Serving **GOVERNMENT,** Serving **CANADIANS.**

Respect ✦ Integrity ✦ Excellence ✦ Leadership

TRANSFORMING THE WAY WE BUY

CIPMM NATIONAL WORKSHOP

May 7th 2014

Business Management Sector and
Office of Small and Medium Enterprises

Public Works and
Government Services
Canada

Travaux publics et
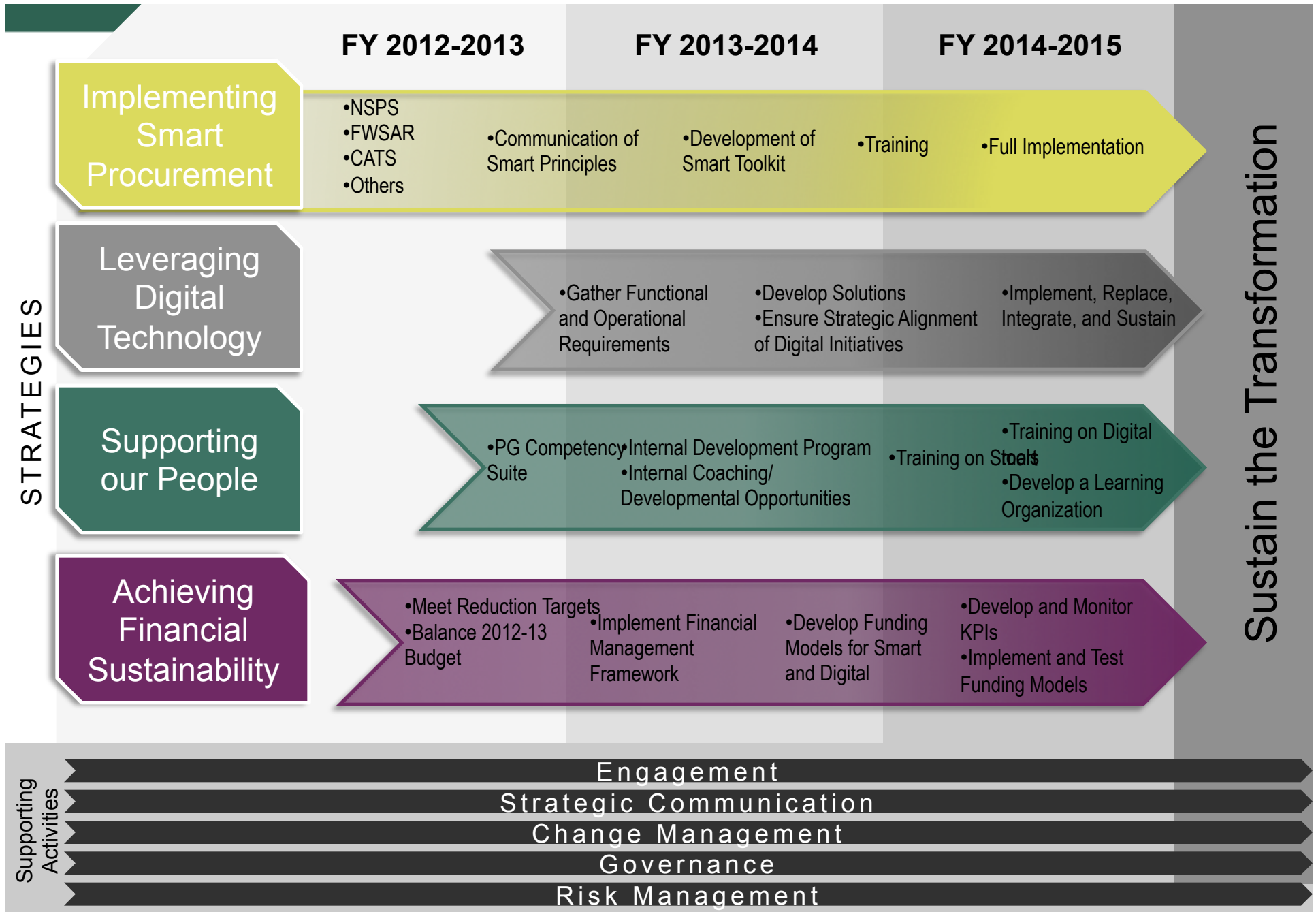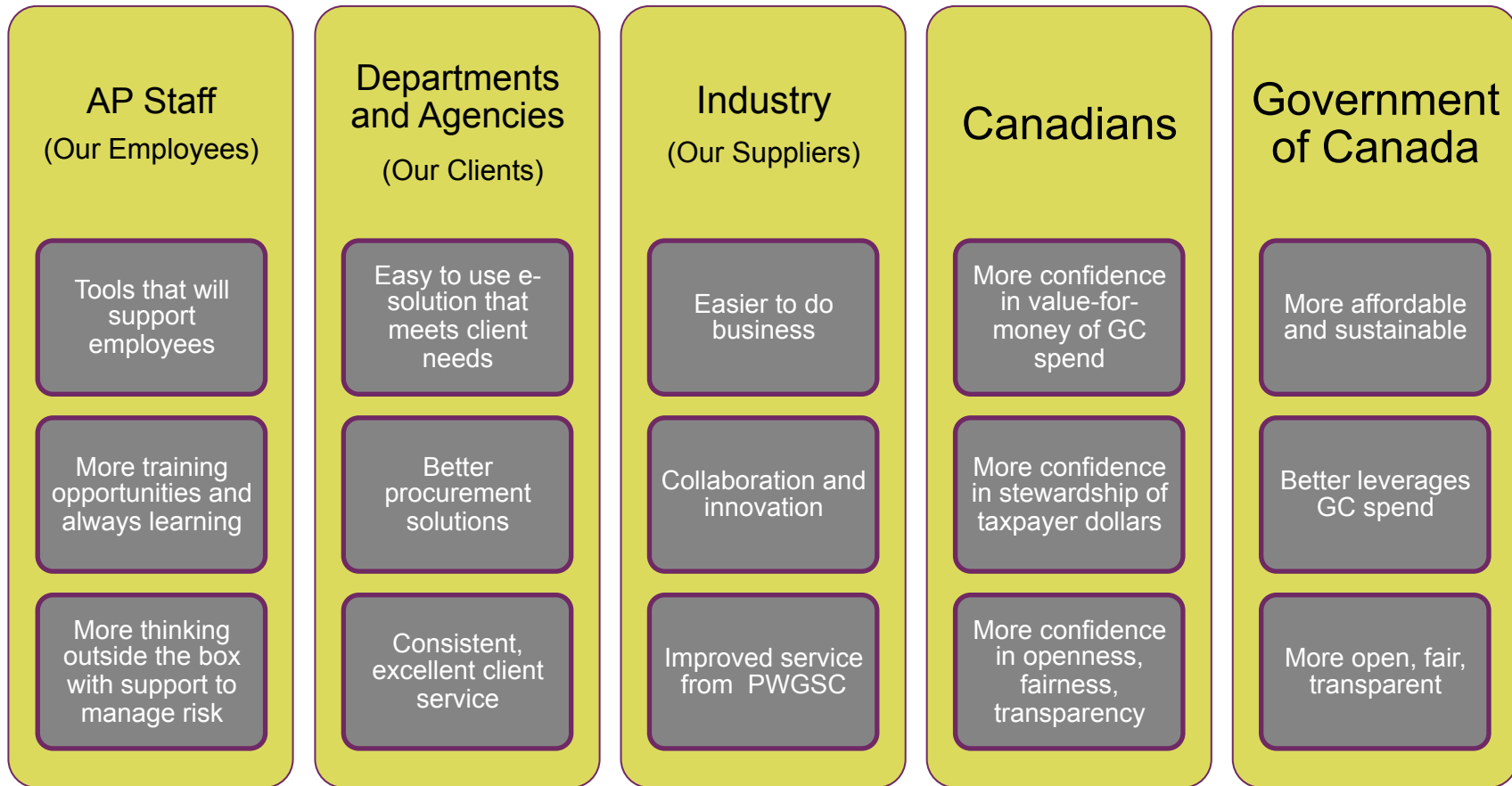Services gouvernementaux
Canada

