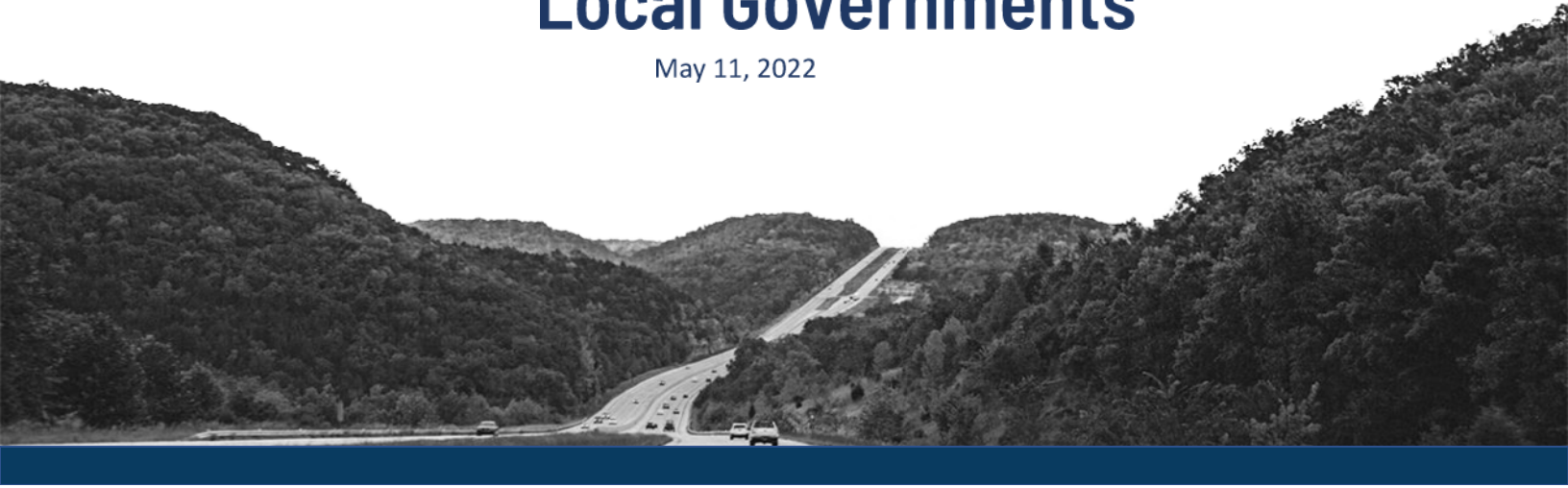


Group Purchasing Opportunity for Local Governments

May 11, 2022



Agenda

- ❖ Canoe Procurement Overview
- ❖ Compliance in Cooperative Purchasing
- ❖ Programs
- ❖ Q&A



WHO IS CANOE?

- ❖ Cooperative buying group
- ❖ National rebrand on June 1, 2021
- ❖ Not-for-profit
- ❖ Started in 1936
- ❖ Over 5,500 members across Canada, that include:
 - Urban and Rural Municipalities
 - Regional Districts
 - School Districts
 - Not-for-Profit Organizations
 - Band Governments
- ❖ Sourcewell's Canadian Partner





HOW DO WE HELP?

❖ Save you money

- Aggregated buying power across Canada, and as a result, have received preferred pricing for members.

