

Leading
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Change

Procurement Practices for Alberta's Municipalities

Thursday, November 23, 2017



2017 AUMA Convention & AMSC Trade Show

November 22 - 24 | Calgary TELUS Convention Centre

Speakers

- Paul Warren, Purchasing Program Coordinator, AMSC
- Chelle Busch, Acting Director, Procurement Transformation, Service Alberta



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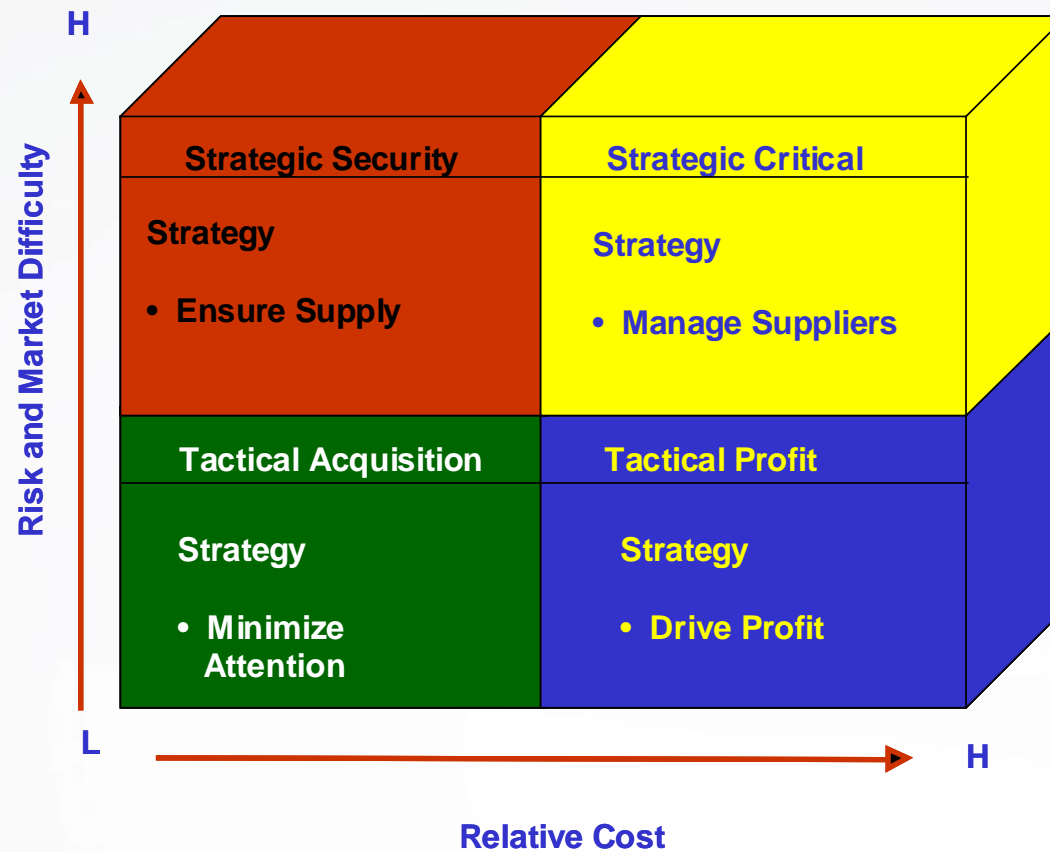
AMSC Purchasing Program

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Purchasing Strategies



Strategy – Tactical Acquisitions

Decrease

- Inventory
- Cost control
- Measurement
- Attention
- Paperwork

Increase

- Blanket Orders
- User-accountability
- Consignment stocks
- Procurement Card

Reduce administration to enable focus on higher value higher risk items.



AMSC Purchasing Services

Service	Benefit
Procurement Card	<ul style="list-style-type: none">• Reduced AP costs• Spend control through governance & access security• Spend visibility and analytics available on-line• Instant credit with vendors• AMSC credit line and card management
Access to GOA Agreements	<ul style="list-style-type: none">• Reduce cost and improve services through volume purchases• Reduce purchase cycle time• Reduced sourcing costs• Continuous improvement – additions, updates
AMSC Agreements & Group Purchases	<ul style="list-style-type: none">• Standing offers customized for member requirements• Groups purchases focus on specific requirements• Reduced sourcing cost
Purchasing Support Services	<ul style="list-style-type: none">• Includes advice, sourcing, purchasing, and consulting support• Access to procurement expertise, tools, information, and techniques• Dedicated purchase management• Reduced purchasing administration• Self serve and buyer assisted options



