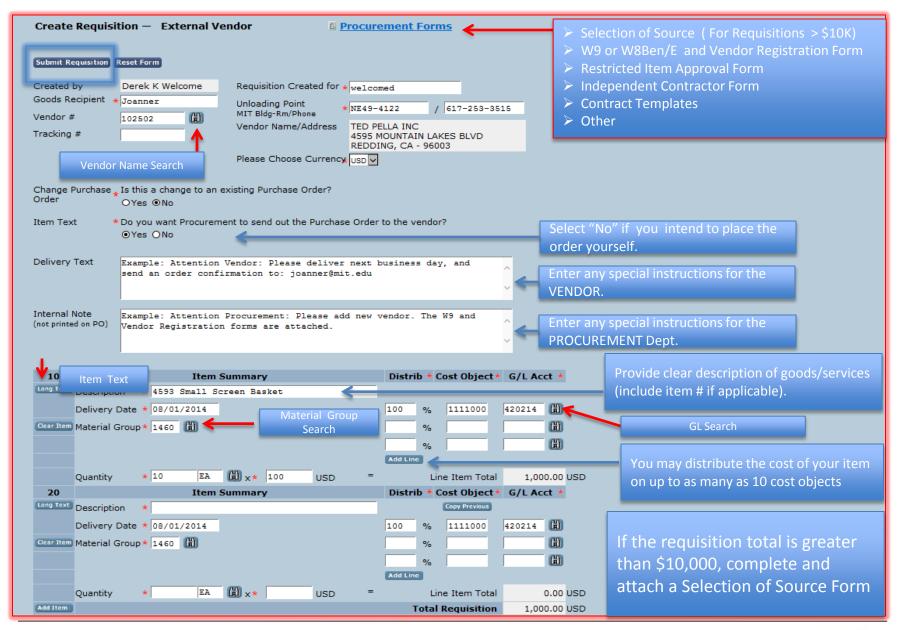
Atlas MIT world







welcomed -

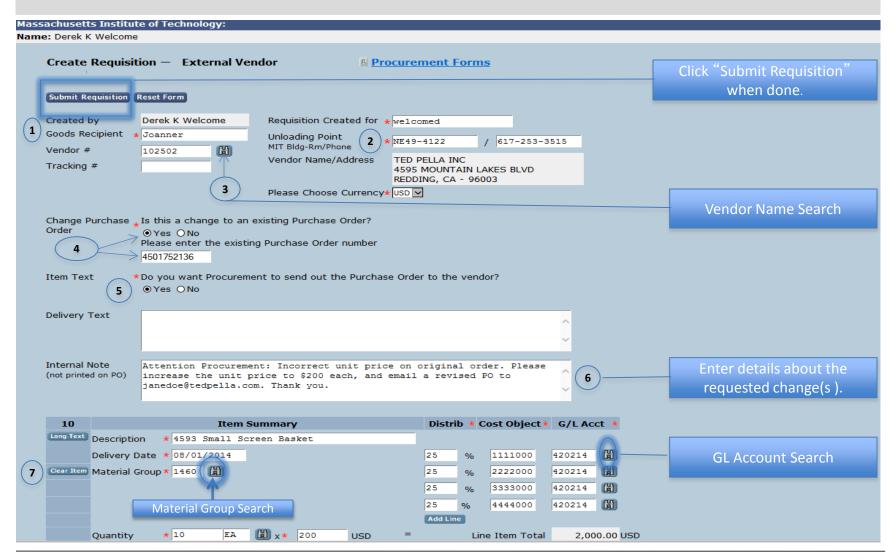






and Procurement at MIT

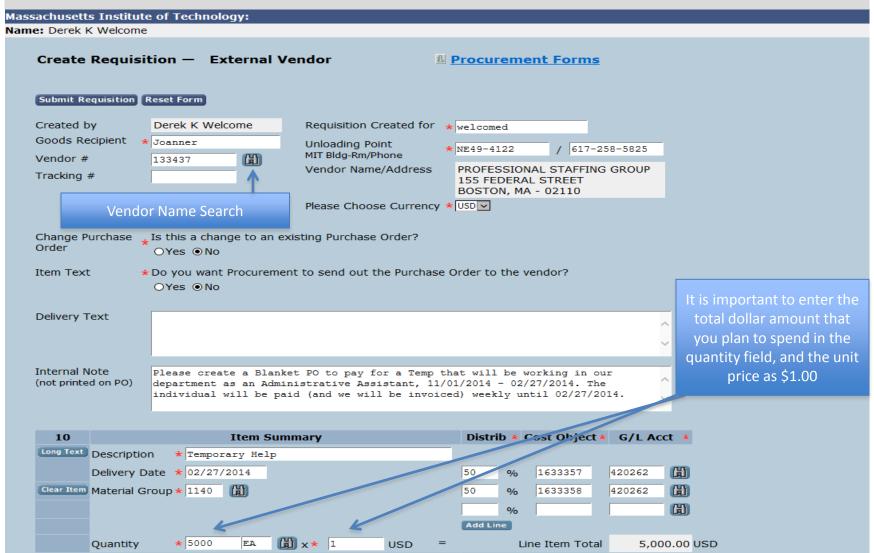
Creating a Change Order Requisition







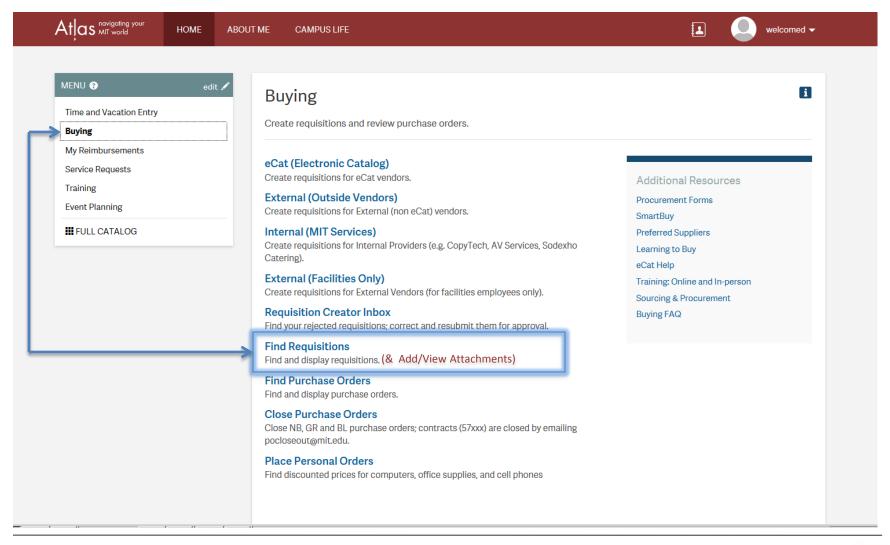
Creating a Blanket Order







Search/Display Your Requisitions







Enter Search Criteria

Massachusetts Institute of Technology: Display Requisitions

Name: Derek K Welcome

Search for Requisitions

Enter the search criteria for the requisition you want to display. You can enter single values or ranges of values. If