Canada

Overview

- Acquisitions Program Transformation (APT)
- SMART Procurement
- The Digital Program
- OSME – BuyandSell.gc.ca

Public Works and
Government Services
Canada

Travaux publics et
Services gouvernementaux
Canada

Canada

Acquisitions Program Transformation Road Map

STRATEGIES

	FY 2012-2013	FY 2013-2014	FY 2014-2015	Sustain the Transformation

Implementing Smart Procurement
- NSPS
- FWSAR
- CATS
- Others
- Communication of Smart Principles
- Development of Smart Toolkit
- Training
- Full Implementation

Leveraging Digital Technology
- Gather Functional and Operational Requirements
- Develop Solutions
- Ensure Strategic Alignment of Digital Initiatives
- Implement, Replace, Integrate, and Sustain

Supporting our People
- PG Competency Suite
- Internal Development Program
- Internal Coaching/ Developmental Opportunities
- Training on Tools
- Training on Smart
- Training on Digital
- Develop a Learning Organization

Achieving Financial Sustainability
- Meet Reduction Targets
- Balance 2012-13 Budget
- Implement Financial Management Framework
- Develop Funding Models for Smart and Digital
- Develop and Monitor KPIs
- Implement and Test Funding Models

Sustain the Transformation

Supporting Activities
- Engagement
- Strategic Communication
- Change Management
- Governance
- Risk Management