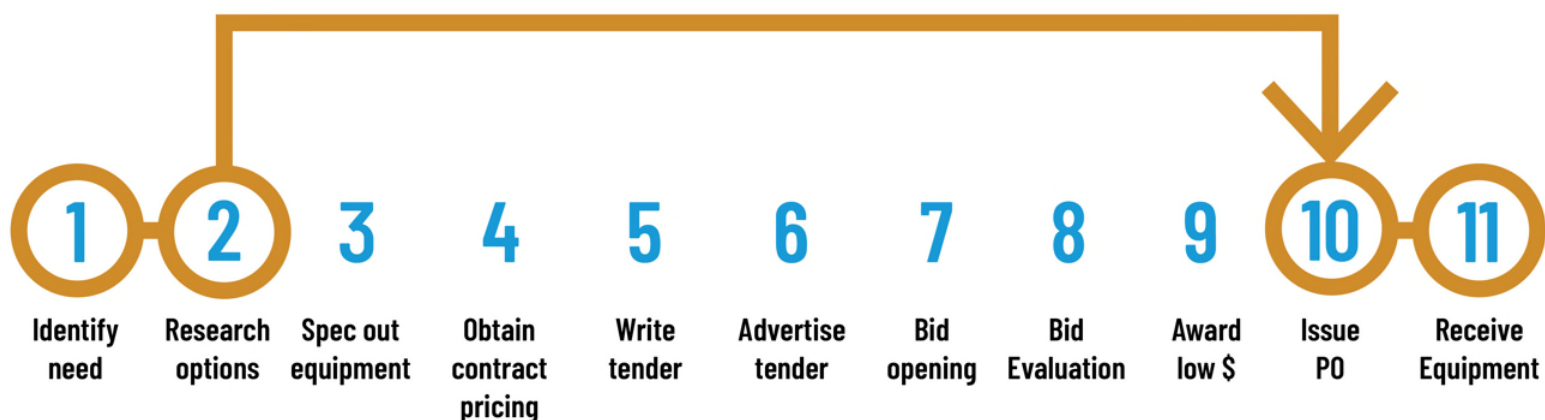
❖ Save you time

- We go to tender on behalf of our members, so you do not have to.
 - BC BID
 - MERX
 - SaskTenders
 - Alberta Purchasing Connection
 - Service NB

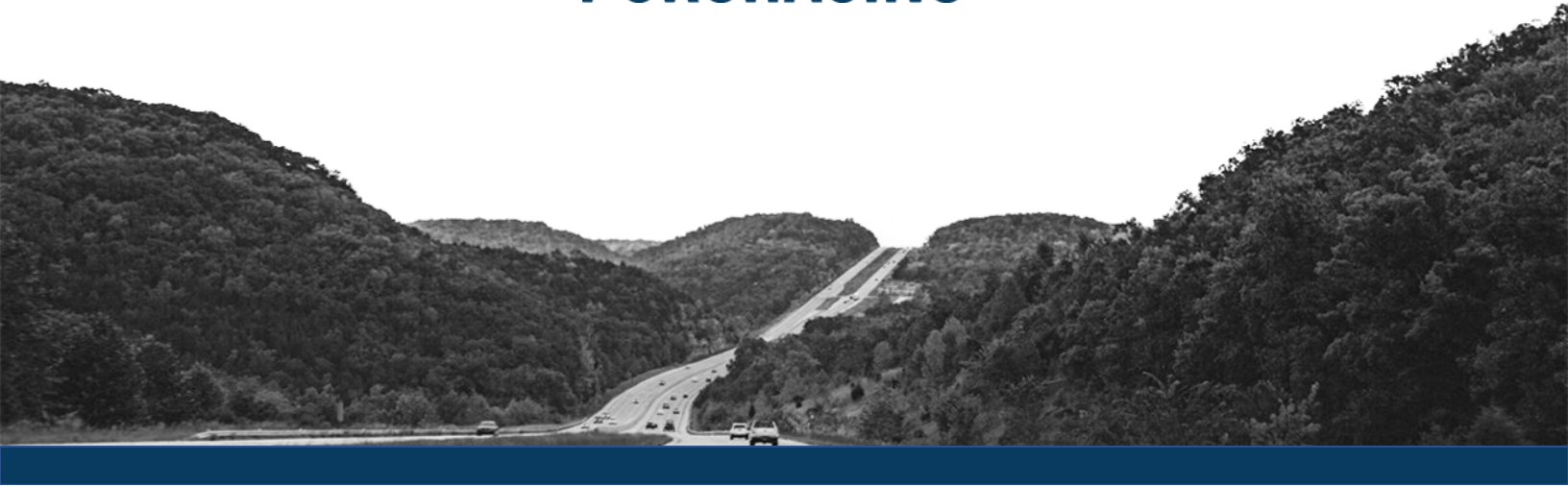
❖ Additional Benefits

- Access to a wide variety of suppliers (180+)
- Continue to work with local distributors
- Member support throughout purchase process
- No membership fee
- Free quotes, cost analysis, member assessments
- No minimum purchasing requirements/commitments

