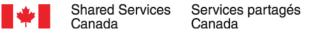


Service | Innovation | Value

### Shared Services Canada Procurement and Vendor Relations (PVR)

Jason Weatherbie & Michelle Beaton June 7, 2017







- 1. Procurement Challenges
- 2. What Works
- 3. Delegation
- 4. New Procurement Vehicles
- 5. Looking Ahead

### **Procurement Challenges**



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### **Procurement Challenges**



4

### **What Works**

Leveraging IT and Automation		
<ul> <li>ITPro (e-Commerce platform)</li> <li>Electronic intake</li> <li>Tracking and reporting</li> <li>Quick access to competed inventory, leveraging the government's buying power</li> </ul>		
<ul> <li>Procure 2 Pay (iValua Buyer)</li> <li>Electronic intake</li> <li>Auditable workflow</li> <li>Electronic bidding</li> <li>Efficient processing from requisition to funds commitment to solicitation to contract award to goods receipt and ultimately payment</li> </ul>		

## What Works



- 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.

### **<u>1. Section 7 – Delegation of Procurement Authorities:</u>**

• 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.

### **<u>2. Section 9 – Service Delivery (Mandate) Authorization:</u>**

- 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.

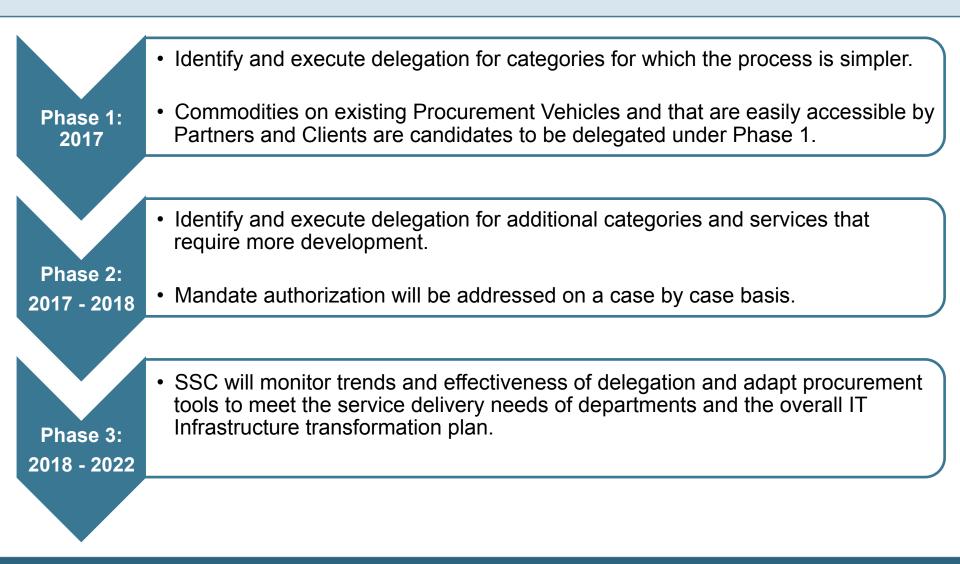
## **Delegation Factors**

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



## **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

