

# Innovation in Materiel Management and Disposal



THE  
**SURPLUS**  
STORE



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# Joint Presentation Objectives

## The 'Surplus Store'

- Introduction of 'The Surplus Store'
- How it Works
- Benefits
- Future
- Questions

## GCSurplus / GCTransfer

- Introduction of 'GCSurplus / GCTransfer'
- GCSurplus Mandate
- Explain What GCSurplus is, and how it works
- GCTransfer
- Demonstrate the value we provide to the Crown



# THE SURPLUS STORE



Agriculture and  
Agri-Food Canada

Agriculture et  
Agroalimentaire Canada



# Introduction

- ❑ Participated in AAFC's Dragons Den
- ❑ Developed a Knowledge Workplace site similar to Kijiji
- ❑ Excess surplus from 2.0 moves at AAFC complex
- ❑ TBS policy to reuse within Departments

# How it Works

## Vision

- ❑ The Surplus Store intends to be the first choice for all Agriculture Canada employees who want to save time, money and effort to get what they want when they want it.

## Project Scope

- ❑ Knowledge Workplace site similar to Kijiji where users can interactively view, access, and post ads.
- ❑ Broad range of items from office supplies to furniture.
- ❑ Provides the location and contact information associated with each item.
- ❑ Site is marketed to all employees within the NCR especially those who purchase office supplies.

# The Surplus Store Benefits

- ❑ Average supply orders range from \$100-\$1000. Savings generated from The Surplus Store could amount upwards to 90% of COGS.
- ❑ R Reduced administrative processes vs. acquisition (no approvals, less lead time, process orientation = **lean approach**).
- ❑ C Cost of disposing surplus will be mitigated with estimated savings of \$350-\$500 from reduced waste amounts

# The Surplus Store Benefits

- ❑ Web analytics can be generated monthly/quarterly/yearly.
- ❑ Ability to generate cost savings reports per users and branches.
- ❑ In line with Government initiatives and lean techniques: Greening Gov't Operations, Federal Sustainable Development Strategy, BP2020, Reduced Spending, many TBS policies and procedures.

# The Surplus Store Benefits

- ❑ Money invested will pay for itself in the short-run and will continue to save branch budgets in the future.
- ❑ Total estimated savings since inception in November 2015, over \$25,000!
- ❑ *The Surplus Store* was showcased in AAFC's 2015 report to The Clerk of the Privy Council as a major success for AAFC blueprint 2020 initiative.





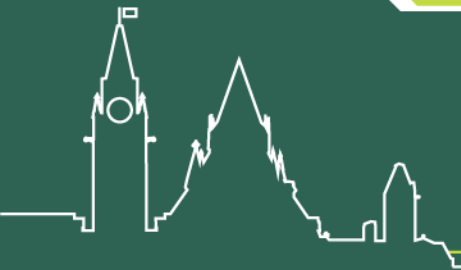
# Future of The Surplus Store

- ❑ Originally started as a pilot in the NCR.
- ❑ AAFC would like to expand to all of their locations across the country.
- ❑ Potential for expansion into larger goods such as; Ergonomic equipment, IT supplies, lab and research supplies.
- ❑ The first step for sourcing goods.



# Questions?





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# ***GCSurplus Presentation Objectives***

- ✓ Introduce Who We Are
- ✓ GCSurplus Mandate
- ✓ Explain What We Do / How we work
- ✓ GCTransfer
- ✓ Demonstrate the Value We Provide the Crown

# ***GCSurplus – Our Mandate***

- PSPC is responsible, under the Surplus Crown Assets Act, for disposal of all surplus materiel assets for which authority has not been given either by legislation or by the Treasury Board to another department.



- PSPC is also responsible for the provision of strategic, procedural, and technical advice on the disposal of surplus materiel

TBS Directive on Disposal of Surplus Materiel, Section 5.1

# ***GCSurplus – Who We Are***

- Via The Surplus Crown Assets Act and the FAA, GCSurplus has been given authority to sell Federal Government's Surplus / forfeited assets, on behalf of PSPC
- GCSurplus sells surplus assets for over 100 Federal Departments and Agencies, and numerous Provincial Institutions.
- [www.GCSurplus.ca](http://www.GCSurplus.ca) provides to Canadians, a public accessible e-Commerce closed auction website which sells Canadian Government Surplus Assets.



# ***GCSurplus.ca – Who We Are***

- The GCSurplus.ca website records approximately **95,000 visits** (Internet hits) per week, with over **97,000 registered** active user accounts.
- Ten (11) offices and nine (9) warehouses located across the country to support our clients. Visit our website for warehouse locations. GCSurplus warehouses are staging areas for surplus and forfeited goods waiting to be sold to Canadians



# ***GCSurplus – What Else do We Do?***

- **GCS*ci*** – Web accessible Client interface, which allows material managers from all departments to declare their surplus, in preparation for transfer or sale via GCSurplus.
- **GCSurplus Shipping Services** – An integrated module of GCSurplus released in November 2014, allowing buyers to receive their awarded items via Purolator Courier





# ***GCSurplus – What Else do We Do?***

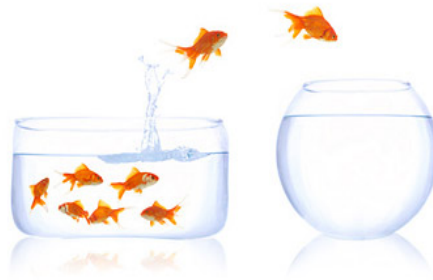
- **GCMil** – Division which sells controlled goods and Military equipment (explained in detail in future slides)
- **PaperSave / Battery Recycle** – Projects aimed to environmentally recycle paper and batteries where there is a financial return to the Crown





## *What It Is ?*

- A web-based service, released in April 2015, which enables Federal Government Materiel Managers to advertise (post) surplus government assets for transfer between departments.
- Similar to other external online auction websites, GCSurplus.ca has a web viewing component that enables all federal government employees to view government assets available for transfer.





## *Who Our Clients Are*

- All Federal Departments and Agencies
- Since April 1<sup>st</sup> 2015, GCSurplus has finalised **over** 90 interdepartmental transfers, including several vehicles





## *What are the Benefits*

- There is ***NO FEE*** or direct cost for departments to use GCTransfer service.
- The GCTransfer interface mirrors that of our GCSurplus.ca website. This creates a user friendly service for the materiel management community, and the GCTransfer viewing audience.
- Transferring assets can ***significantly*** reduce acquisition costs and offer best value to Canada.





## *How It Works*

- To declare an asset for transfer, Materiel Managers with access to GCSci are able to create a sales request for transfer (in the same manner they declare surplus assets for sale)
- Materiel Managers now have the option to list their surplus assets on GCTransfer prior to the sales option - no additional effort is required by departments.



# ***GCSurplus / GCTransfer Benefits***



- ✓ Best Value to Canada
- ✓ Accountability
- ✓ A Fair and Transparent Process
- ✓ Proven Business Practice
- ✓ Economy of Scale
- ✓ Issues Management
- ✓ Legal Counsel



# ***GCSurplus – Providing Value to the Crown***

- GCSurplus sells over **25,000** assets annually in 40 commodity groups
- In 2014/15, GCSurplus recovered **\$52 Million** back to the Crown through the sale of Government Surplus assets
- Over the last 9 years, GCSurplus has returned **\$250 Million** to the Crown through sales of surplus government assets

# Questions



[www.GCSurplus.ca](http://www.GCSurplus.ca)

