

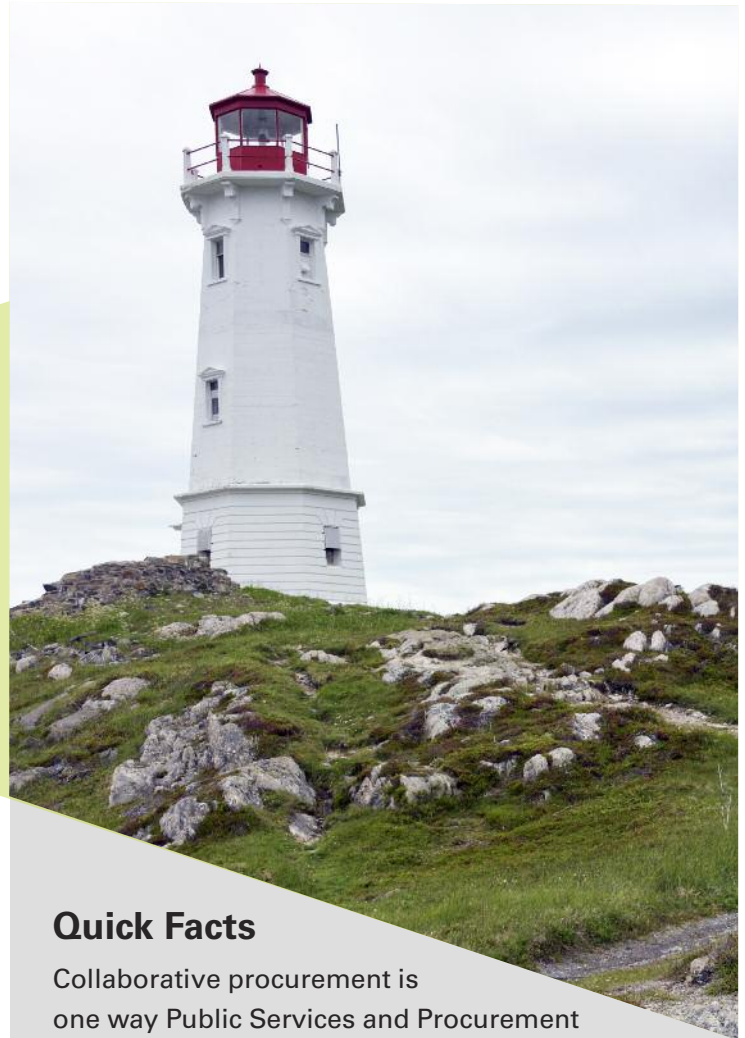


Serving GOVERNMENT, serving CANADIANS.

THE CANADIAN COLLABORATIVE PROCUREMENT INITIATIVE

ANNUAL UPDATE 2018

Office of Small and Medium Enterprises
Public Services and Procurement Canada



INSIDE THIS ISSUE



Page 2
About the Canadian Collaborative Procurement Initiative
Standing offers being used



Page 3
Growing the Initiative across Canada
Who has joined so far?



Page 4
What's next for Collaborative Procurement in Canada?
Future opportunities

Quick Facts

Collaborative procurement is one way Public Services and Procurement Canada (PSPC) is fulfilling its mandate by:

- Improving procurement services and relationships with provinces, territories and municipalities; and
- Modernizing procurement practices.

Many countries have established collaborative procurement practices. Canada now joins them in this approach to buying goods and services for public sector organizations.