the search only finds one match, you'll be brought directly to that document. When you have entered the criteria, click the Search button.

Search Clear Form		
Header Selections		
Purchase Requisition	11943088	to
Creator		
Creation Date		to
Vendor Number	H	
Plant/Int.ServiceProvider	H	to
Account Assignments		
Cost Object		
GL Account	H	
Profit Center		
Fund Center		
☐ Only released reqs		
Search Clear Form		

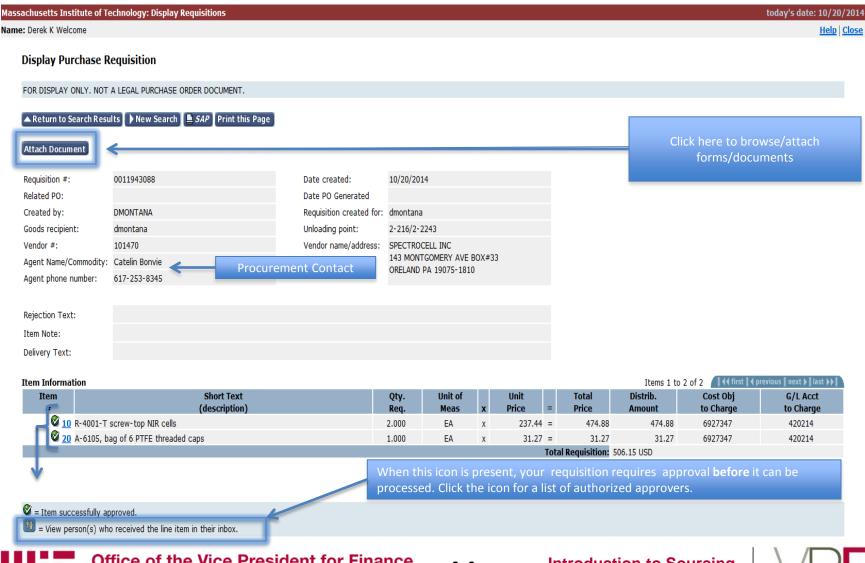


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Need help? Review our contact information for technical support and other resources.



