The Canadian Collaborative Procurement Initiative

Overview & Opportunities

CAUBO Webinar Presentation
September 26, 2019
Public Sector Procurement in Canada

- Estimated that public procurement expenditures amount to **at least $200B annually**, with Federal procurement being **$20B** in 2018-2019.
The scale of Canadian public procurement creates significant opportunities for collaborative procurement. Potential benefits to those who buy together include:

- Economies of scale
- Reduced administrative and legal burden
- Streamlined procurement efforts
- Sharing knowledge and best practices
- Alignment with standard practice in many G7 countries and other nations

These are among the reasons Public Services & Procurement Canada operates the Canadian Collaborative Procurement Initiative (CCPI).
A Very Brief History of CCPI

The CCPI program will create partnerships with Provinces, Territories, MASH sector organizations and Canadian Public Health and Aid Organizations by sharing federal instruments used to procure goods and services.

Order-in-Council → Create CCPI → Onboard Provinces And Territories → Onboard MASH Sector

KPMG analysis
Current Status of CCPI

- **7** Provinces and the **3** Territories are participating

- **104** Municipalities, Academic institutions, School boards and Hospitals (MASH) sector organizations in these jurisdictions are participating

- **58** municipalities & other municipal-related entities
- **20** academic institutions
- **17** school boards
- **9** health-related institutions
Provinces and Territories require Cabinet approval to utilize PSPC procurement instruments; The *Master User Agreement (MUA)* contains a provision for MASH sector participation.
Current MASH Sector Participation

Whitehorse, YK
Winnipeg, MB
Halifax, NS
Calgary, AB
Ottawa, ON
Charlottetown, PEI
Edmonton, AB
Toronto, ON
Fredericton, NB
Participating Universities and Colleges

- Dalhousie University
- University of Kings College - Halifax
- Université de Moncton
- University of Prince Edward Island
- Mount Saint Vincent University
- Cape Breton University
- Mount Allison University
- Holland College
- St. Francis Xavier University
- Acadia University
- New Brunswick Community College (NBCC)
- uOttawa
- Saint Mary's University
- NSCAD University
- University of Manitoba
- Sainte Anne
- NSCC (Nova Scotia Community College)
- Carleton University
- RDC
The CCPI 3-Year Plan outlines the commodities that we expect to make available to participants over three upcoming fiscal years (Apr-Mar).

The plan is actively updated, and can be viewed anytime at [www.canada.ca/buying-together](http://www.canada.ca/buying-together)

<table>
<thead>
<tr>
<th>Fiscal year</th>
<th>Number of Items</th>
</tr>
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<tbody>
<tr>
<td>Year 1</td>
<td>2018-2019</td>
</tr>
<tr>
<td>Year 2</td>
<td>2019-2020</td>
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<tr>
<td>Year 3</td>
<td>2020-2021</td>
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<tr>
<td>Year 4</td>
<td>2021-2022</td>
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Total Value Purchased through CCPI (2018-19 FY)

The aggregate value of purchases for all participants (provinces, territories and MASH sector) has been $4.5 million
Socio-economic considerations in the context of CCPI

- Incorporating socio-economic (SE) factors into federal procurements is an ongoing priority for Public Services & Procurement Canada.

- Some CCPI instruments therefore include SE considerations such as:
  - Green procurement & sustainability
  - Indigenous businesses
  - Small & medium enterprises
  - Ethical considerations
  - Vulnerable populations / disadvantaged / under-represented
  - Accessibility
## Canadian Collaborative Procurement Initiative 3-Year Plan

--Sample of available standing offers

<table>
<thead>
<tr>
<th>Status</th>
<th>Region</th>
<th>GSIN Description</th>
<th>SO Description</th>
<th>Procurement officer</th>
<th>Type of Agreement</th>
<th>Start date</th>
<th>End date</th>
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</thead>
<tbody>
<tr>
<td>Active</td>
<td>National</td>
<td>Laboratory equipment, supplies</td>
<td>Laboratory supplies</td>
<td>Lisa Hennessey (<a href="mailto:lisa.hennessey@pwgsc-tpsgc.gc.ca">lisa.hennessey@pwgsc-tpsgc.gc.ca</a>)</td>
<td>National Master Standing Offer (NMSO)</td>
<td>2017-04-01</td>
<td>2020-03-31</td>
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<tr>
<td></td>
<td>National</td>
<td>Stationary and record forms</td>
<td>Office paper</td>
<td>Veronique Fulham (<a href="mailto:Veronique.fulham@tpsgc-pwgsc.gc.ca">Veronique.fulham@tpsgc-pwgsc.gc.ca</a>)</td>
<td>Multiple Regional Standing Offer (MRMSO)</td>
<td>2019-10-30</td>
<td>2020-10-29</td>
</tr>
<tr>
<td></td>
<td>National</td>
<td>Office supplies</td>
<td>Office supplies</td>
<td>Veronique Fulham (<a href="mailto:Veronique.fulham@tpsgc-pwgsc.gc.ca">Veronique.fulham@tpsgc-pwgsc.gc.ca</a>)</td>
<td>National Master Standing Offer (NMSO)</td>
<td>2019-10-01</td>
<td>2020-09-30</td>
</tr>
</tbody>
</table>

Case Study: Environmental Paper Standing Offer

- In 2018, PSPC secured its most competitive pricing to date on the environmental paper standing offer (33% decrease in price)
Other success stories: Office supplies

- Enhanced service levels
- SME and aboriginal businesses included as suppliers
- Greater selection of goods, including janitorial supplies (increase from 500 to 3000)
- Less ‘slippage’ since a larger core basket of goods is available
- Higher quality office supplies, including green products
- Price savings are estimated to be 10% or greater
- In the 2018-19 FY, $464,500 was purchased from this SO by CCPI participants.
CCPI also includes regional procurement instruments

- The first Regional Master Standing Offer (RMSO) was developed in full collaboration with the Province of Manitoba.
- Manitoba’s involvement increased the value of the opportunity by ~45%.
- Available to CCPI participants and federal clients in the Western Region.
- Approximately $150,000 was purchased from this RMSO.