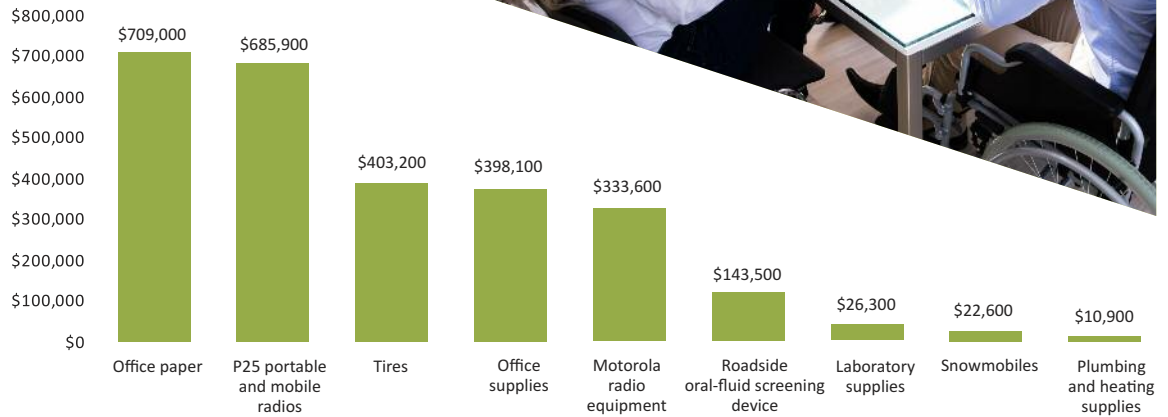
With about \$200 billion spent annually on public procurement in Canada, opportunities for collaborative purchasing are vast.

Canadian Collaborative Procurement Initiative (CCPI)

This initiative enables provinces, territories and other public sector entities to leverage the buying power of the federal government in order to obtain best value for Canadians.



Total spend on CCPI commodities by Provinces, Territories and the Municipalities, Academic institutions, Schools and Hospitals (MASH) sector



Through the CCPI, the Government of Canada makes selected standing offers available to Canada’s broader public sector organizations. This includes the provinces and territories, as well as municipalities, schools, colleges, universities and hospitals. Since the launch of the initiative in 2015, a total of **40** standing offers for goods have been offered to participants. Goods have ranged from office supplies and paper to specialized radios, tires and even plumbing supplies. At the end of 2018, over

2.7 million dollars of goods have been purchased from CCPI standing offers

The objectives of the CCPI are to provide the broader public sector with a way to leverage combined Federal-Provincial-Territorial purchasing power to obtain better value on goods procured, reduce red tape, streamline procurement processes and utilize PSPC’s considerable procurement expertise. The added procurement volume that results from this process will also benefit suppliers who may see increases in their sales volumes.

The CCPI also benefits suppliers!

One of PSPC’s priorities is creating opportunities for suppliers, especially small and medium businesses and other social enterprises, to sell their goods and services to the Government of Canada. The CCPI has been creating opportunities for suppliers by:

- Making it easier to sell to multiple levels of government through the creation of a streamlined approach (e.g., a standing offer for a particular good);
- Expanding market share accessible through standing offers;
- Decreasing bid preparation investment required by suppliers since numerous procurement instruments are, in effect, reduced to one;
- Seeing an increase in the potential value and scope of each opportunity; and
- Creating an economic environment conducive to creating joint ventures and scaling a supplier’s business.



Growing the Initiative across Canada

Collaborative Procurement as a tool for advancing socio-economic objectives

We have begun to include socio-economic factors in some of the procurements instruments that are being offered through the CCPI. These factors include:

- Green and sustainable goods;
- Aboriginal-owned businesses;
- Small and medium enterprises; and
- Underrepresented groups.

One of the objectives is to hire companies who meet these socio-economic factors thereby increasing their sales volumes, which in turn is expected to assist these businesses to grow.

For example, in the office supplies standing offer we have factored in socio-economic requirements including green, aboriginal and small and medium enterprises to benefit companies that meet these requirements.

We are currently developing a pilot project in Western Canada, through the CCPI, using catering services whereby companies employing underrepresented groups will be given greater opportunity.