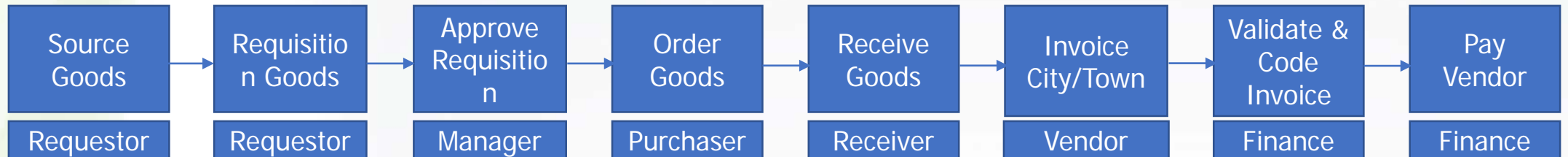
AMSC Purchasing Services

Service	Benefit
Procurement Card	<ul style="list-style-type: none">• Reduced AP costs• Spend control through governance & access security• Spend visibility and analytics available on-line• Instant credit with vendors• AMSC credit line and card management• Rebates on purchase volumes available

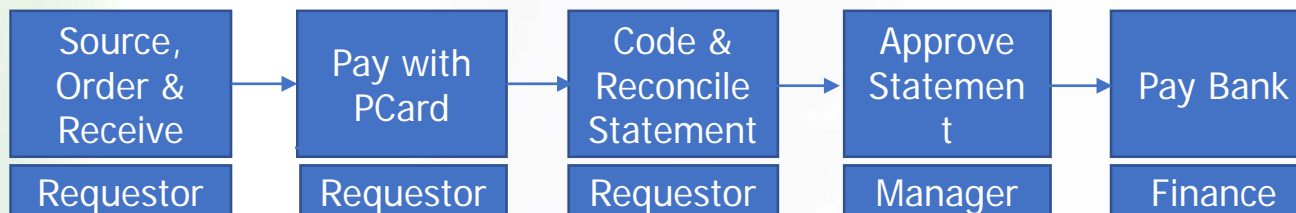


P-Card vs. PO Processes

PO Purchase



P-Card Purchase



AMSC Purchasing Program

Service	Feature Includes
Procurement Card	<p>P – Card program includes:</p> <ul style="list-style-type: none">• Consolidate business spending – Purchasing, Travel & Entertainment and Fleet – to single card• No card fees for setup, annual renewal, card replacement or changes• Transactions Controls<ul style="list-style-type: none">• Blocking – Industry merchant category (MCC), country, vendor• Transactions limits – daily, monthly and transaction value• Robust online reporting and management tool• Payment 30 days from receipt of AUMA statement• P-Card Program Management (AMSC)



AMSC Purchasing Services

Service	Benefit
Access to GOA Agreements	<ul style="list-style-type: none">• Reduce cost and improve services through volume purchases<ul style="list-style-type: none">• Purchase power 270 plus regular (MASH), 700 associate members• Reduce purchase cycle time• Reduced sourcing costs• Continuous improvement – additions, updates
AMSC Agreements & Group Purchases	<ul style="list-style-type: none">• Standing offers customized for member requirements• Groups purchases focus on specific requirements• Reduced sourcing and purchase costs



GOA Agreements

- Apparel & Textiles
- Computers
- Cellular Phones & Airtime
- Electronics
- Enforcement Equipment
- Fleet Supplies
- Fuel
- Furniture
- Health and Medical Supplies
- Janitorial Supplies
- Office Equipment
- Office Supplies
- Radios
- Signage
- Software



Discount Examples

Supplier	Offer
Bell Cellular Telus Mobility	<ul style="list-style-type: none"> • Voice & Data on Smartphone - \$39.50 per month • Unlimited local calling, unlimited data and text.
Bluewave Energy (Parkland)	<ul style="list-style-type: none"> • Save 3¢/L or more at retail locations • Save 7¢/L or more using Bluewave Energy Cardlock • Markup of 2.5¢/L on the posted rack price of bulk fuel
Grand and Toy	<ul style="list-style-type: none"> • 88% discount, excluding market* items, which are discounted by 25%.
Corporate Express Canada (Staples)	<ul style="list-style-type: none"> • 40% discount, excluding net items, which are discounted by 38%
EF Johnson, Harris, Kenwood, Motorola, RELM and TAIT	<ul style="list-style-type: none"> • AFFRRCS Radios • AUMA can consolidate purchases to obtain bulk price discounts



AMSC Purchasing Services

Service	Benefit
Purchasing Support Services	<ul style="list-style-type: none">• Purchasing advice, sourcing, purchasing, and consulting support• Access to procurement expertise, tools, information, and techniques• Reduced purchasing administration• Dedicated purchase management• Self serve and buyer assisted options



AMSC Purchasing Program

Service	Feature Includes
Membership	Membership includes: <ul style="list-style-type: none">• Purchasing advice• Access to Procurement Card (P-Card) program• Support to source and purchase with P-Card on standing offers• Access to standing offer agreements• Group purchase agreement development
Additional Purchasing Support	<ul style="list-style-type: none">• Self Service option – no charge• Consulting services can include:<ul style="list-style-type: none">• Strategic procurement planning• Competitive bid management (RFTs and RFPs)• Award and order supplies and services• Contract management• Purchasing governance development (policies & procedures) <p>% of purchase value or hourly rate depending on nature of project. <i>* Some purchasing support fees are waived when members use the AMSC procurement card to make a purchase.</i></p>



AMSC Purchasing Program

questions & answers

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