

THANKS!

to the supporters of NCPP

Cooperative Partners:



Kinetic GPO



RMA

Sourcewell
Formerly NJPA



What is Cooperative Procurement

Cooperative procurement, also known as Buying Group or Group Purchasing, is to choose an already solicited and awarded contract that conforms to the public entity's guidelines, to purchase goods and services for the organization. The benefits include leveraging greater spend of multiple agencies for better pricing; shortened timeline for contract award and use; already proven contract with references of current users; and collaboration with a cooperative organization that can offer support.

What does the Canadian Free Trade Agreement (CFTA) state about Group Buying?

The Canadian Free Trade Agreement (CFTA) recognizes "Group Buying" as a valid way for Broader Public Sector or MASH organizations to procure goods and services.

For Your Reference: Article 504.5-9: Scope and Coverage of the CFTA (Consolidated version)

Buying Groups

5) A procuring entity shall ensure that any procurement conducted through a buying group is carried out in a manner consistent with this Chapter.

6) A buying group shall publish a notice for each procurement. The notice must list the participating procuring entities and must outline the potential for other procuring entities to participate in the procurement after the procurement instrument has been put in place.

7) A procuring entity shall publish a notice of its participation with the buying group at least annually on one of the tendering websites or systems designated by its Party. That notice shall direct potential suppliers to the buying group tender notices website if it is different from its Party's tendering websites or systems.

8) Subject to Article 503.1, when a procuring entity procuring through a buying group has little or no control over the procurement process, it is not required to ensure that the procurement is consistent with this Chapter.

For further reference:

<https://www.cfta-alec.ca/wp-content/uploads/2017/06/CFTA-Consolidated-Text-Final-Print-Text-English.pdf#page=46>

Group Buying is permissible within the CFTA and follow the same requirements as using a standing offer or master agreement from a province or federal government, that have been available and used by public entities for years.

NCPP Vision

To support all stakeholders in leveraging and utilizing a cooperative procurement strategy to best serve the public good.

NCPP Mission

Elevate the advocacy, collaboration and education for cooperative procurement so its strategic value is widely recognized and promoted by government and educational leaders.

The National Cooperative Procurement Partners (NCPP) Association is leading the way in elevating the discussion, advocacy and educational content on Group Buying. Working collaboratively to bring all the "partners" in procurement together - Buying Group, strategic suppliers, affiliated organizations and public procurement professionals - its goal is to produce meaningful educational tools to support public procurement entities and become the "go to" resource for Group Buying.

JOIN TODAY!

www.ncppassociation.org

CANADIAN

ROADMAP TO Group Buying Strategy

BEFORE YOU GET STARTED - YOUR PUBLIC ENTITY

- Identify and understand your customer's needs. Know where you are going!
- Are you familiar with the Canadian Free Trade Agreement (CFTA); the Comprehensive Economic and Trade Agreement (CETA) or other applicable provincial agreements?
- Does Your Entity's Board, Council or Management need to pre-approve the option of Group Buying?
- How many hours does your team spend on a typical procurement process - from initial tender to award? Can there be time and resource savings by choosing a master framework agreement offered by a Buying Group instead?

DRAW DOWN!

Compare Master Framework Agreements side by side.



ARE WE THERE YET?

CHECK IT OFF YOUR LIST

- Compliant with federal, provincial and entity's guidelines?
- Buying Group serves the Canadian marketplace?
- Advantageous Pricing?
- Best Value for Your Entity?

CANADIAN

ROADMAP TO Group Buying Strategy

THE CONTRACT OR AGREEMENT

- Does the awarded contract contain the specific solution you require?
- When was the contract awarded, and when does it expire?
- Was the agreement awarded to one or multiple suppliers?
- How long, and where, was the solicitation advertised?
- What factors, in addition to pricing, were considered?
- Do they have the capacity to fulfill your Entity's needs?
- Can you obtain a copy of all applicable contract documents?
- How is pricing addressed? Is it actual, percentage discount from list, or ceiling based pricing?
- Can you obtain a copy of all applicable contract documents?
- How is contract use monitored? Are usage reports available?
- Is the contract non-exclusive, with no spend or volume commitments?
- Does the Buying Group have a process for vendor issues or disputes?

ANALYSIS AND EVALUATION OF COOPERATIVE/BUYING GROUP ORGANIZATION

- Where are tender notices advertised? Are they made available free of charge to the supplier community?
- Do their procurement practices and procedures support a fair, open and transparent process?
- Does the cooperative follow CFTA compliant processes and procedures in tendering, evaluating, and awarding contracts?
- Does the organization have a policy which preferences supplier of any region, size or demographic? Can the Buying Group provide that detailed information upon request?
- Does the organization make available tender award information? Can the Buying Group explain what information is made available upon request?
- Are debriefings offered to unsuccessful bidders?
- Does your Entity have to be a member to use the contracts? Is there a fee?
- Does their website contain accessible and thorough documentation?
- How does the Buying Group manage contracts once awarded?
- What is the level of customer service in response to questions and requests for information?

STRATEGIC PLANNING KEY

To leverage your team's talents and time, does it make sense to take a percentage of your Entity's annual expiring agreements - particularly for the mundane and routine - and research Buying Groups that might meet the need instead?