Display Requisition





Browse and Attach Documents

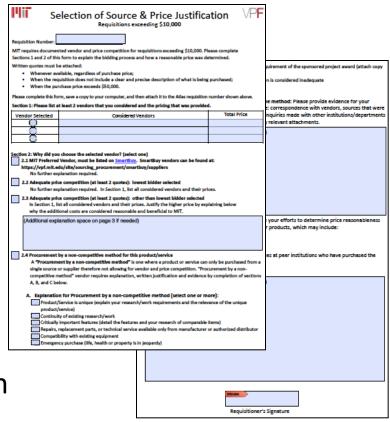
Massachusetts Institute of Technology: Display Requisitions Name: Derek K Welcome Attach Document to Requisition 0011907646 ▲ Return to Requisition Attach Document Choose file description: * Choose one Choose file to attach: * Browse... doc, docx, gif, pdf, txt, xls, xlsx, under 2MB © 2002-2014 Massachusetts Institute of Technology MiT IST **Need help?** Review our **contact information** for technical support and other resources. > Selection of source form when requisition is >\$10K Vendor quotes (when available, two required if >\$50K) Choose one Selection of Source Form > Vendor proposals/agreements/contracts Vendor Quotes > Statement of work Vendor Proposal/Agreement Statement of Work > Independent Contractor documents Independent Contractor Documents > W9 or W8Ben/E & Vendor Registration form for Vendor W9 Tax Form Vendor Registration Form □ New vendors Other □ Vendor information changes (address etc.) Other/vendor terms & conditions





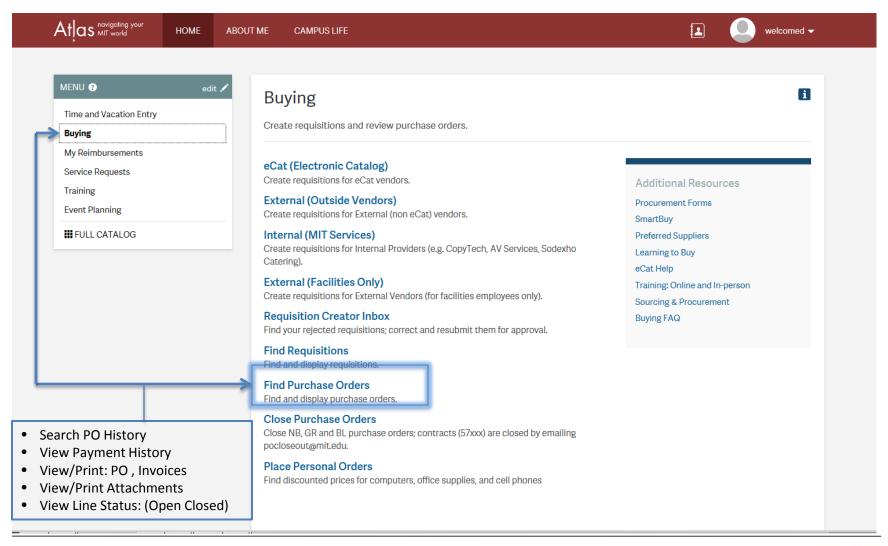
Selection of Source & Price Justification

- Required for compliance
- Written quotes above \$50 k
- Explanations go a long way!
- Mac Preview does not work
- Competitive Quotes are not required when purchasing from SmartBuy Vendors ©!





View/Display Your Purchase Orders







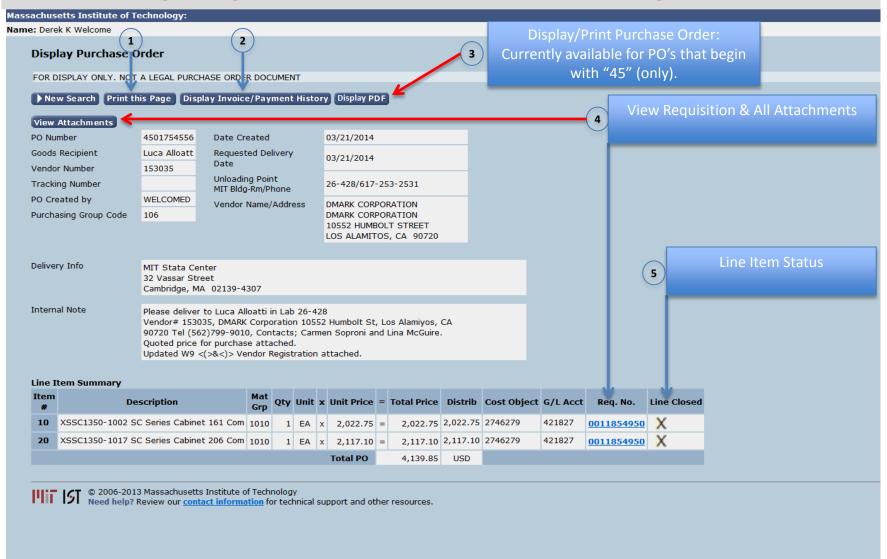
Enter Search Criteria

assachusetts Insti	tute of Technolo	gy:				
ame: Derek K Welco	ome					
Search for P	urchase Orde	r				
Search Clear Fo	rm					
Search by Uni	que ID					
PO Number	4501754556					
Requisition #						
or						
Search by Val	ue					
Requisition #		to	Cost Object			
Tracking #			G/L Account		H	
Creation Date		to	Profit Center			
Vendor #			Fund Center			
Plant						
Agent Code						
Search Clear Fo	rm					
IIIIT IST © 20	06-2013 Massachus	etts Institute of Technolo	ogy echnical support and other			
Need Need	help? Review our <u>c</u>	ontact information for te	echnical support and other	resources.		