Other success stories:
Plumbing and heating supplies
Future Opportunities of Interest to Academic Institutions

Sample of CCPI 3-Year Plan Items for 2019-2020 Goods:

- Environmental paper
- Office supplies
- Laboratory supplies & equipment
- Portable radios
- Fitness equipment

Services:

- Change management training pilot project (2020)
- IT professional services (2020-21)
- Office ergonomic assessment services (2020-21)
How to Join CCPI

- Visit Canada.ca/buying-together and select the link below:
How to Join CCPI

- **Alberta** – Sign an Access Agreement with the province.
- **Manitoba** – Sign an Access Agreement with the province.
- **Ontario** – Register for an account through the *Doing Business* website to register with the province.
- **Newfoundland & Labrador** – Register with the province.
- **New Brunswick** – Sign an Access Agreement with the province.
- **Nova Scotia** – Sign an Access Agreement with the province.
- **Prince Edward Island** – Sign an Access Agreement with the province.
- **Northwest Territories** – Sign an Access Agreement with the territory.
- **Yukon** – Sign an Access Agreement with the territory.
## Provincial & Territorial Contacts

<table>
<thead>
<tr>
<th>Province</th>
<th>E-mail address</th>
<th>Telephone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Alberta</td>
<td><a href="mailto:corporate.purchasing@gov.ab.ca">corporate.purchasing@gov.ab.ca</a></td>
<td>780-427-4111</td>
</tr>
<tr>
<td>Manitoba</td>
<td><a href="mailto:procserv@gov.mb.ca">procserv@gov.mb.ca</a></td>
<td>204-945-6361</td>
</tr>
<tr>
<td>Ontario</td>
<td><a href="mailto:collaborative.procurement@ontario.ca">collaborative.procurement@ontario.ca</a></td>
<td>416-326-9300 (1-866-979-9300)</td>
</tr>
<tr>
<td>Newfoundland &amp; Labrador</td>
<td><a href="mailto:ppacontracts@gov.nl.ca">ppacontracts@gov.nl.ca</a></td>
<td>709-729-3348</td>
</tr>
<tr>
<td>New Brunswick</td>
<td><a href="mailto:nbon@snb.ca">nbon@snb.ca</a></td>
<td>506-444-5636 (1-800-561-1422)</td>
</tr>
<tr>
<td>Nova Scotia</td>
<td><a href="mailto:procure@novascotia.ca">procure@novascotia.ca</a></td>
<td>902-424-3333 (1-866-399-3377)</td>
</tr>
<tr>
<td>Prince Edward Island</td>
<td><a href="mailto:procurementservices@gov.pe.ca">procurementservices@gov.pe.ca</a></td>
<td>902-368-4040</td>
</tr>
<tr>
<td>Yukon</td>
<td><a href="mailto:purchasing@gov.yk.ca">purchasing@gov.yk.ca</a></td>
<td>867-667-5735 (1-800-661-0408 ext. 5735 in YK, NT, NU)</td>
</tr>
<tr>
<td>Northwest Territories</td>
<td><a href="mailto:samhelpdesk@gov.nt.ca">samhelpdesk@gov.nt.ca</a></td>
<td>867-767-9129 (1-866-525-0536)</td>
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<tr>
<td>Nunavut</td>
<td><a href="mailto:procurement@gov.nu.ca">procurement@gov.nu.ca</a></td>
<td>867-975-5431</td>
</tr>
</tbody>
</table>
Tools for CCPI Promotion


- CCPI website includes current 3-year plan: [www.canada.ca/buying-together](http://www.canada.ca/buying-together)

- Open-access GCcollab webpage provides information about CCPI, including onboarding and operational details: [https://gccollab.ca/file/group/275321/](https://gccollab.ca/file/group/275321/)
CCPI Testimonials

“As a Federal Standing Offer holder for Office Supplies servicing New Brunswick and PEI, Covey Basics has certainly benefitted from the Canadian Collaborative Procurement Initiative. In 2016, the PEI Government signed on to use the Standing Offer for office products. Discussions were held between myself and the Manager of Procurement Services and we found that we could be a good fit for the PEI Government. This relationship is still strong today and has certainly contributed to the growth of our business. We look forward to our continued relationship with the PEI Government and hope to expand this in the future.”
“The Annapolis Valley Regional Centre for Education has been participating with various Canadian Collaborative Procurement Initiatives over the past couple of years. The resulting Standing Offers have been extremely beneficial to our organization. These Agreements have resulted in increased effectiveness and efficiencies associated with our procurement process, as well as providing significant cost and personnel resources savings, due to bulk purchasing advantages and reduced contract administration. Great initiative, we look forward to future opportunities as they evolve.”
Questions?

Sean Crossan
Director
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(613) 894-1846

The CCPI office can be contacted by e-mail:
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