The AP Transformation Outcomes

AP Staff (Our Employees)	Departments and Agencies (Our Clients)	Industry (Our Suppliers)	Canadians	Government of Canada
Tools that will support employees	Easy to use e-solution that meets client needs	Easier to do business	More confidence in value-for-money of GC spend	More affordable and sustainable
More training opportunities and always learning	Better procurement solutions	Collaboration and innovation	More confidence in stewardship of taxpayer dollars	Better leverages GC spend
More thinking outside the box with support to manage risk	Consistent, excellent client service	Improved service from PWGSC	More confidence in openness, fairness, transparency	More open, fair, transparent

Public Works and Government Services Canada

Travaux publics et Services gouvernementaux Canada

Canada

Smart Procurement

Early Engagement	Effective Governance
Benefits for Canadians	Independent Advice

Public Works and Government Services Canada

Travaux publics et Services gouvernementaux Canada

Canada

Early Engagement

Smart Procurement

- Early Engagement
- Effective Governance
- Independent Advice
- Benefits for Canadians

- Early and ongoing **consultation** and **dialogue** with clients and industry
  - Defence Acquisitions Guide to be published by DND (June 2014)
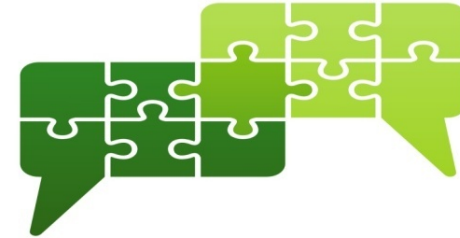
Public Works and Government Services Canada

Travaux publics et Services gouvernementaux Canada

Canada

Effective Governance

Smart Procurement

- Early Engagement
- Effective Governance
- Independent Advice
- Benefits for Canadians

- Senior management commitment and oversight
  - Defence Procurement Secretariat to report to a Deputy Ministers Governance Committee to ensure DPS objectives are met
- Robust Dispute/conflict resolution process

Public Works and Government Services Canada

Travaux publics et Services gouvernementaux Canada

Canada

Independent Advice

Smart Procurement

- Early Engagement
- Effective Governance
- **Independent Advice**
- Benefits for Canadians

- Use of Third Party Experts to provide:
  - Estimates
  - Benchmarking
  - Validation
  - Advice
  - Evaluations
  - Oversight
  - Fairness Monitor
- Industry associations, market experts

Note: PWGSC responsibilities and obligations are not relinquished

Public Works and Government Services Canada

Travaux publics et Services gouvernementaux Canada

Canada

Benefits for Canadians

Smart Procurement

- Early Engagement
- Effective Governance
- Independent Advice
- Benefits for Canadians

- Industrial and Technological Benefits
- Benefits for Aboriginal businesses
- Increase opportunities, reduce barriers for Small and Medium Enterprises
- Global Value Chain (OEMs use of Canadian Suppliers)
- Encourage Innovation

Public Works and Government Services Canada

Travaux publics et Services gouvernementaux Canada

Canada

Better procurement solutions as a result of early engagement with suppliers

Improved number of successful procurements

Superior procurement intelligence (data) for investment planning

CLIENTS WILL EXPERIENCE

Reduced process times

Better prices and better value for money

Improved client service and strategic advice

Public Works and Government Services Canada

Travaux publics et Services gouvernementaux Canada

Canada

Smart in Action

- National Shipbuilding Procurement Strategy
- Contracted Airborne Training Services (CATS)
- RP 1 - Property Management and Project Delivery Services
- Fixed Wing Search and Rescue Aircraft Replacement Project
- Defence Procurement Strategy

Public Works and Government Services Canada

Travaux publics et Services gouvernementaux Canada

Canada

Smart Procurement Toolkit

Policies

Directives

Guidelines

Templates

Examples

Process Management

Tools

FAQ

Public Works and
Government Services
Canada

Travaux publics et
Services gouvernementaux
Canada

Canada

GCPedia

Public Works and
Government Services
Canada

Travaux publics et
Services gouvernementaux
Canada

Canada

The Acquisitions Digital Program

Mission:

- The Acquisitions Digital Program leverages digital technology to provide a modern, sustainable and efficient approach to deliver and provide access to PWGSC's core acquisition services. The Program's digital services are interoperable with GoC enterprise management systems and are delivered via a web-based portal which enables easy, secure stakeholder access to procurement services and standardized, centralized procurement information .