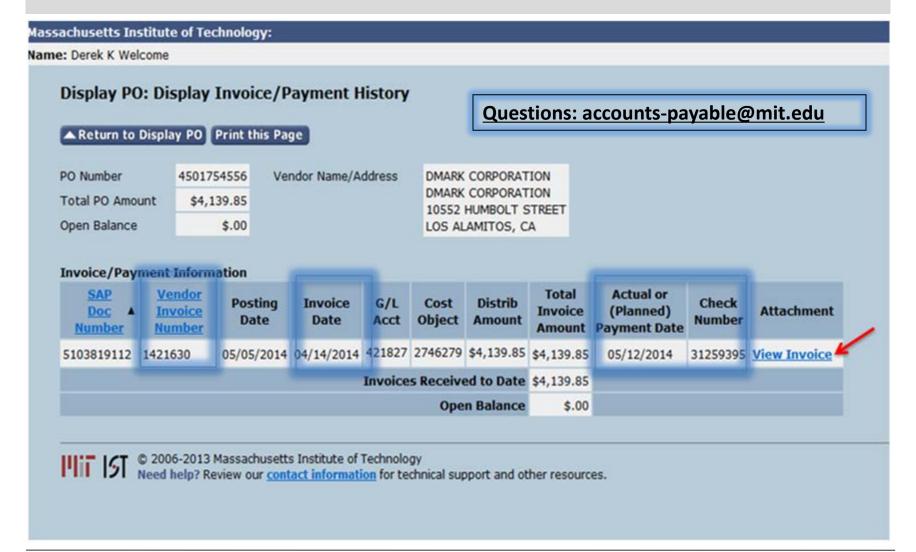
Display Purchase Order Options







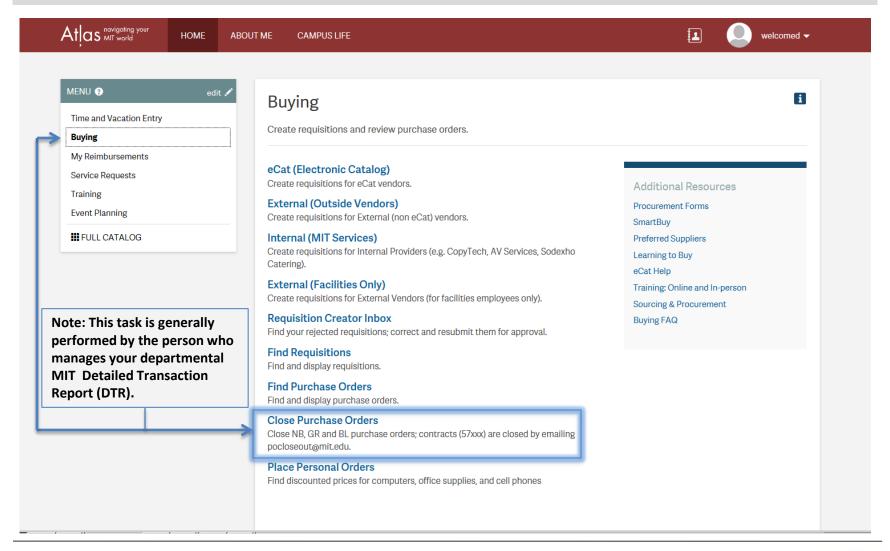
Display Invoice/Payment History







How to Close Purchase Orders







Enter and Process PO Closeout

MIT: Purchasing
Name: Derek K Welcome
Purchase Order Close
Enter all purchase orders you wish to close except Contracts (57xxx). Contracts are closed by emailing the request to pocloseout@mit.edu Process Clear Form 450\1766018 x
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Internal Requisitions





In-House Services

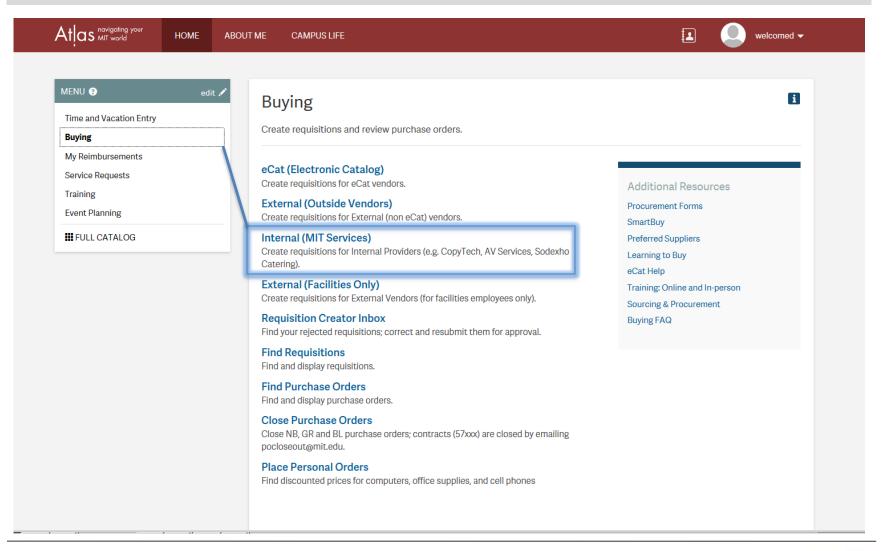
Purchase items and services from various internal service providers such as:

- Audio/Visual Services
- Copy Center
- Catering Services
- Cryogenic Laboratory Operation
- ♦ Certain IS&T services
- Mail Services
- ♦ MIT Press Bookstore
- MIT Museum Facility Rental





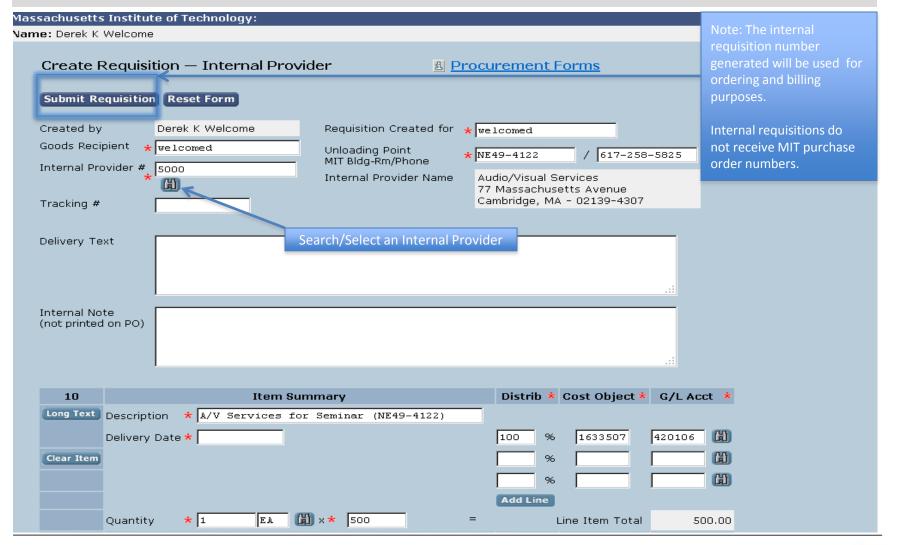
Create Internal Provider Requisition





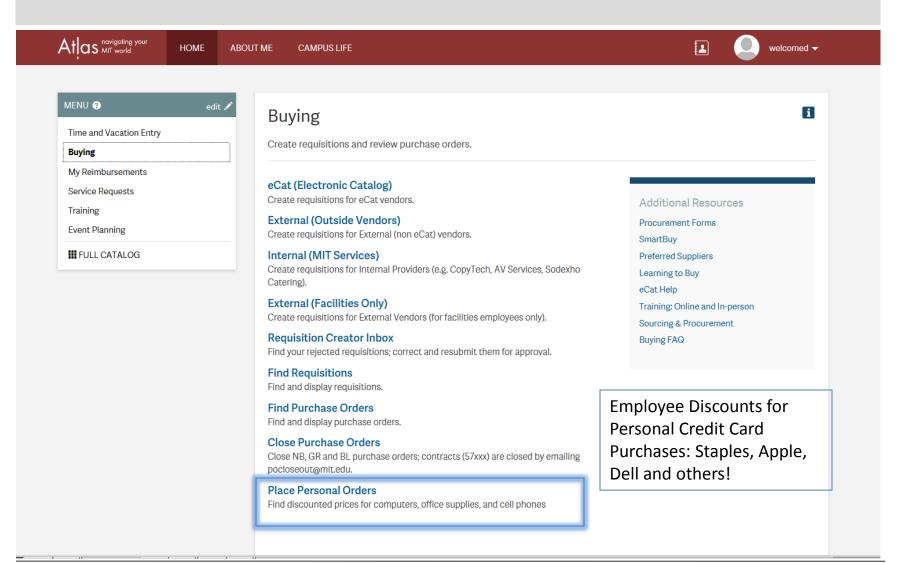


Internal Provider Requisition





Personal Purchases







Financial Considerations





Important Terms

- Cost Objects: Uniquely assigned (7 digit) numbers that <u>classify which funding source(s) will be</u> <u>paying for the goods/services.</u> Each funding source has unique requirements:
 - For Federally funded projects (WBS elements), contact your MIT Office of Sponsored Programs (OSP) representative for more information http://osp.mit.edu/about-osp/staff/by-department
 - For all other funding sources, contact VPF Financial Accounting & Reporting for more information http://vpf.mit.edu/index.php/site/financial_accounting_reporting/staff
- **GL** (**General Ledger**) **Account Numbers**: G/L Account numbers <u>classify what you are buying</u> for reporting purposes. The accuracy of MIT's financial data depends on the accuracy of GL account designations. Contact VPF Financial Accounting & Reporting for more information http://vpf.mit.edu/index.php/site/financial_accounting_reporting/staff
 - Unallowable GL Accounts: Unallowable GL accounts are not authorized for use on federally funded projects (i.e. funding source). Contact John Larkin (Senior Accounting Officer, MIT Accounts Payable, jlarkin@mit.edu), or your OSP representative for more information http://osp.mit.edu/about-osp/staff/by-department
- Material Group: <u>Classifies products/services by commodity or service type</u> for financial reporting and workflow approval purposes (e.g. 1930 – Radioactive Materials)





