



## Capstone Project Presentation

Jacob Hendricks

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# About Me:

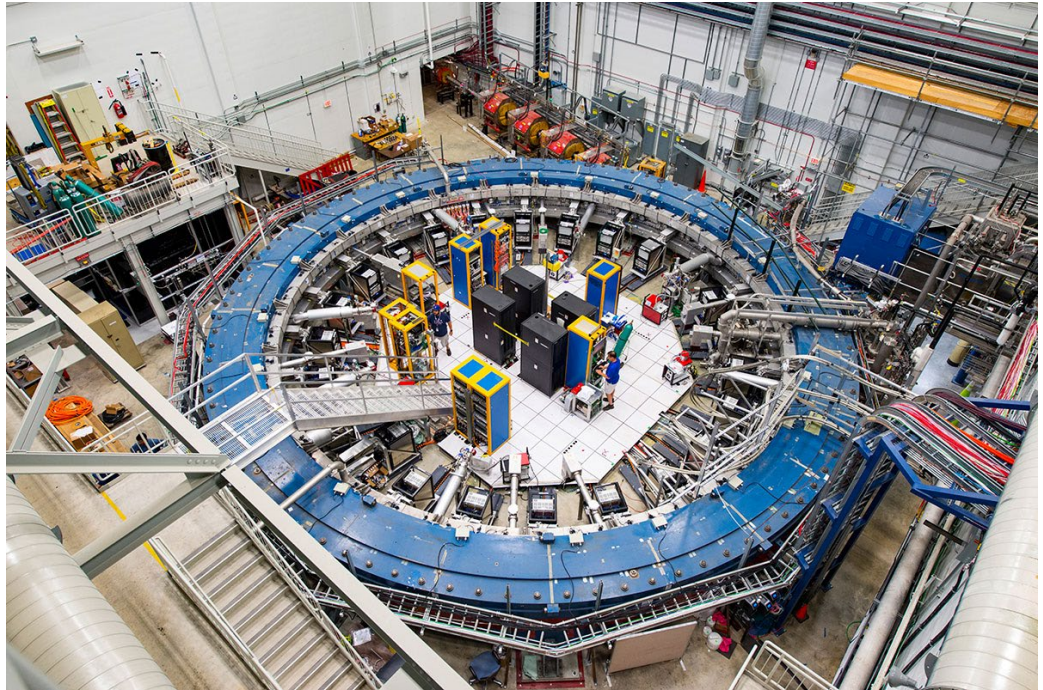
- Born and raised in Aurora; Only visited Fermilab once prior to internship
- Master's degree graduate, majoring in Business Administration at Aurora University
- Technical Skills: Tableau, Power BI, Excel
- Limited knowledge about physics and the lab as a whole
- Hobbies: Cooking, Fishing and Traveling



# Expectations for Internship

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- Learn more about what exactly Fermilab does
- Expand upon my procurement background
- Contribute to the Finance Division as a whole
- Improve soft skills





# Extra Curriculars

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- Campus Tour
- Interview with Supervisor – Chelsen Kincade-Jackson
- Speakers Carol Johnstone and Dr. Don Lincoln
- Lunch and learn speaker series
- Nature walks/observing Bison



# Procurement Project Overview

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- Create a report card for suppliers to assess suppliers' performance
- Use existing SPA reports to grade suppliers that meet threshold
- Gathered historical supplier performance data and helped enhance the SPA website

- SPA- Supplier Performance Assessment
- Suppliers graded on a percentage scale
  - Business Relations
  - Cost
  - Schedule (Delivery)
  - ES&H (Safety)
  - Performance/Quality of Service/Supplies (Quality)
- Categorize suppliers

# Subcontractor Evaluation

Rating-42939N

?

Business Relations (Responsiveness):

80 %

☐ Not Applicable

Enter a comment

Cost:

80 %

☐ Not Applicable

Enter a comment

Schedule (Delivery):

80 %

☐ Not Applicable

Enter a comment

ES&H ( Safety):

80 %

☐ Not Applicable

Enter a comment

Performance/Quality of Service/Supplies (Quality):

80 %

☐ Not Applicable

Enter a comment

Overall Rating: 80.0 %

# Report Card Sample

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Supplier Type/Supplier	PO COUNT	AVG PO	Small/Large	NAICS	Local	Performance Grade	Latest SPA Rating
<b>Construction PO Suppliers</b>							
Whittaker Construction & Excavating INC	741	\$214,287.21	Small		Yes	<b>Maintain</b>	<b>80%</b>
ECS INC	540	\$17,399.90	Small		Yes	<b>Maintain</b>	<b>88%</b>
Barton Marlow Company	289	\$109,189.65	Large		Yes	<b>Exit</b>	<b>48%</b>
Leyden Electric INC	176	\$18,605.67	WOSB/SDB		Yes	<b>Consider Grow</b>	<b>95%</b>
Rachke Piping and Mechanical INC	118	\$41,784.50	Small		Yes	<b>Exit</b>	<b>60%</b>
Wallace Paving LLC	118	\$15,802.72	Small		Yes	<b>Exit</b>	<b>56%</b>
Prism Mechanical Corp	113	\$14,138.96	Small		Yes	<b>Maintain</b>	<b>88%</b>

## Performance Grades

**96% - 100%: Grow**

**90% - 95%: Consider Grow**

**80% - 89%: Maintain**

**70% - 79%: Pause**

**69% - Below: Exit**

**University**



# Current Issues

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- Each company required manual lookups
- Some suppliers met spending threshold; SPA not created
- Other suppliers close to spending threshold; SPA not required
- Suppliers cumulatively met threshold through several POs
  - Creating SPA report for these suppliers could be useful if they are frequently used



# Lessons from Project

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- Better understanding of the large amount of suppliers the Lab does business with
- Exceeded prior expectations of the spending on single PO
- Observe what makes a supplier strong/weak
- Knowing strengths of a supplier makes the decision-making process easier

# Takeaways from Internship

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- Previous knowledge of procurement expanded and improved
- Public speaking practice outside classroom setting
- Built overall confidence







# Thank you for listening

Jacob Hendricks