

The Canadian Collaborative Procurement Initiative (CCPI)

The Canadian Collaborative Procurement Initiative:
Including Socio-Economic Considerations

Giving access to Public Services and Procurement Canada (PSPC) standing offers and supply arrangements to provinces, territories, municipalities, academic institutions, schools and hospitals (MASH) and other public sector entities.



Canadian Collaborative Procurement Initiative (CCPI): Including Socio-Economic Considerations

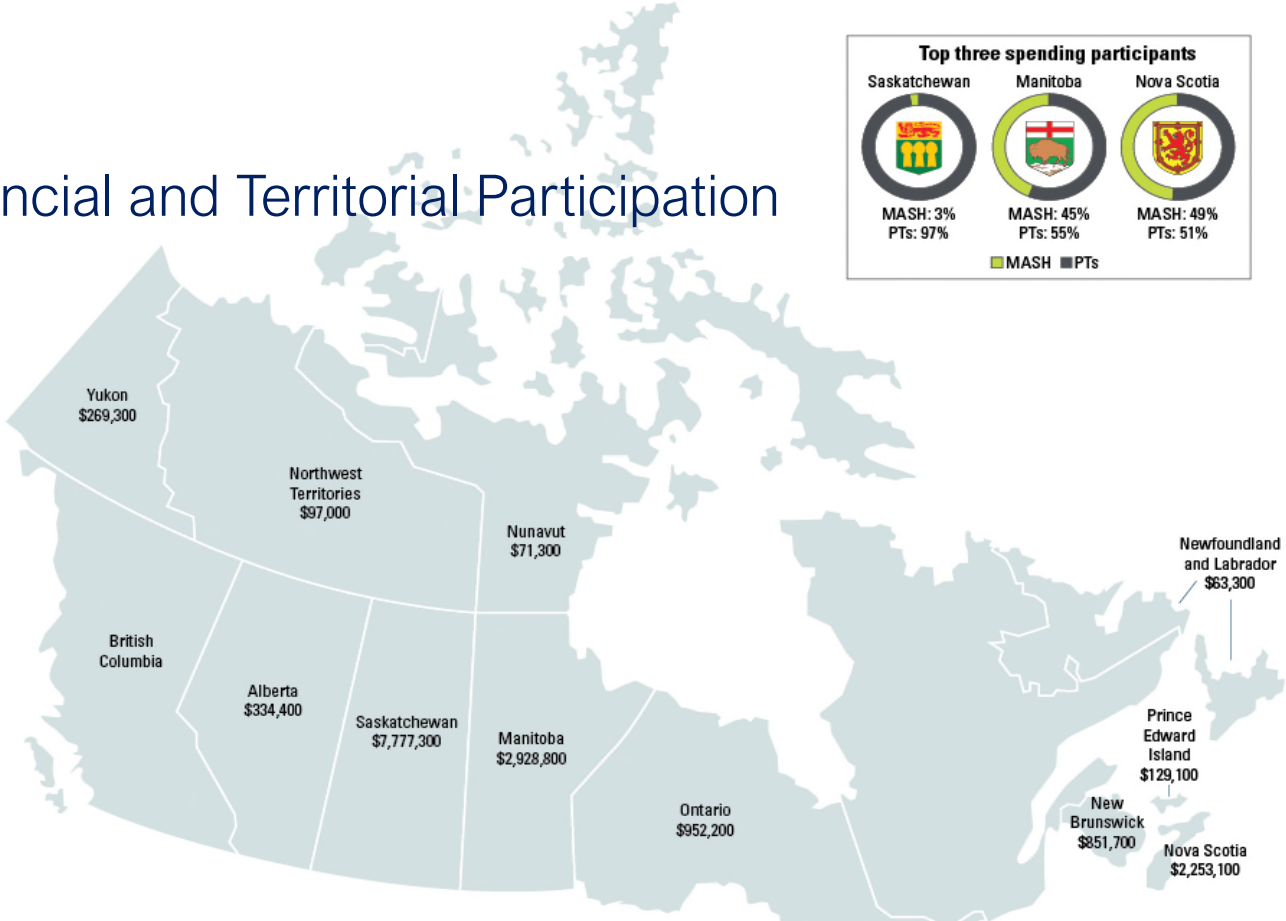
The post-COVID era of procurement has brought with it the necessity to find the right balance between supporting communities by buying locally, or pursuing 'whole life cycle' value while purchasing goods and services.

