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PROCUREMENT PROGRESS

NEWS AND INFORMATION



HELLO FROM THE CPO!

Well, as has become delightfully "the norm", this edition is loaded with items highlighting some of the excellent initiatives being lead by individuals within ISD Procurement. From articles covering the release of the Construction Contract Guidelines that certainly demonstrate dedication over extended periods (way to go Nigel and team), to recognition for designing innovative solutions to wicked problems like the use of HealthPRO to solve the issue of no food program for the Health Authority (well done Jessica), to the introduction of e-bidding, the entire team continues to rise to the challenges of the day.

I am so very proud of all the team for the continued efforts to realize Service Excellence, and I am confident that together we are up for all the future challenges, those already known as well as those we will discover together.

Chris Mitchell

Chief Procurement Officer

Government of Nova Scotia Introduces E-bidding

Procurement is enhancing its' procurement process with the introduction of E-bidding using SAP Ariba. This will apply only to tenders issued by Procurement for Government departments, the Nova Scotia Health Authority and select IWK Health Centre opportunities (except for those offered through Bid Express and Health Pro).

E-bidding will launch in the Fall of 2017. The Supplier Engagement Team of ISD Procurement is currently touring the province doing vendor outreach sessions to provide an overview of the new e-bidding process.

For more information please visit our website at:

<http://novascotia.ca/tenders/supplier-development/e-bidding.aspx>



NS Procurement Metrics

In the December newsletter we discussed some of the key metrics NS Procurement Services was using to measure success. We have achieved great success in 2016/17 relative to these key metrics and continue to track our progress into 2017/18. We have refined some additional reporting dashboards to report our key metrics, pipeline and status of initiatives, as well as additional items relevant to our internal staff and clients.

A customized dashboard for one of our main clients is also being used to manage expectations and communicate on how initiatives are progressing so they can determine impacts to their services and budget. The Department of Internal Services is working to build a more fulsome measurement program which will see



Procurement provide its inputs into the broader departmental reporting structure. Specific procurement metrics on cycle time, lost time or savings (slippage) as well as individual performance metrics tied directly to job responsibilities will be measured and reported in 2017/18.

Canada Free Trade Agreement

CFTA

On July 1, 2017 the Canada Free Trade Agreement (CFTA) came into effect, replacing its predecessor the Agreement on Internal Trade (AIT).

For the most part, the CFTA carries forward the same open public procurement obligations, with a continuing focus on reducing discrimination of suppliers based on province of origin and open competition for significant procurement. This new trade deal reduces barriers to trade within Canada, creating stiffer penalties and more robust enforcement mechanisms. Overall, the biggest change is the focus on a requirement for open, transparent competitive processes for all government procurement above the stated thresholds. The CFTA does not change the general thresholds existing under the current AIT. Procurement is developing a guidance document to provide an overview of the changes going from AIT to CFTA which will be shared in the coming weeks. The most obvious change in the CFTA will be the requirement to post award notices for contracts awarded using ALTP circumstances. The functionality for how this will work on the Procurement Web Portal is still under development. The process for posting this information will be similar to how a public tender is currently posted. More details to come shortly.

CETA

CUSPA

Some updates on the international trade agreements that Nova Scotia is a party to:

As the Canada – European Union Comprehensive Economic and Trade Agreement (CETA) moves through the final ratification process, work is beginning on developing implementation plans. One of the biggest impacts of CETA is that it will for the most part be the first time an international trade agreement will apply to MASH. Procurement is currently working with our counterparts at Inter Governmental Affairs to develop some guidance materials. Stay tuned for more updates to come.

The Canada-US Procurement Agreement (CUSPA) is essentially being phased out. While CUSPA still exists today, it is essentially a redundant trade agreement because it mirrors the World Trade Organization – General Procurement Agreement (WTO – GPA). Where the WTO – GPA applies to many more countries than just the U.S. there is no need for CUSPA to exist any longer. CUSPA will formally be phased out over the next few years as the established sunset clauses expire.



MASH ARIBA ACCESS



What is available to MASH users, once registered to access the NS Procurement Ariba system?

