**FY 2014 - 2017 OBJECTIVE:**

What is Winning ...

Create client and partner advocates and transform the contracting process.

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**STRATEGIES: How we will Win ...**

1. **Achieve financial strength** - Align financial resources to campus strategies.
   - 1a. Work with multiple campus stakeholders to develop an international brand strategy to support the campus' expanding engagement in international territories (Rubinshteyn, 6/2017).
   - 1b. Support the UC Business Contracts Collaborative with standardizing key template agreements systemwide. (Rubinshteyn, 6/2017).

2. **Simplify processes** - Standardize and simplify policies, business processes and internal controls for campus partner satisfaction, greater efficiency and compliance.
   - 2a. Conduct "research services" end-to-end business process improvement. (Etheridge, 6/30/2016)
   - 2b. Support the campuswide E-signature Project (Gonsalves, 6/30/16)

3. **Build a service oriented model of campus engagement** - Engage campus partners through adoption, acceptance and satisfaction of applications, processes and tools.
   - 3a. Increase awareness of the services provided and the responsibilities of Business Contract Offices by UCBCC and/or CORO presentations at OP and the Risk Summit. (Rubinshteyn, 06/30/16)

4. **Leverage data for strategic decision making** - Leverage and institutionalize financial, academic and human resource data sets for strategic decision making.

5. **Promote collaboration and professional development** – Build and maintain a culture of collaboration and continuous professional development that supports accountability, engagement and opportunity.
   - 5a. In conjunction with the Office of General Counsel, establish professional development opportunities for business contract professionals. (Rubinshteyn, 06/30/16)

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**GOALS:**

<table>
<thead>
<tr>
<th>GOALS</th>
<th>FY 15-16 Target</th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
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<tbody>
<tr>
<td><strong>Financial Strength</strong></td>
<td></td>
<td>10%</td>
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<tr>
<td>International Brand Strategy</td>
<td>UCR-led UC Business Contracts Initiative</td>
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<td>10%</td>
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<tr>
<td><strong>Simplify processes</strong></td>
<td>Improve Business Contracts Process E-Signature Project</td>
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<td>15%</td>
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<tr>
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<tr>
<td><strong>Campus engagement</strong></td>
<td>UC CORO Presentation</td>
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<td>Risk Summit Presentation</td>
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<td>50%</td>
<td>75%</td>
<td>100%</td>
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<tr>
<td>UC Business Contracts Collaborative Professional Development</td>
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