Outcomes:

- Serve Canadians, GC clients, suppliers, and procurement professionals
- Support strategic sourcing, spend management and complex contract management
- Easy, web-based access to information and contracting tools and services
- Standardized master data for vendor, client, procurement, and spend information
- Interoperability with GC enterprise systems

Acquisitions Digital Program

Contract Lifecycle Management

| Requisition Management | Contract Creation | Contract Management | Audit & Compliance |

E-Sourcing

| Sourcing Events | e-RFX Creation | e-Tender | e-Bidding & e-Evaluation |

Supplier Relationship Management

| Onboarding | Supplier Repository | Supplier Risk Management | Performance & Credentials |

Purchasing Intelligence

| Reporting & Analytics | Spend | Savings Tracking | Procurement Dashboards |

E-Procurement

| e-Catalogue & Ordering | Catalogue Management | Built in Controls | Service Procurement |

Services

- Sourcing
- Suppliers
- E-Purchasing
- Internal Services

Portal

- Access to Services
- Procurement Information
- Open Data
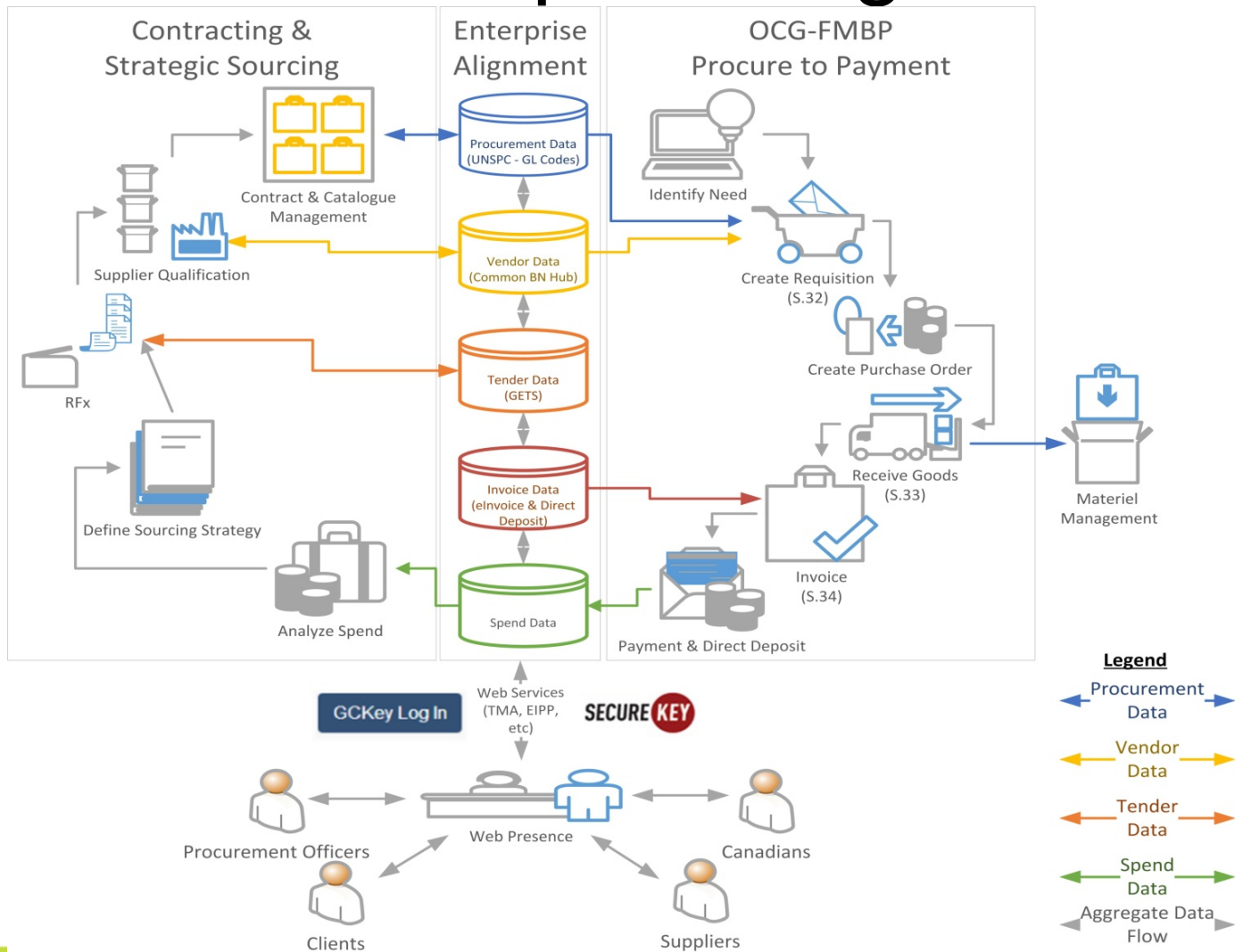- Accounts