TRADITIONAL VS. COOPERATIVE PROCUREMENT



COMPLIANCE IN COOPERATIVE PURCHASING



DOMESTIC TRADE

Local

- ◆ Procurement Legislation
- ◆ Directives and Policies

Regional

- ◆ ON-QB Trade and Cooperation, NWPTA, Atlantic Procurement

National

- ◆ CFTA



CFTA

What's the big deal?

- ◆ In line with other regional agreements
- ◆ Removal of barriers
- ◆ Less limited by competing interests of jurisdictions
- ◆ Regulates vast sectors of Canadian economy
- ◆ Improvements to dispute resolution
- ◆ Consideration of buying groups and group purchasing
- ◆ Positive obligations on buying groups



CFTA

General

- ◆ Rules for government procurement (municipal, regional, MASH)
- ◆ Values exceeding \$105,700 G&S; \$264,200 Construction
- ◆ Estimating valuation
- ◆ Provincial responsibility for compliance
- ◆ Positive obligations on buying groups



THE RULES

- ◆ Open, transparent, and non-discriminatory
- ◆ No favouritism
- ◆ No avoidance
- ◆ No circumventing



BUYING GROUPS / COOPERATIVE PURCHASING

- ◆ A group of two or more members
- ◆ Combined purchasing requirements and activities
- ◆ Joint procurement process
- ◆ Variety of entities

BUYING GROUPS (CONTINUED)

- ♦ A procuring entity *shall* ensure that any procurement conducted through a buying group is carried out in a manner consistent with the general procurement rules of government procurement
- ♦ A buying group *shall* publish a notice for each procurement
- ♦ A procuring entity *shall* publish a notice of its participation with the buying group at least annually on one of the tendering websites or systems designated by its Province
- ♦ Publish on provincial / national website annually



NOTICE OF INTENTION

- ♦ [Insert municipality name] intends to participate in one or more procurements conducted by Canoe Procurement Group of Canada and Sourcewell between [insert one year period including month / year]. For further information and access to Canoe RFP notices, please review the BC Bid website at www.bcbid.gov.bc.ca. For further information on Canoe, please visit the website at www.canoeprocurement.ca. For further information on Sourcewell, please visit the website at www.sourcewell-mn.gov.



BUYING GROUPS (CONTINUED)

- ◆ When a procuring entity has little or no control over the procurement process, it is not required to ensure that the procurement is consistent with this Chapter

WHAT HAVE WE BEEN UP TO?

Reviewing trade
legislation and
guides across
Canada

Meeting with
officials to review
procedures and
processes

Updating RFP
templates and
contracts

PROGRAMS



Ground Engagement Program The right blade for any job.

Program Benefits

- ❖ High-quality equipment for:
 - Construction
 - Snow removal
 - Maintenance
- ❖ Transparent pricing with day-to-day discounts
 - Finning Parts & Service(including rebuilds)
 1. 5% discount, and an additional 3% discount if you order online
 2. \$17.00/hr discount on labour rates
 - ValleyBlades: 25% discount

FINNING

CAT

VBL ValleyBlades
LIMITED



Waterworks Program

Keeping your success flowing.

Program Benefits

- ❖ Vast catalogue of waterworks equipment (ie. pipes, valves and hydrants)
- ❖ Advanced delivery and monitoring systems
- ❖ Transparent and consistent pricing
- ❖ No minimums
- ❖ Reduced administrative hassle



Tire Program

Keep your municipality running Smoothly.