In January 2017 Procurement created an active list of MASH accessible standing offers in Ariba. With an Ariba login, users are able to access a consolidated list (currently 93 contracts) making it easier to search information related to existing standing offer contracts available to the MASH sector. Additionally, MASH access includes the ability to search the sourcing library which holds a variety of general procurement documents and information that may be of interest, relative to sourcing. Interested in becoming a MASH Ariba user?

Please contact ariba@novascotia.ca and our staff will assist you.

Procurement- Served Up With A Whole Lot Of Innovation!

In April, there was a call for submissions for the 2017 Deputy Minister's Award of Innovation. This award recognizes innovative work being done throughout ISD. Many initiatives were submitted, and ISD Procurement was honored to be recognized for its exemplary work on the Nova Scotia Food Program!



2017 ISD Award

L-R: Jeffrey Conrad - Deputy Minister - ISD and Jessica Horne - Category Manager, GPO- ISD

In April 2016, when faced with a program cancellation at NSHA, IWK, and other continuing care organizations, the Procurement Team (lead by Jessica Horne) worked quickly to build the NS Food Program. This successful program created cost savings, operational efficiency, and national collaboration. The NS Food Program leverages a national Group Purchasing Organization (GPO) to combine buying power while removing the need to duplicate work across the country. Using a GPO, members issue one combined RFX opposed to each province or Health Authority issuing their own. Furthermore, participating with the GPO creates opportunities for collaboration, sharing best practices, and learning industry trends.

This is an excellent example of Procurement bringing together a wide range of stakeholders (e.g. manufacturers, distributors, members, counterparts across the country) to collaborate, create and deliver a new model for food and nutrition procurement that considers today's needs and those of the future. Over 100 health care, community care, and correctional sites in Nova Scotia now benefit from the NS Food Program.

Well done Jessica!

SUMMARY OF MASH TENDERS FROM JANUARY & APRIL 2017

Month	# of Tenders Posted	Avg Days Open	# Awards Between 100k and 500k	# Awards Above 500k	Total Amount Awarded
January	221	20	31	11	\$35,422,355.28
February	172	17	18	17	\$30,470,267.12
March	250	17	36	23	\$56,344,670.41
April	209	18	2	16	\$32,171,570.41

TOP 10 SUMMARY COUNT OF PUBLIC TENDER ACTIVITY FOR MASH BETWEEN JANUARY & APRIL 2017

Entity	# of Tenders Posted	Amounts Awarded
Halifax Regional Municipality (HRM)	208	\$35,136,337.57
Dalhousie University	62	\$17,444,999.38
Cape Breton Regional Municipality	59	\$14,060,913.12
N.S. Community Colleges	48	\$8,155,232.91
Western Regional Housing Authority	35	\$351,584.46
Chignecto-Central Reg. School Board	21	\$723,161.88
Halifax Water	19	\$23,230,418.26
Atlantic Lottery Corporation	18	\$1,019,112.78
Metropolitan Regional Housing Authority	18	\$2,372,105.66
Cape Breton University	17	\$708,470.39



Construction Contract Guidelines

We are happy to announce that the revised Construction Contract Guidelines (CCGs) have been approved by Executive Council and will be launching September 1/17. This has been an on-going project over the last few years and has involved a broad range of stakeholders. All came together to agree on one document to provide guidance on the procurement phase of a construction project. Communications to inform and educate will be sent out this summer, in preparation for the launch! The new guidelines, as well as a Q & A document can be found at the following link:

<http://www.novascotia.ca/tenders/document-library.aspx?fid=1379>



CPPC Forum 2017 - Innovation in Procurement



If you have attended the annual forum hosted by the Canadian Public Procurement Council in the past, you know how beneficial it is to learn about the latest trends in public procurement with a group of like-minded individuals from across Canada. The theme, Innovation in Procurement, is very fitting for our ever-changing environment and promises to deliver a wealth of valuable information to help guide us in future procurement activities.

Forum 2017 is taking place in Ottawa (the place to be for Canada 150 celebrations!) between November 6-8 with two pre-Forum sessions to choose from on November 5.

[View program details and registration information – early bird rates in effect.](#)