Strategic & Operational Planning

| Commodity Management | Business Planning |

Operations Management & Support

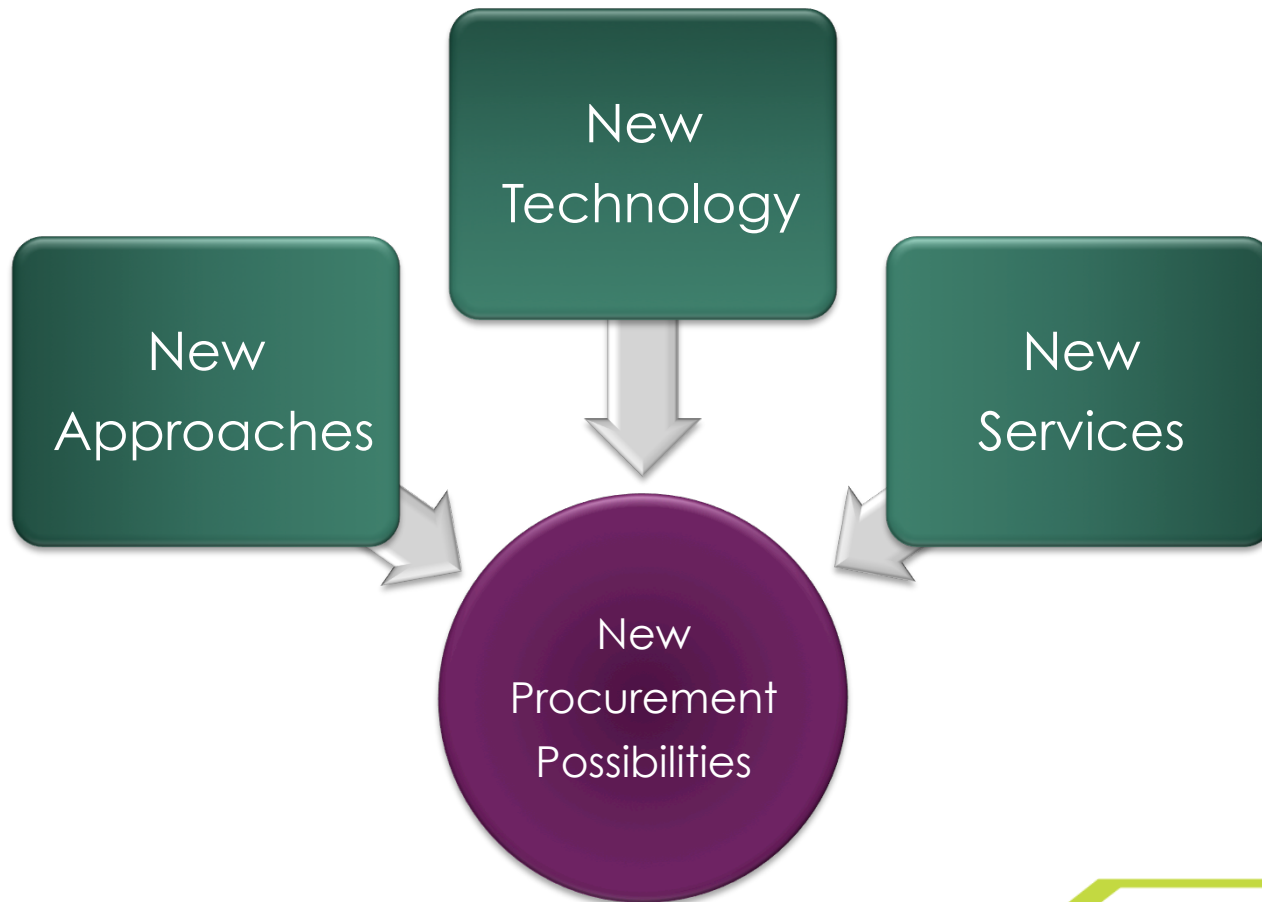| Stakeholder Relationship Management | Information Management | Monitoring & Control | Approvals & e-Signature | Comms | Training | Application Administration | Procurement Policy |

GC Enterprise Alignment

Timing is Right

- Global economic pressures have driven industry maturation:

  - **Lower Risk:** Market grown from few large ERP firms and customized builds to dozens of commercialized and proven solution suppliers
  - **Lower Cost:** Web-based technology has allowed for simpler approaches with greater flexibility, accelerating industry growth and dramatically lowering costs compared to rigid ERP type solutions.
  - **Increased Functionality:** E-procurement functionality and usability has advanced considerably. Solutions are now robust with seamless interoperability with financial systems.