Adding to the complexity of finding the right goods and services at the best value, are new considerations in the decision-making process, including socio-economic, green and sustainable considerations.

Procurement Assistance Canada developed through the Federal, Provincial, Territorial and International Relations Directorate, a key forum for the federal government to engage with provinces and territories. From this engagement, CCPI was created to institutionalise operational collaborative procurement while social and sustainable procurement best practices are shared.

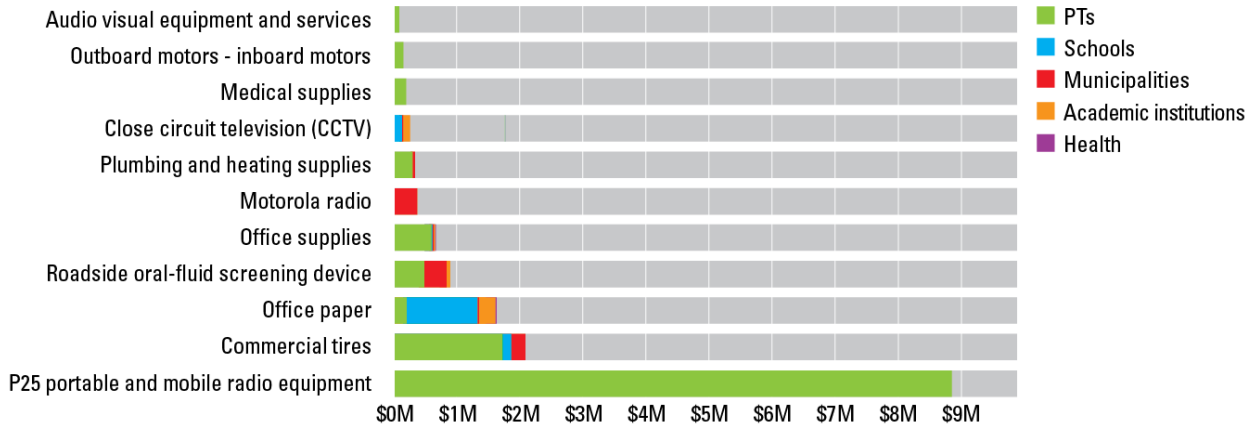
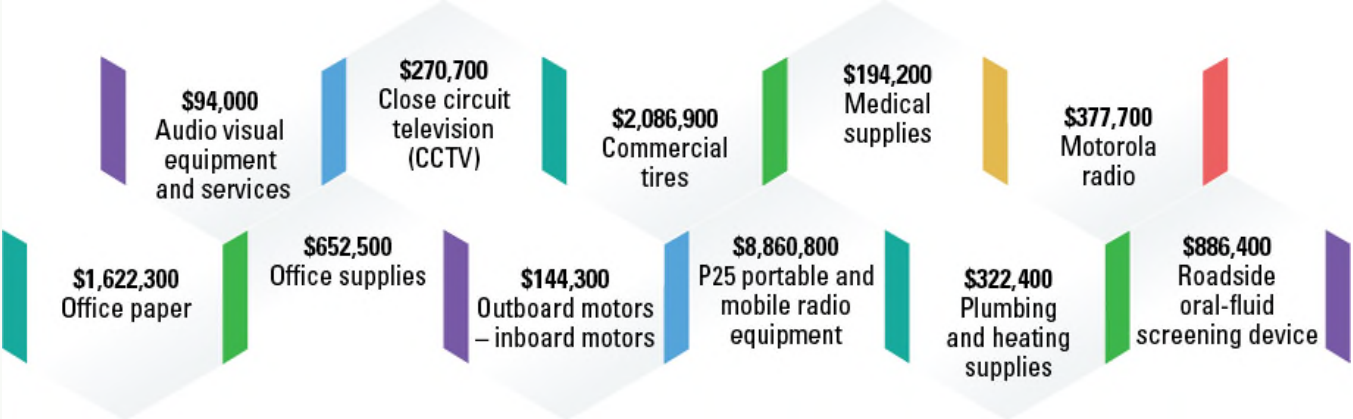


