Fundraising in HEIs
Computerized Accounting
Procurement

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Ms. Nadine Alamy
About UNAM

- **Educ**ation **Fina**nce **Moderno**niz**Ati**on **CoMmi**tment

- UNAM overall objective is to support institutional demands for increased efficiency, autonomy & transparency in financial management in partner universities in Southern Neighbouring Area.

- UNAM Stakeholders: Government, rectors, managers and students.

- UNAM duration: October 15th, 2010 Till October 14th, 2013
UNAM Partners

- University of Alicante, Spain
- Al-Hussein Bin Talal University, Jordan
- Princess Sumaya university for Technology, Jordan
- Beirut Arab University, Lebanon
- Modern University for Business and Science, Lebanon
- An-Najah National University, Palestinian Territory
- Palestine Polytechnic University, Palestinian Territory
- Albaath University, Syria
- Aleppo University, Syria
- FH Joanneum, Austria
- World University Service Austria Committee, Austria
- Saarland University, Germany
- Universita Degli Studi Di Genova, Italy
Fundraising in HEIs

• Key driver of a knowledge-based society

- Economic growth
- Jobs
- Social Security
EU Fundraising Instruments

- **FP7:** Seventh Framework Programme for Research and Technological Development

- **FP7:** 2007-2013, 53.3 Billion Euros

- **Objectives:** to strengthen the scientific and technological base of European industry AND to encourage its international competitiveness, while promoting research that supports EU policies
FP7 Specific Programmes

- Cooperation: 32 Billion Euros
- Ideas: 7.5 Billion Euros
- People: 4.7 Billion Euros
- Capacities: 4.2 Billion Euros
FP7 Specific Programmes

- FP7 supports:
  - Traditional collaborative research projects
  - Basic research: European Research Council (ERC)
  - Researcher Mobility (Marie Curie)
  - Building and maintaining research infrastructures (Promoting SMEs)
How to participate in FP7?

- Get informed
- Identify research themes
- Get into contact with European colleagues
- Get connected to new international networks
- Apply for EU funding
- Benefit from EU research funding
What comes after FP7? Horizon 2020

- EU framework programme for research and innovation (2014-2020)

- Focus on turning scientific breakthroughs into innovative products and services that provide business opportunities and change people’s lives for the better.

- Open to more participants from across Europe by exploring synergies with funds under the EU's Cohesion policy

- Cutting red tape/simplification of rules and procedures of application, funding and reporting
EU Fundraising at German Universities

- **Model 1: Internal Services (Traditional Model)**
  - inside admin structure
  - paid from university budget

- **Model 2: University Company**
  - outside admin structure, but under financial control
  - “service” function

- **Model 3: Outsourcing**
  - contractual relations (buying the service)
  - paid by own activities
  - “service” function
Part II

Computerized Accounting
Computerized Accounting: ERP

- Enterprise Resource Planning

- Support business through optimizing, maintaining, and tracking business functions.

- Broken down into business processes:
  - Human Resource Management
  - Financials
  - Materials Management
  - Student administration
  - Project Management
Benefits of ERP

- Common set of data
- Help in integrating applications for decision making and planning
- Allow departments to talk to each other
- Easy to integrate by using processes built into ERP software
- Organizational integration by mapping business processes across departments
Components of the ERP

- Financial Accounting (FI)
- Asset Accounting (FI-AA)
- Cash Flow Management (PSM)
- Controlling (CO)
- Human Resources (HR)
- Materials Management (MM)
- Plant Maintenance (PM)
Part III

Procurement
Changing Tasks in Universities

- Classical Tasks
  - Education
  - Research and Development

- New Tasks
  - Advanced Training
  - Innovation

- Student Numbers
Competition

- Competition for students, teachers, money
- Rankings (Shanghai-Ranking, CHE-Ranking)
- Entrepreneurship
  - Organized like a company
  - professional management
  - board of directors
  - supervisory board
  - double entry accounting
  - Controlling
- Transparency
- Financial Autonomy
Key Trends

- Entrepreneurial Attitude
- Social Considerations
- Environmental Considerations
Role of Procurement

- Professional Management:
  - Clearly defined policies and procedures
  - Management reporting and control procedures
  - Collaborating arrangements
  - Focused training and Development opportunities to the staff
Procurement Goals

- Purchasing according to legal rules
- Creation of transparency
- Analysis of procurement performance
- Reduction of costs (Internal & External)
Centralized Purchasing

- Advantages of centralized purchasing:
  - quantity discount due to large volume purchase
  - greater purchasing specialization
  - greater influence of the buyer
  - combining orders / less orders
  - obtaining better service
  - taking care of laws and legal rules
Decentralized Purchasing

- Advantages of decentralized purchasing:
  - better understanding of user’s need
  - direct / easier communication and coordination
  - more power to the chair holders and departments
Green Purchasing

- **Strategy:**
  - Reducing purchasing volumes of items that are harmful to the ecosystem
  - Reducing the use of virgin materials by purchasing more recycled or reused contents
  - Minimize unnecessary packaging and use more biodegradable and returnable packaging
  - Implementing a recycling strategy
Green Purchasing

- **Problems:**
  - Increasing material costs
  - Fewer qualified suppliers
  - Recycling costs (collection, separation, storage, transportation)
  - Identify reusable commodities (paper)
Thank you for your attention!

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