- Case for change is clear – legacy apps, client and industry expectation for online services
- Emergence of GC-wide enterprise architecture

Acquisitions Transformation

New Technology

New Approaches

New Services

New Procurement Possibilities

Public Works and Government Services Canada

Travaux publics et Services gouvernementaux Canada

Canada

Results for Clients

Better Service

Better Information

Better Access

Public Works and Government Services Canada

Travaux publics et Services gouvernementaux Canada

Canada

Results for Clients

Digital Program

- Better Service
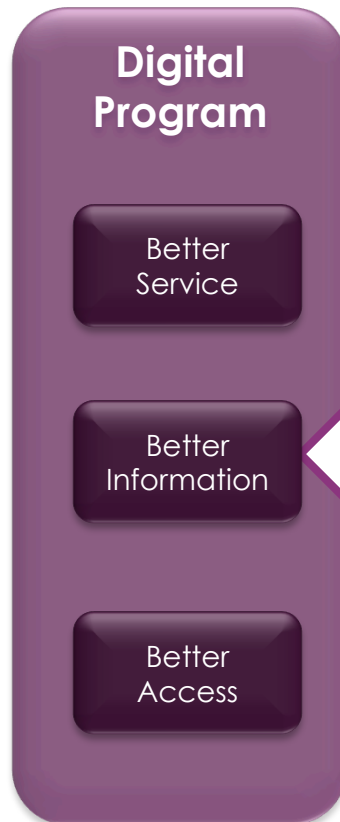- Better Information
- Better Access

- Streamlined client service delivery and reduced process burden – business rules are aligned, one -easy to use- solution

- Enhanced and timely procurement service delivery – from requisition to contract award

- Easy-to use system allows PWGSC and departmental materiel managers to focus on more complex procurements and make use of the Smart approach

Results for Clients

Digital Program

- Better Service
- Better Information
- Better Access

- Greater access to accurate procurement information
  - Enhanced business intelligence for informed decision making
  - Reduce reporting burden

- Improves quality of procurement information
  - Maximizing contractual spend visibility and management

Public Works and Government Services Canada

Travaux publics et Services gouvernementaux Canada

Canada

Results for Clients

Digital Program

- Better Service
- Better Information
- Better Access
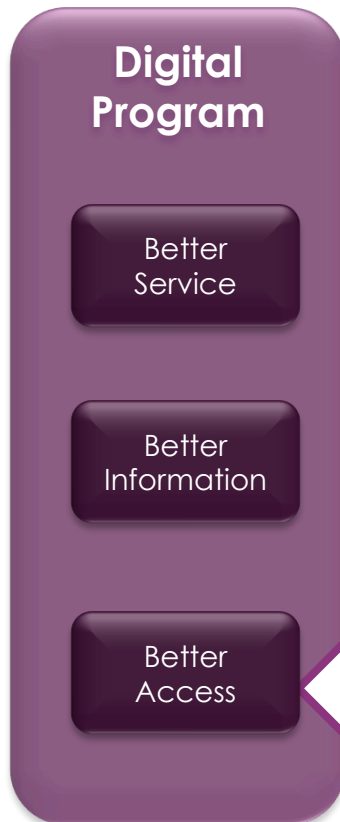
- Increased access to self-service tools with automated processes
  - One-stop-shop for all procurement needs
  - Reduced complexity of PWGSC tools/methods of supply
- Built-in (seamless) rules and processes that guide use
  - Maximizing client delegations

Industry Engagement

- PWGSC is seeking to outsource the design, development and operation management of these systems, taking advantage of private sector experience and technology. We are looking for a market leader with existing technical capability to support the modernization of our business operations.

- Following the Smart Approach, PWGSC has issued a Letter of Interest (LOI) and has hosted an Industry day to initiate early engagement to determine industry capabilities.

- A collaborative requirement definition approach will follow over the coming year to refine requirements based on client needs and industry capability.

Public Works and Government Services Canada

Travaux publics et Services gouvernementaux Canada

Canada

Client Engagement

- Client service is the foundation of the Acquisitions Digital Program and Client input is critical to its success.

- Moving forward we will continue to engage clients in a number of ways:

    - Information sessions

    - Focus groups

    - Working groups

    - One-on-one meetings

Public Works and Government Services Canada

Travaux publics et Services gouvernementaux Canada

Canada

Next Steps

- ADM Advisory Committee on Procurement Modernization – February 17, 2014
- Client Advisory Board – May 6th , 2014

Milestones for the next 3-6 months:

- Client Engagement Kick Off
  - Catalogue Working Group meetings – starting April 23rd 2014
  - Client Advisory Board – May 6, 2014
  - CIPMM – May 7, 2014

- Supplier Engagement Kick Off
  - LOI – April 2014
  - Industry Day & One-on-One meetings – May 2014
  - Draft RFP – August 2014

Public Works and Government Services Canada

Travaux publics et Services gouvernementaux Canada

Canada

Questions

Questions? Please contact us at:

PAretroaction.APfeedback@tpsgc-pwgsc.gc.ca

Visit our GCPedia Page at:
http://www.gcpedia.gc.ca/wiki/Acquisitions_Program_Transformation

Public Works and Government Services Canada

Travaux publics et Services gouvernementaux Canada

Canada

Why Open?

Buyandsell.gc.ca

An open-source service
delivering open data

Public Works and
Government Services
Canada

Travaux publics et
Services gouvernementaux
Canada

Canada

What's Open?

