

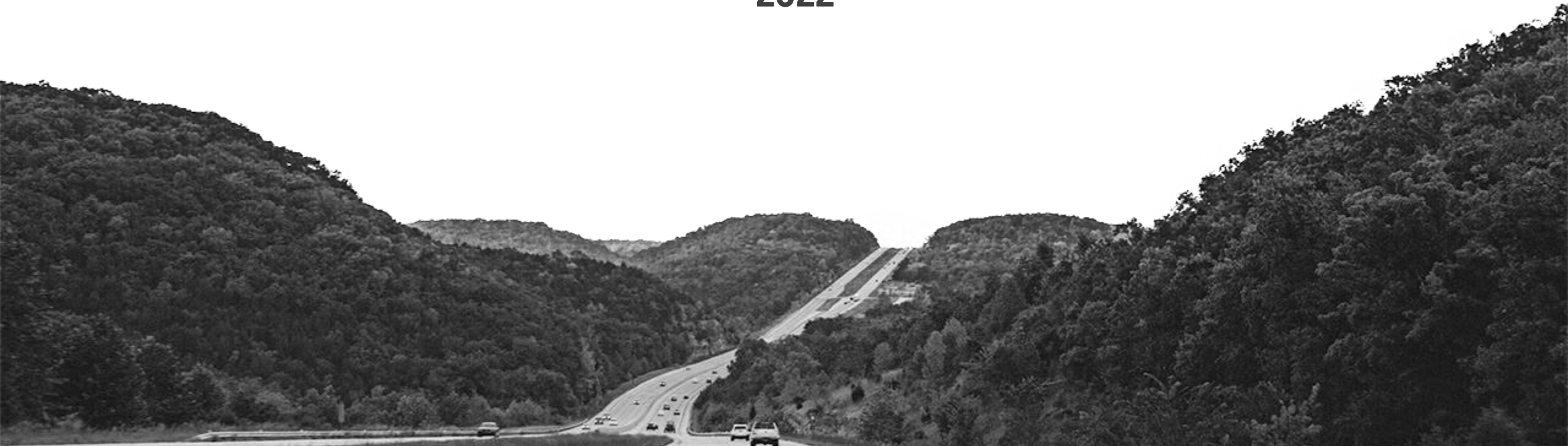


canoe

procurement group of canada

Canoe Procurement Group of Canada

2022



WHAT IS canoe

- ◆ Is the largest Group Buying Organization in Canada, facilitating public sector cooperative procurement programs since 1936
- ◆ We work in partnership with **over 200 suppliers** to provide aggregated business services to over **5,000 Members** across Canada
- ◆ This accounts for total purchasing power of over **\$200 million**



OUR PARTNERS

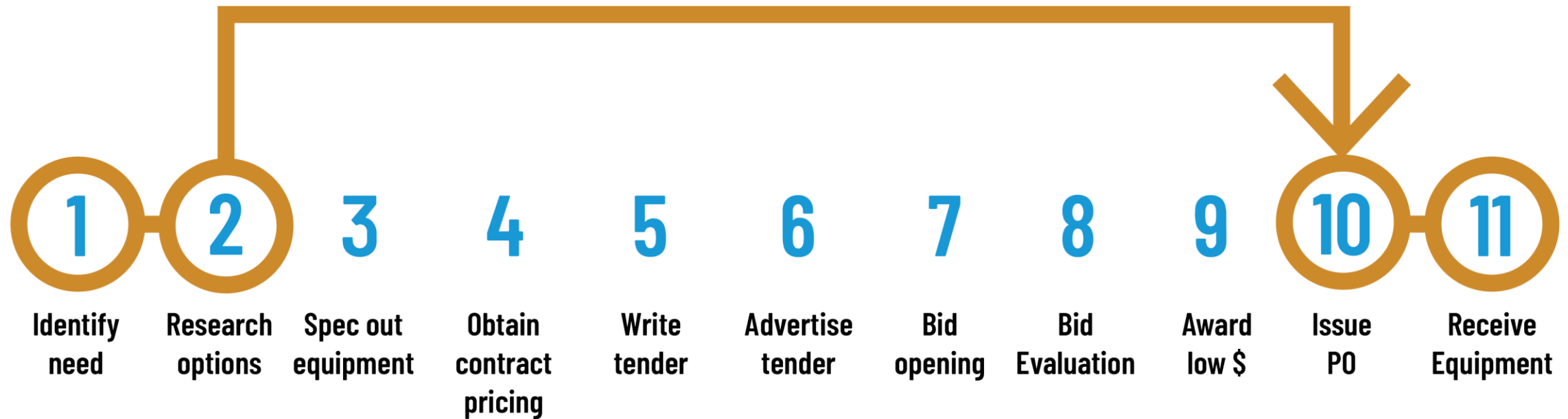


Key Benefits

- ◆ Pre-tendered contracts save administrative time and ensure compliance with trade agreements (CFTA & NWPTA)
- ◆ Wide range of products/supplier services
- ◆ Deeper discounts due to larger purchasing power – up to 60% off MSRP
- ◆ Free quotes, cost analysis, member needs assessment
- ◆ Supporting local distributors & economy
- ◆ Provide procurement advise and support of in-house trade initiatives, RFP process, product/equipment sourcing, etc.