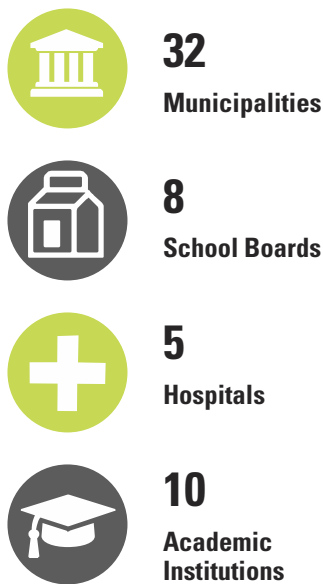
Environmental Paper Standing Offer

The standing offer for environmental paper is a prime example of collaborative procurement benefiting both the Government of Canada and users in the broader public sector.

Thanks to the CCPI, in 2018, the standing offer pricing was about 30% lower than the previous standing offer!

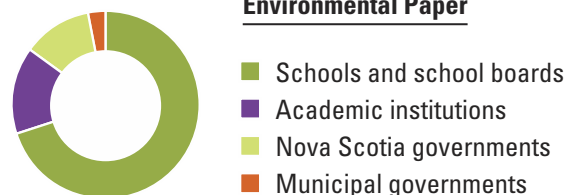
This was partially due to the increased procurement volume added by broader public sector organizations in Nova Scotia opting to use this federal standing offer. Schools in particular have benefited from the environmental paper standing offer, as they accounted for approximately 70% of purchases from Nova Scotia's broader public sector.

MASH Sector Entities participating in the CCPI



Provinces & Territories Participating in the CCPI

Purchase of Environmental Paper



The opportunities offered through the CCPI can be of particular benefit to Canada's MASH sector: municipalities, academic institutions, schools and hospitals. While an increasing number of MASH sector organizations have been joining the CCPI, there are many more across Canada that have yet to participate. The CCPI team is currently working to increase awareness of this initiative in the MASH sector across Canada.

Future CCPI Opportunities – Some Examples

National Standing Offers

- Secure lateral and vertical cabinets (Summer 2019)
- Change management training (Fall 2019)
- Medium and heavy trucks (Fall 2020)
- Use of force training simulator (Fall 2019)

Regional Standing Offers – Atlantic Region

- Propane (Winter 2020)

Regional Standing Offers – Ontario Region

- HVAC supplies (Fall 2019)

Regional Standing Offers – Western Region

- Diesel generators (Summer 2019)
- Laboratories supplies and equipment (Spring 2020)

Regional Standing Offers – Pacific Region

- Plumbing & heating supplies (Winter 2020)

What's Next?

Bringing Supply Arrangements into the CCPI

PSPC is in the process of making a few supply arrangements available to participating members of the broader public sector. This will initially be introduced using a pilot project, likely beginning in the Fall of 2019. The selection of supply arrangements will be influenced by input from provinces, territories and other participants.



Annual In-person Meeting of PSPC and Federal/Provincial /Territorial Procurement Assistant Deputy Ministers

Each year the procurement ADMs from the provinces and territories, as well as PSPC meet in a Canadian city to discuss issues of shared interest related to public procurement in Canada. In addition to collaborative procurement, other topics have included using procurement to promote socio-economic goals, to meeting obligations related to trade agreements, and even strategies for increasing procurement expertise across the country. In 2018, the meeting was held in Whitehorse, Yukon.

Join the Canadian Collaborative Procurement Initiative

Members of the broader public sector wishing to join this initiative must contact their home province or territory. The list of contacts can be found at: <https://www.tpsgc-pwgsc.gc.ca/app-acq/app-collaborat-procur/communiquez-contact-eng.html>

Please see the most current listing of available standing offers through the **CCPI 3-year Plan**, as well as other information about the program online at:

<https://www.tpsgc-pwgsc.gc.ca/app-acq/app-collaborat-procur/index-eng.html>

and at:

<https://gccollab.ca/groups/profile/275321/encafrican-collaborative-procurement-initiative-ccpifrinitiative-canadienne-dapprovisionnement-collaboratif-icac>

If you have questions, or if your home province or territory is not listed, please contact us directly at:

**TPSGC.PAFPTCollaboratif-APFPTCollaborative.
PWGSC@tpsgc-pwgsc.gc.ca**