We have to unlock our innovative and entrepreneurial spirit... [otherwise government will remain] the place where you collect useful information and then store it away like your grandmother's silverware.

The Buyandsell.gc.ca Outcome

AP Staff (Our Employees)	Departments and Agencies (Our Clients)	Industry (Our Suppliers)	Canadians	Government of Canada
Tools that support employees	Easy to use e-solution that meets client needs	Easier to do business	More confidence in value-for-money of GC spend	More affordable and sustainable
More training opportunities and always learning	Better procurement solutions	Collaboration and innovation	More confidence in stewardship of taxpayer dollars	Better leverages GC spend
More thinking outside the box with support to manage risk	Consistent, excellent client service	Improved service from PWGSC	More confidence in openness, fairness, transparency	More open, fair, transparent

Public Works and Government Services Canada

Travaux publics et Services gouvernementaux Canada

Canada

Open?

Interoperability

Better Information

Innovation

Public Works and Government Services Canada

Travaux publics et Services gouvernementaux Canada

Canada

Open: Interoperability

Leverage Existing Technology

Adopt a Common Data Standard

Integrate Services

Better Procurement Tools

Public Works and Government Services Canada

Travaux publics et Services gouvernementaux Canada

Canada
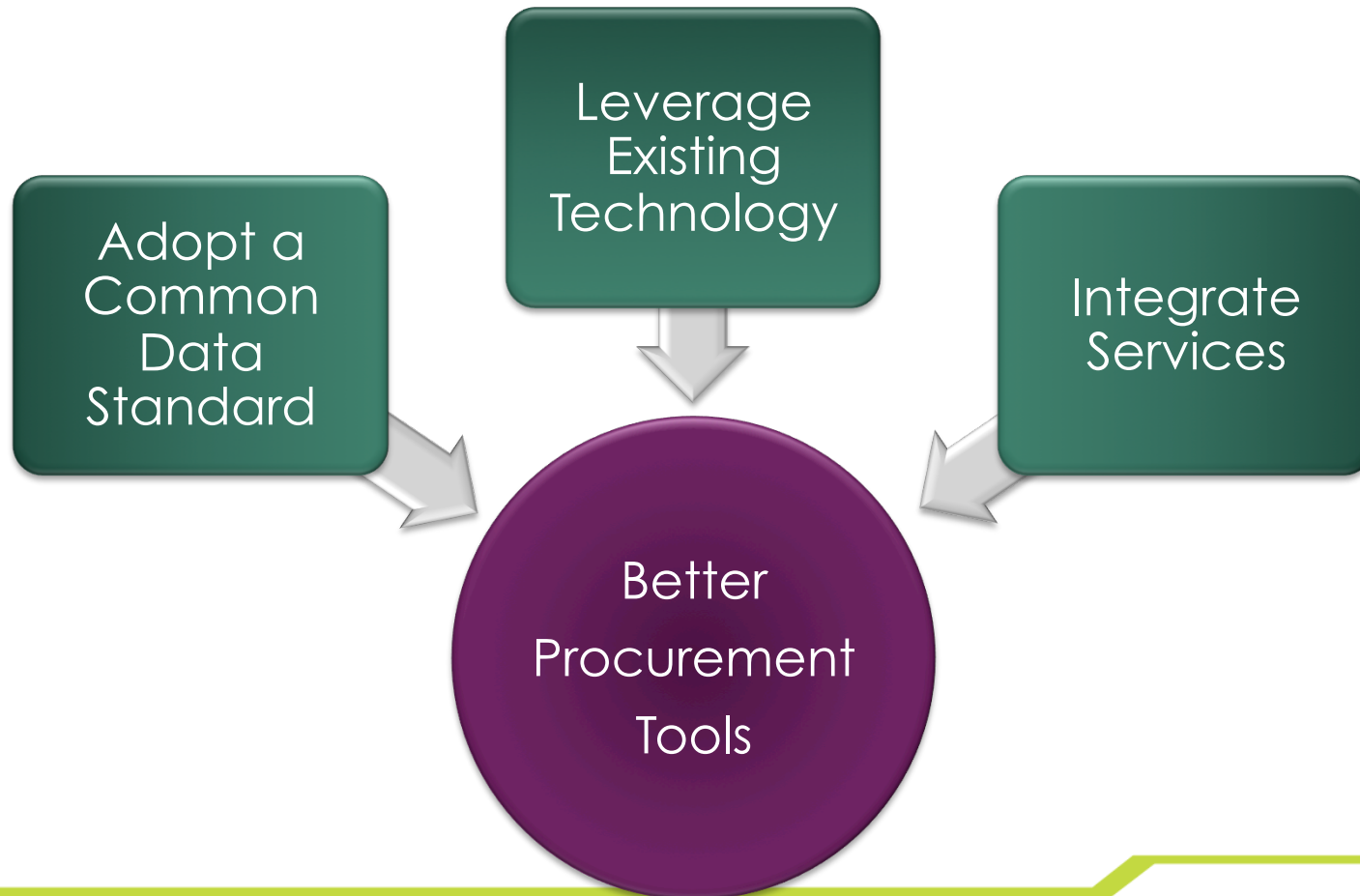
Open: Better Information
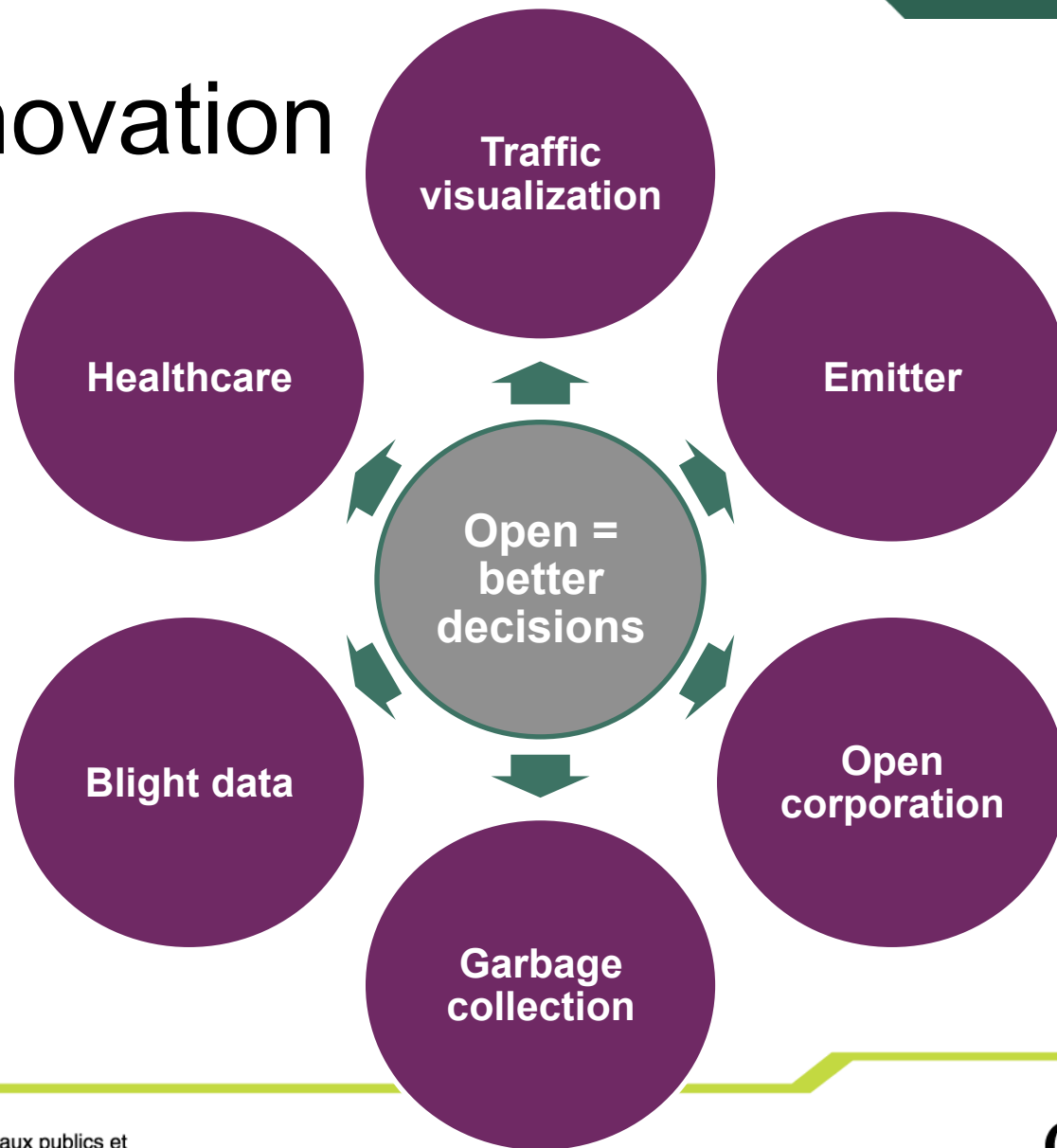
Digital Program

- Better Service
- Better Information
- Better Access

- Single standard takes information out of silos
- Choose intelligently between software as a service, COTS, and open source solutions
- Ensures tools work together
- More reliable information leads to better, more transparent, decision-making

Open: Innovation

- Traffic visualization
- Emitter
- Open corporation
- Garbage collection
- Blight data
- Healthcare

Open = better decisions

Public Works and Government Services Canada

Travaux publics et Services gouvernementaux Canada

Canada

Buyandsell.gc.ca
Is Open

Public Works and
Government Services
Canada

Travaux publics et
Services gouvernementaux
Canada

Canada