Current Provincial and Territorial Participation



12 Provinces and Territories (PT), 1 Canadian health organization, over 300 Municipalities, Academic institutions, Schools and Hospitals (MASH) participants

Total Value Purchased Through CCPI (2021-22 FY)



Examples of Savings From a Participating Province in 2020-2021

The numbers tell the story:

	Price quoted	Price paid	Savings	Savings of
Office paper	\$978,266	\$752,906	\$225,360	23%
Tires	\$409,349	\$303,221	\$106,127	26%
ATVs	\$112,184	\$82,868	\$29,316	26%
Aviation fuel	\$107,124	\$47,098	\$60,025	56%
P25 Radios	\$2,603,252	\$1,288,413	\$1,314,838	51%
Heating & Plumbing equipment	\$483,832	\$317,662	\$166,169	34%

In total for this province for the 2020-2021 fiscal year:

Total at retail price:	\$4,994,356
Total paid prices:	\$3,198,308
Total savings:	\$1,796,048
Savings averaging:	36%

Benefits of Joining CCPI

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
- No obligation to use the standing offers as a participant
- No cost associated with being a participant
- Includes socio-economic considerations and constantly seeks to add new green and sustainable products



Socio-Economic Considerations in the Context of CCPI

Incorporating socio-economic (SE) factors into federal procurements is an ongoing priority for PSPC.

Some CCPI instruments therefore include SE considerations such as:

- Green procurement and sustainability
- Indigenous businesses
- Small and medium enterprises
- Ethical considerations
- Vulnerable populations / disadvantaged / under-represented
- Accessibility



Socio-Economic Considerations in Procurement – Defining and Implementing a Social Procurement Policy

Defining what is social procurement, by using the aspect which is relevant to your needs

Establish measures and quantifiable efforts which can be monitored and implemented

- Certification
- Training and awareness
- Sharing and exchanging



Socio-Economic Considerations in Procurement – Examples of Policies at Different Levels of Government

British Columbia:

- Social Impact Criteria: a criteria for procurements below \$75,000
- The Community Benefits Framework: Encourages the hiring of apprentices, local workers, Indigenous peoples, and women on infrastructure projects.

Vancouver:

Sustainable and Ethical Procurement (SEP)

Social Value & Environmental Value (use of both certification and targeted spending)

- Diversifying supply chain
- Improving economic independence and capability
- Healthy ecosystems
- Zero waste
- Zero carbon



Socio-Economic Considerations in Procurement – Examples of Policies at Different Levels of Government

Manitoba:

- Sustainable Development Act in 1998: Integrating procurement guidelines into the evaluation process

- Indigenous Procurement Policy:
 - Indigenous Set Asides
 - Mandatory review to determine if an “Indigenous Procurement Criteria” should be used
 - Assessments are used to determine Indigenous capability
 - Justification required if “Indigenous Procurement Option” is not used



Socio-Economic Considerations in Procurement – Examples of Policies at Different Levels of Government

New Brunswick:

- “New Brunswick First Procurement Policy”: when low dollar procurement, local procurement is preferred
- Green/Sustainable: green procurement policy for goods and services (best practices)
- Fostering a “Think Green” culture when procuring goods and services



Socio-Economic Considerations in Procurement – Examples of Policies at Different Levels of Government

Newfoundland & Labrador:

- “Buying Green” purchasing guide (best practices)
 - Provide practical guidance and advice to core government staff on how to incorporate environmental considerations into public procurement practices in a clear and transparent manner
- Increased procurement competitive thresholds to increase local competitiveness through limited call processes

Northwest Territories:

- Competitive procurement threshold lowered to \$10,000 for local businesses
- Procurement valued at over \$25,000 will be an Open Tender
- Indigenous businesses registration: priority is given to local businesses registered as such, by following a hierarchy and where those Business Incentive Policy (BIP) registered businesses come first



Socio-Economic Considerations in Procurement – Example – City of Toronto

The issue: The Procurement Policy team of the City of Toronto was recently tasked to conduct a broad revamp of inclusiveness and diversity in policies and procedures.