Unallowable GL Accounts

MIT Accounts Payable

◄ VP for Finance

7 Home

✓ Staff

7 Glossary

7 FAQs

7 Site Map

Accounts Payable

✓ Go

)

Search

Go

Advanced Search

Policies & Procedures

Forms

- → Payments via Foreign Draft
- Request for Replacement Tax Information
- **→ Electronic Invoicing**
- **对 Process Overview**
- → Purchase Order Invoices: Approval and Rules
- **◄** Requests for Payment
- **◄** Unallowable Costs
- **◄** Wire Payments
- → Human Subject Payments

Unallowable Costs

OMB Circular A-21 prohibits the charging of certain "unallowable" costs to Federally sponsored agreements. To avoid cost disallowances on sponsored agreements, the following GL accounts will not be allowed as charges to a WBS element (Cost Object).

420080	Travel-Unallowable Cost
420166	Entertainment
420254	Non-Reimbursable Expenses
420302	Promotion & Memorabilia
420304	Public Relations
420306	Publicity
420318	Recreation Related Expense
421205	Alcoholic Beverages
421584	Memberships and Dues-Social

In certain situations a sponsor may permit the charging of costs that would otherwise be unallowable. In these cases, the use of a GL account other than those listed above is recommended.





Equipment GL Account Coding

Expense	Cost	GL Designation	GL Account
Equipment	\$5000 or More	Major Equipment	421818
Equipment	\$1000 - \$4999	Minor Equipment	421827
Computer Equipment	<\$1000	Computer Supplies/Peripherals	421900
Office Equipment	<\$1000	Office Supplies	420258
Laboratory Equipment	<\$1000	Materials and Services	420226
Equipment Maintenance/Repairs	All Equipment Repairs	Maintenance & Repairs	420220

Equipment: Any item that will last more than a year, is operationally complete and can be identified as standalone is considered equipment. Purchases from the following product categories are normally considered equipment: furniture, computer, laboratory, scientific and test equipment, office and service equipment. The difference between capital (Major) and Minor equipment is determined by cost. Computer equipment at MIT is controlled by property record beginning at a cost of \$1000 or greater.

Detailed Procedure at: http://vpf.mit.edu/site/property (Policy & Procedure 2.0, Coding of Equipment Purchases). Please direct questions regarding these designations to Jo-Anne Chute ext. 8-8448, or e-mail jchute@mit.edu.





Additional Resources





GL Account	GL Name	GL Definition
421205	Alcoholic Beverages (Unallowable GL)	Use for any purchase of alcoholic beverage to allow for proper exclusion from billings to federal and other sponsors who do not reimburse these expenditures An unallowable GL account may not be charged to federally sponsored projects.
420102	Animal Care	All expenditures for animal care. Excludes the cost of animal purchases see G/L Account 420104
420104	Animal Purchases	The cost of live animals purchased for laboratory use. Excludes the cost of animal care see G/L 420102
420106	Audio Visual Expense	All audio visual expenses, including services provided by MIT's AV department or by outside vendors.
420800	Books & Publications	Purchases of Books or Publications
420128	Chemicals	Chemical purchases for laboratory or facilities use
421900	Computer supplies & peripherals	Use for computer supplies and computer equipment with costs less than \$1000
420140	Conference Expenses	Fees paid for attendance by MIT employees at conferences held outside of MIT. Do not use for expenses related to the cost of conferences offered by MIT (use Workshop/Seminar/Conference costs), or for professional development expenditures (use Professional Development)
420720	Contract Services	Purchased services (not including temporary services, professional services, legal services)
420392	Copying Expense	Cost of copying
420160	Electrical Components	Expenditures for electrical components for fabricated equipment or in other research or teaching applications.
420166	Entertainment (Unallowable GL)	For costs of various forms of entertainment (for example, tickets to shows or sports events, meals, lodging, rentals, transportation, and gratuities). Also for indoor floral arrangements, regardless of the purpose of the function. An unallowable GL account may not be charged to federally sponsored projects.





