Shared Services Canada
Procurement and Vendor Relations (PVR)

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Agenda

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Procurement Challenges

Procurement Challenges

What Works

Leveraging IT and Automation

- ITPro (e-Commerce platform)
  - Electronic intake
  - Tracking and reporting
  - Quick access to competed inventory, leveraging the government's buying power

- Procure 2 Pay (iValua Buyer)
  - Electronic intake
  - Auditable workflow
  - Electronic bidding
  - Efficient processing from requisition to funds commitment to solicitation to contract award to goods receipt and ultimately payment

What Works

Collaboration Procurement Process (CPP)

- Early and ongoing collaboration with vendors
- Allows the department to pose a problem to industry to resolve
- Better understanding and alignment by all parties
- Flexible and adaptable procurement process

Third Party Experts

- Financial reviews
- Negotiation experts
- Strategy reviews

Program Integrity

- Upgrading and enhancing our legacy infrastructure
- Net new procurements

Delegation

The *Budget Implementation Act*, tabled on 11 April 2017, proposes two legislative amendments.

1. Section 7 – Delegation of Procurement Authorities:

- Enable the Minister responsible for SSC to Delegate his or her power to another Minister of the Crown. This would enable other government departments the power to enter into contracts for goods and services based on the conditions set out in the delegation letter.

2. Section 9 – Service Delivery (Mandate) Authorization:

- In exceptional circumstances, where unique operating contexts make it ineffective or inefficient for SSC to deliver services, section 9 will enable the Minister responsible for SSC:
  - to authorize a department to obtain part of a service defined in the authorization other than exclusively through SSC, or
  - to authorize one or more portions of a department to obtain all of the service defined in the authorization other than exclusively through SSC.

Delegation Factors

Most likely to be delegated	May be considered for delegation	Unlikely to delegated
• Existing procurement vehicles with a mechanism for Partners and Clients to access • No value to consolidation or standardization • Not core to SSC's services • Exceptional circumstances, not efficient for SSC to deliver goods or services	• Existing procurement vehicles with no current mechanisms for Partners and Clients to access • Security concerns or mitigations beyond the standard SCI process • Visibility on the purchase is beneficial to SSC	• There is consolidation, standardization, and/or savings potential or possible influence on SSC transformation • Requirement of significant value

Benefits of Delegation of Procurement Authorities include:

✓ Making it simpler, easier and faster for departments to obtain certain IT goods and services they need to deliver services and programs to Canadians.

✓ Maximization of cost savings while providing for modern and reliable technology.

✓ Ensuring the continued standardization and security of the Government's IT infrastructure. SSC will continue to set up IT procurement vehicles and ensure economies of scale.

Proposed Delegation Implementation

Phase 1: 2017

- Identify and execute delegation for categories for which the process is simpler.

- Commodities on existing Procurement Vehicles and that are easily accessible by Partners and Clients are candidates to be delegated under Phase 1.

Phase 2: 2017 - 2018

- Identify and execute delegation for additional categories and services that require more development.

- Mandate authorization will be addressed on a case by case basis.

Phase 3: 2018 - 2022

- SSC will monitor trends and effectiveness of delegation and adapt procurement tools to meet the service delivery needs of departments and the overall IT Infrastructure transformation plan.

New Procurement Vehicles

Print

- Replaces Printer, Scanner, Managed Print Services and Toner NMSOs
- Allows for departments to standardize on one manufacturer
- Further consultation with client departments will take place in the upcoming months

Software

- SSC's version of the SLSA for software that is under the SSC Mandate
- Allows for all software providers to be accessible based on functionality
- Over time, SSC will establish competed standard products for specific functionalities

Audio and Web Conferencing Services (AWCS)

- Combines conferencing services, including scheduled teleconferencing, reservationless teleconferencing and Web conferencing
- Enhanced vendor web portal to enable users to track service requests directly within the portal

Workplace Communication Services (WCS)

- A key pillar of Blueprint 2020 and SSC'S transformation plan, WCS will transform the way Government of Canada employees communicate.
- WCS will replace existing GoC centrex telephone lines with IP telephony

New Procurement Vehicles

Video Conferencing Procurement Vehicle (VCPV)

- Replaces the current video conferencing standing offer
- OEM-driven Invitation to Qualify

Toll Free Network Services (TFNS)

- A single consolidated contract for toll free services rather than the previous three distinct contracts
- The consolidated contract is expected to result in significant savings to the Government of Canada

Government Cellular Services (GCS)

- For the provision of cellular services to GoC departments and agencies
- Leading edge technology and best market rates

Cloud Services

- Providing access to varied cloud services both through cloud providers and value added resellers

Looking Ahead

- Implement delegation, including consultations and training

- Renewed focus of SSC's procurement team on strategic procurement rather than transactional

- Procurement vehicles established by SSC will keep in mind the new ability to delegate as well as SSC's mandate to consolidate, standardize and ensure IT security

- Continued collaboration with other departments on the various areas of Procurement Modernization

- Grow and develop SSC's procurement team

- Continue to evolve SSC's procurement methodology with a focus on electronic and automated processes, vehicles and tools

Discussion