Program Benefits:

- ❖ National account pricing
- ❖ Expansive brand options through Kal Tire and Fountain Tire
- ❖ Retread options available
- ❖ Additional services:
 - Tire tracking
 - Staff education opportunities





Electrical Supply Program

Add some spart to your next project.

Program Benefits

- ❖ Access to wide range of products and services
- ❖ Electrical wire, connectors, interior automation, smart home devices, etc.
- ❖ Set price product discounts



E.B. Horsman & Son
The Electrical Distributor of Choice!



Capital Purchasing Program

- ❖ Canoe posts the RFP solicitation concurrently with Sourcwell
- ❖ Sourcwell has over 50,000 members
- ❖ Contract number will be provided on every quote, PO and final invoice
- ❖ Best value contracts
- ❖ Trade-ins are available for additional discounts
- ❖ Warranties are in place the same, as if you tendered yourself
- ❖ Supplier contracts in any category can be compared





CANOE PROCUREMENT GROUP BUYING

As CivicInfo BC members, all local governments in British Columbia can access joint purchasing programs offered by Canoe and Sourcewell. Through group purchasing on a national scale, we can offer preferential pricing and service on everything from supplies to heavy equipment. Key benefits:

- Save time and money by leveraging group purchasing.
- Access trusted brands and products from reputable national and local vendors.
- No program fees and optional participation. Non-binding, with no obligation to purchase.
- Meets all legislative and trade agreement requirements.
- Consolidated invoicing and easy payment terms.
- Full support with your purchase, from start to finish.

Use the search tools below to see what we offer. For more information, or to make a purchase, contact:

Kim Thiessen, B.C. Client Relations Manager, 250-215-1818, kim@civicinfo.bc.ca

SEARCH FOR VENDORS, GOODS & SERVICES

Search for a vendors, services and products **OR** browse the program areas below.

Search



BROWSE PROGRAMS

Links open in new window, at canoeprocurement.ca

- Aggregate Program
- Agricultural Equipment Program
- Airport Equipment Program
- Athletic Surface Program
- Auto Parts Program
- Culvert Program
- Equipment Rental Program
- EV Charging Station Program
- Fabric Shelter Program
- Facility Assessment Program
- Facility Security Program
- Firefighting Apparatus Program
- Firefighting Equipment Program
- Firefighting PPE Program
- Fleet Management Program
- Fleet Uprfitting Program
- Flooring Program
- Food Services Program
- Fuel and Lubricants Program
- Fuel Management Program
- Furniture Program
- Geospatial Program
- Ground Engagement Program
- Grounds Maintenance Program
- Heavy Construction Equipment Program
- Lift Program
- Medium Construction Equipment Program
- MRO Program
- Office Supply Program
- Playground Supply Program
- Portable Construction Equipment Program
- Power Generation Program
- Public Administration Software Program
- Public Utility Equipment Program
- Road Maintenance Equipment Program
- School Bus Program
- Skatepark Program
- Sports Arena Equipment Program
- Surplus Auctioning Program
- Sweeper & Vacuum Equipment Program
- Technology Program
- Tire Program
- Traffic Supply Program
- Trailer Program
- Truck Program
- Uniform Program
- Vehicle Lift Program
- Waste Container Program
- Waste Management Program
- Waterworks Program
- Winter Maintenance Equipment Program

HOW DO I BECOME A CANOE MEMBER?



Become a Member

Search



BECOME A MEMBER

Canoe members consist of not-for-profit and public sector organizations, such as school divisions, municipalities, water irrigation districts, rural electrification associations, hospitals, airport authorities, post-secondary institutions, seniors housing associations, and many more. Collectively, Canoe has over 5,000 members across the country and continues to grow.

At Canoe, we pride ourselves on providing the best products and services to members at competitive prices. If you have a suggestion that would help strengthen our services, please let us know. We want to make your purchasing processes more efficient and cost effective. We are stronger together.



QUESTIONS?

For more information, please contact:

Kim Thiessen

Client Relations Manager

E: kim@civicinfo.bc.ca

P: 250.215.1818