GL Account	GL Name	GL Definition
421818	Equip/Furniture-Major-not MTDC	Capitalizable equipment and furnishings with an acquisition cost of \$5,000 or more
421827	Equip/Furniture-Minor	Equipment and furnishings between \$1000 and \$4,999. Not capitalized
421833	Equipment Rental-not MTDC	Costs of renting equipment for use in MIT research, instruction, or administrative work.
421572	Experimental Subjects	Used for the cost of participants in research, when F&A charges are allowed on participant costs.
420286	Facilities/Physical Plant Exp-not MTDC	Used for corrections to system generated entries to 600600, 600601, 600602, and 600603, Facilities charges.
421305	Fees - Administrative	Administrative Fees generally an internal allocation.
421200	Food	Purchases of food for MIT activities & events (not including meetings for meetings, use 421000, "Meetings-Food & Beverage".)
420198	Insurance Premiums	Insurance costs, including the cost of insuring equipment in transit when not billed as part of the original invoice.
420214	Laboratory Supplies	Laboratory supplies, including glassware. (Use 420128 for purchases of chemicals for laboratory use).
420220	Maint & Repairs & Reconditioning	Expenditures to maintain MIT buildings and equipment of all types in proper operating condition or to restore equipment to proper operating condition. Not capitalized
420232	Mechanical Components	Expenditures for mechanical components for fabricated equipment or in other research or teaching applications.
421000	Meetings - Food & Beverages	Use for the purchase of all food and/or beverages associated with a meeting. Not recoverable on federally sponsored projects unless allowed by the specific award.





GL Account	GL Name	GL Definition
421010	Meetings - Materials & Supplies	Use for materials and supplies purchased for meetings. Treated as recoverable on federal awards unless not allowed by the specific award.
421753	Non-IS Telephone & Network Charges	Used for payments made directly to phone vendors, or for reimbursement of MIT staff who maintain a phone line at home for MIT purposes.
420258	Office Supplies	Office supplies such as file folders, paper clips, stationary. Can be used for office furnishings and equipment under \$1000
420274	Parking Expense-not MTDC	Cost of parking passes purchased by MIT departments, labs and centers
420920	Postage Mailing and Shipping	Used for the costs of postage, mailing, and shipping. Can be for US Mail or another carrier (UPS, DHL, et cetera).
420319	Prizes & Awards-Other	Used for prizes & awards. For prizes and awards subject to income tax, use 400800, "Prizes & Awards Compensation". This is an unallowable GL
420131	Prof Development/Training	Expenditures for professional development, including conference fees, training classes (MIT or non-MIT), seminars.
420298	Professional Services/Consulting	Auditing & other professional services. For legal fees, use 421316.
420302	Promotional & Memorabilia (Unallowable GL)	Used for costs of promotional items and memorabilia. For event publicity, use 420306. An unallowable GL account may not be charged to federally sponsored projects.
420314	Record Project Overrun-not MTDC	Used to transfer an over-run from a sponsored wbs element to the cost center or fund account which is providing the funding for the overrun.
420318	Recreation Related Expenses (Unallowable GL)	Used for expenses relating to employee morale, such as holiday parties, flowers for sickness or bereavement, equipment or supplies for office sporting or picnic events, and similar items. Limited by MIT policy to \$15 per employee per year from general funds An unallowable GL account may not be charged to federally sponsored projects.
420133	Recruiting/Placement Fees	Recruitment/Placement fees related to hiring of staff





GL Account	GL Name	GL Definition
420321	Rewards & Recognition	For costs of non-taxable rewards & recognition for support, research, and administrative staff. Do not use for prizes and awards for faculty and students for faculty and students. Use 420319. For taxable rewards & recognition, use 400800.
420344	Seminar/Workshop/Conference Costs	Costs of seminars, workshops, and other special event programming offered by MIT. For the cost of conferences and seminars attended by MIT employees, use "Conference Expense", 420140
420338	Service Contracts	Maintenance contracts on office, lab, scientific, and shop equipment
421925	Software	Expenditures for purchased computer software including operating systems and applications (but, the original operating system purchased with a computer is part of the computer purchase.)
420890	Subscriptions	Subscriptions for newspapers, magazines, or other periodicals
420262	Temporary Help	Expenditures for temporary services for individuals not filling budgeted vacancies.
420050	Travel Expenses	Transportation, Lodging, and meal expenses on MIT Business away from campus.
420070	Travel-Foreign Expenses	Transportation, lodging, and meal expenses on MIT business outside of the U.S.

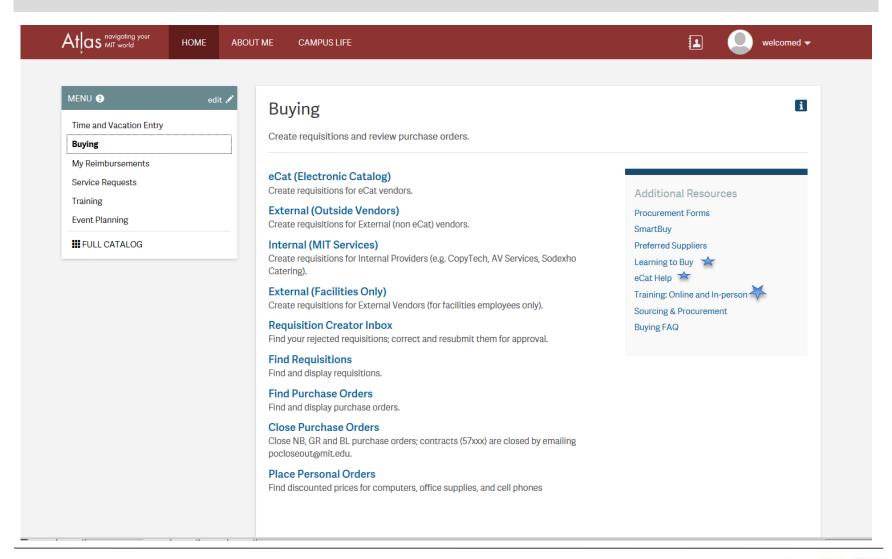
Please visit VPF Financial Accounting and Reporting for a more comprehensive list of current GL accounts:

https://vpf.mit.edu/index.php/site/content/download/2753/13872/file/Web_GLdefins_Aug2009.pd





Training Resources







Who to Contact



Procurement Manager

Rositha Durham 617-253-7241 rdurham@mit.edu



Computers & Technology

Bill Akerberg 617-253-5499 akerberg@mit.edu



Scientific & Lab Supplies

David Petricone 617-253-8393 petricon@mit.edu



Furniture

Stephen Newman 617-253-8373 sfnewman@mit.edu



Marketing & Communications

Minerva Tirado 617-258-9310 minerva@mit.edu

Who to Contact



Travel

Jimmy Kontoravdis Bourdon 617-253-2756 jravdis@mit.edu



Equipment Over \$50K

Ann Julian 617-253-8350 amjulian@mit.edu



Office Supplies, Temporary Help

Derek Welcome 617-253-5825 welcomed@mit.edu



Gas, Bulk Cylinders

Andrew Barnes 617-253-8362 apbarnes@mit.edu



Procurement Card

Kim Harmon 617-253-8360 kharmon@mit.edu

Questions?



Negotiating the most favorable terms and conditions

Contracts





Complex Contracts Group

- Review, negotiate, and draft Terms & Conditions associated with purchases of goods and services.
- Create purchase order contracts for professional services using MIT's Terms & Conditions.
- Types of contracts include complex service and management agreements, software licenses, consultants & independent contractors, nondisclosure agreements, database, equipment, maintenance, leases, events, hotel, and others.



Negotiating the Contract

Terms and Conditions:

- MIT Terms and Conditions are the negotiating tool of choice.
- Much longer process if negotiating from vendor's Terms and Conditions.
- Large vendors usually want to use their own Terms and Conditions
- Note: To protect you and the interests of MIT, all contracts between MIT and vendor should be reviewed and signed by Procurement.





Terms & Conditions Pitfalls

- Limitation of Liability (Indemnification and Hold Harmless)
- ♦ Contractor Warranty on Service & Equipment
- Rights in Deliverables (intellectual property rights in general)
- Insurance Requirements (Insurance Certificate)
- → Confidentiality: FERPA, PIRN
- ♦ IP Rights, Third-Party Infringement





Requisitions

- Back up as required (electronic preferred)
 - Statement of Work/Description of Services
 - Period of performance
 - Method of payment/contract type
 - Vendor proposal(s) or quote(s)
 - Look for hidden terms and conditions
 - Selection of Source/Justification of Price
- ♦ W-9 or W-8Ben, and vendor registration form



Independent Contractors

Independent Contractors:

- Governed by IRS and MA state regs
- → Approval process form, resume, client list
- Recertification required every two years
- Alternatives: MITemps, payroll
- Critical as enforcement of regulations intensifies.
- Penalties to MIT may involve significant fines





Independent Contractors

WHO IS AN INDEPENDENT CONTRACTOR?

- Paid through their Social Security #
- History of offering/performing similar services
- Work not comparable to MIT employees
- No direct supervision by MIT employees
- Project-driven, short term
- No office space or administrative services
- MIT students, employees not eligible





Independent Contractors

Contractors not requiring IC approval

Have federal tax ID number

• Entertainers, artists, referees

Foreign citizens working in a foreign country

Request for Proposals

- → RFP (sample available on procurement website)
- Cover Letter
 - Specifications/Statement of Work
 - Instructions for Proposal Preparation
 - → Evaluation criteria
 - Terms & Conditions (MIT)
- Award process: negotiate the contract while in a competitive environment





Signing Authority

- Procurement has formal authority to sign contracts
- ♦ This formal authority does not extend to departments, faculty, administrators (very few exceptions)
- ♦ Unauthorized signatures personal liability exposure

♦ Do not sign contracts!



Contracts Team



Assistant
Director of
Contracts

Tony Flaherty 617-253-8268 aflahert@mit.edu



Senior Contract Administrator

Christina Lo 617-253-1747 loc@mit.edu



Senior Contract Administrator

Brion McAlarney 617-252-1545 brionm@mit.edu



Assistant Contract Administrator

Brenna Niles 617-253-0550 baniles@mit.edu



Thank You For Joining us!

How can we best support you?

Questions, Discussion