TRADITIONAL VS. COOPERATIVE PROCUREMENT



Why does cooperative purchasing work?

We save time and money for both our members and vendors.

FAQ's

- **How are all RM's included on RFP process exactly?**
- Because Canoe Procurement Group of Canada is represented as a 'buying group', there is a positive obligation on Canoe (found in Article 504.6) that requires we list the current and potential procuring entities that may utilize the awarded supplier contracts. All RM's are named in the potential procuring entities list that is publicly released with the RFP.
- **How are contracts awarded and based on what criteria?**
- Supplier proposals are evaluated according to the methodology outlined in the RFP document. There is an evaluation committee at Canoe that evaluates all supplier proposals and award decisions are made based on the quality of the submission and their relative scoring. Canoe uses anywhere from 12-18 different rated elements, each with their weighted scoring, and all proponents are scored according to the same criteria. For example, program pricing is a rated element, ability to serve the market, experience and personnel, marketing plan, etc. are all evaluated. For additional clarity, not all RFP's use the same criteria or weighting, however within the RFP all evaluation tools are the same.
- **How are prices/discounts determined?**
- Program pricing / discounts are communicated to Canoe through the proponent's proposal submission. Program pricing / discounts focuses on best value to the member and in many cases, multiple supplier contracts are awarded within a particular RFP. Canoe does not set the supplier prices or discounts.
- **How are contracts evaluated fairly/transparently?**
- The methodology for evaluating supplier proposals is outlined in the RFP document. All proponents are evaluated using the same criteria. To promote a more holistic approach to evaluating supplier proposals, Canoe has a committee of evaluators to ensure all proposals are fairly evaluated. Canoe is required to be transparent in the criteria it intends to evaluate proposals on, which is achieved within the RFP document itself.
- **How do local dealers get equal opportunity to bid?**
- All suppliers, doesn't matter if it's a local dealer or national manufacturer, have equal opportunity to submit a proposal to Canoe.

News & Updates

- 37 RFP's since January 2021
 - Equipment
 - Facility
 - Software
 - Services
 - Fleets
 - Emergency Response (Firetrucks)
 - Food Services Program
 - Electrical Supplies Program
 - Waterworks
 - Traffic Supply Program
 - Tire Program
 - Buildings Program
 - Energy Management Program



Future Canoe RFPs

- Fuel & Lubricants
- Cleaning Supplies
- Plumbing Supplies
- Ground Engagement Tools
- Culverts

Copiers	Facility Security	Grounds Maintenance	Tree Maintenance	STEM Curriculum Solutions
Bulk Solid Waste Equipment	Plastic Refuse Recycling Containers	Public Sector Communications Technology	EV Charging Equipment	Pest Management Services
JOC Program Management	Public Safety Software	Facilities Maintenance Services	HVAC System Services	Road Right-of-Way Equipment
IT Staff Augmentation	Parking Management Systems	Roadway Maintenance Equipment	Roadway Paving Equipment	Restroom and Shower Facilities
Express Courier	Auto, SUV, Vans, Trucks	Street Sweepers	Sewer Vac & Hydro Excavation Equipment	Teletherapy Services
Public Utility Equipment	Ambulance & EMS Vehicles	Fire Apparatus	Underground Infrastructure Inspection Equipment	Used Emergency Vehicles
Lab Services Testing	Mailing & Postage Equipment	Public Sector Training Simulation Equipment	Medical Supplies	Fleet Management Services
Athletic Surfaces	Artificial Turf			



Don't go up Schitz Creek without your Canoe Paddle!

Canoe Check List – tips to save money using Canoe

- ✓ Always use supplier contact details noted on our website – local dealers and contacts may not know of our program, but the key contacts noted on our website will work with local dealers to ensure Canoe membership discounts are being applied.
- ✓ When speaking with supplier contacts, ask for *Sourcewell/Canoe* membership pricing
- ✓ Practice due diligence – check applicable contract discounts by referring to the contract awarded - go to <https://www.sourcewell-mn.gov/contract-search> and type in the name of the supplier, then click on 'pricing' to view percentage discounts members will receive. Review contract documents for evaluation criteria and awarding documentation.
- ✓ Ensure contract # (noted on website or within contract on above link) is noted as PO on your invoice
- ✓ Post Notice of Intent annually on Merx
- ✓ Know your membership # - contact Ainsley for details
- ✓ Council has questions/concerns about our program? Set up a council meeting with Ainsley so she can provide overview/answer questions
- ✓ Maximize program savings by asking for a free fuel analysis or a member needs assessment with Staples
- ✓ Questions about how to use program, rebates, discounts, new suppliers, contracts, products required? Contact Ainsley Murdock to set up a meeting and she will assist in all your procurement requirements

Next Steps

- ◆ Here to work for you!
 - ◇ Procurement Partner
 - ◇ Source equipment/products
 - ◇ Connect you with local suppliers
 - ◇ Help you obtain quotes to find best pricing
 - ◇ Inventory/supply chain issues
 - ◇ Free Fuel Analysis or Member Needs Assessment
 - ◇ Council Meetings, Membership Meetings & updates
 - ◇ Educational Seminars
 - ◇ Public Works Association
 - ◇ Demo Days & Supplier Meet and Greet



Ainsley Murdock

Client Relations Manager

204-249-0203

ainsley@canoeprocurement.ca