Our advice:

- 1) Start by evaluating what is done in your province, to mirror the local policies.
- 2) See what the federal is doing:
 - mandatory measures (e.g.: more than 51% ownership, modern treaties); and
 - set-asides (voluntary, conditional).
- 3) Consider having your policies co-developed with the communities.
- 4) Set up a checklist where barriers for Indigenous businesses are identified.
- 5) Have a long-term goal of building capacity, for the policies to be sustainable.



Socio-Economic Considerations in Procurement – Examples Internationally

In our research of what is done internationally, we have come across some interesting practices we wanted to share with you. Amongst many other good examples and interesting learnings, here are a few to note, on Women Owned Businesses (WOB):

USA – Small Business Administration (SBA) offers gender responsive and small and medium enterprises set asides (with a 5%) combined with a set of programs which include business training, counseling, federal contracts access for these businesses favored in the set-asides.

Chile - The Public Procurement and Contracting Directorate - ChileCompra, introduced an electronic registry to determine which companies were led or owned by women with a set of criteria allowing the contracting authority to follow up on progress, offer support and grants.



Socio-Economic Considerations in Procurement – Examples Internationally

Turkey - Turkey has a 20-year-old non-governmental organization (NGO) called KAGIDER which supports the access to public tenders by women owned businesses, by creating an ecosystem of support. This NGO promotes starting with participating in public procurement at the local level (to learn how public procurement is done with tenders of a smaller scale), and it also promotes joining forces with other WOB to gain strength in numbers.

Brazil - Rede Mulher Empreendedora in Brazil, conducts online and in person round tables between women owned businesses and multinationals. It promotes subcontracting to access public and large tenders, under the wing of a bigger company.

South Africa - South Africa has for target to have 40% of goods and services to be procured from WOB.

South Korea - The Korean Public Procurement Service (PPS) has implemented policies which aim to lower the barriers to entry for small and medium businesses, regionally based businesses, and women-owned businesses that are looking to participate in the government market.



Socio-Economic Considerations in Procurement – Libraries, Guides and Publications

Libraries of resources:

- Federal Government
- City of Toronto

Guides and manuals, international publications:

- [What is Social Procurement - Buy Social Canada | Buy Social Canada](#)
- [Social Value Procurement Measurement and Evaluation \(carleton.ca\)](#)
- [Measuring social impact in public procurement: SPPN 10/2020 - gov.scot \(www.gov.scot\)](#)
- Social Value Portal: [The easy way to measure social value | Social Value Portal](#) and its Themes, Outcomes and Measures (TOMs) framework. [The National TOMs - Social Value Portal](#).
- CO2 Performance Ladder [What is the Ladder \(co2-prestatieladder.nl\)](#)
- Sustainable Procurement Guide, Commonwealth Government, 2021. [Sustainable Procurement Guide \(dceew.gov.au\)](#)
- [GUIDEBOOK: Making public procurement work for women, 2367 \(intracen.org\)](#)



How to Join CCPI

Visit Canada.ca/buying-together

The screenshot shows the top of the CCPI website. At the top left is the Government of Canada logo. To its right is a search bar labeled 'Search PSPC' with a magnifying glass icon. Further right is a 'Français' link. Below the header is a 'MENU' dropdown. The main content area has a breadcrumb trail: 'Canada.ca > Business and industry > Doing business with government > Procurement programs and initiatives'. The main heading is 'Canadian Collaborative Procurement Initiative'. Below it is a paragraph: 'Explore how the Canadian Collaborative Procurement Initiative (CCPI) helps governments and other eligible organizations to increase their buying power and also to generate economic benefits for suppliers.' There are four columns of links and descriptions: 1. 'Overview and benefits' with description 'About the initiative and the advantages of joining.' 2. 'Eligibility and conditions of use' with description 'Who can apply to join and conditions of use.' 3. 'How to join' with description 'Steps to follow to join the initiative.' 4. 'List of commodities' with description 'The 3-year plan lists goods and services currently available for purchase to participating organizations and when more will become available.' At the bottom of the content area are two more links: 'After you join' with description 'How to procure commodities and find resources to help you use the CCPI to its full extent.' and 'Newsletter' with description 'Achievements, updates and success stories involving provinces, territories and the broader public sector over'.



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