

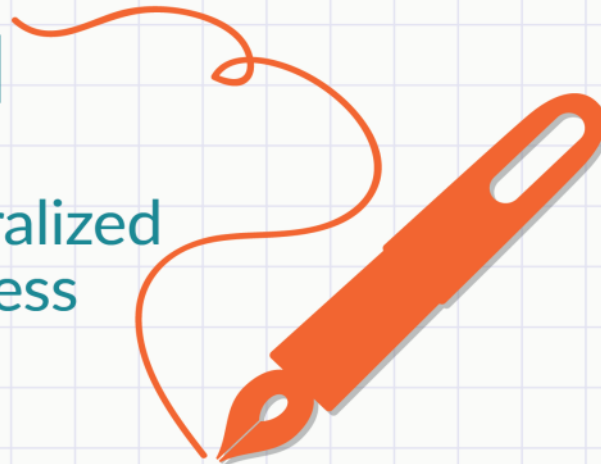
# PURCHASING SNAPSHOT MEDIANS FOR 2016



**4.7  
BIDS  
PER CALL**  
FPUR415 (CUSTOMER SERVICE)

**52.8%**  
of municipal  
purchases  
go through a centralized  
procurement process

FPUR107 (COMMUNITY IMPACT)



## KEEP IN MIND: Influencing Factors

Influencing factors can create variances in comparison data from year-to-year and from municipality-to-municipality.



### Organizational Form

*Different municipalities may not offer the same services or serve the same customers*



### Policy & Practices

*Time spent, process areas and progressive practices, can differ per municipality*



### Processes & Systems

*Extent of issued procurement cards, blanket orders, contracts, etc.*



### Provincial/Federal Policies

*Grants and tax policies impact spending and costs*



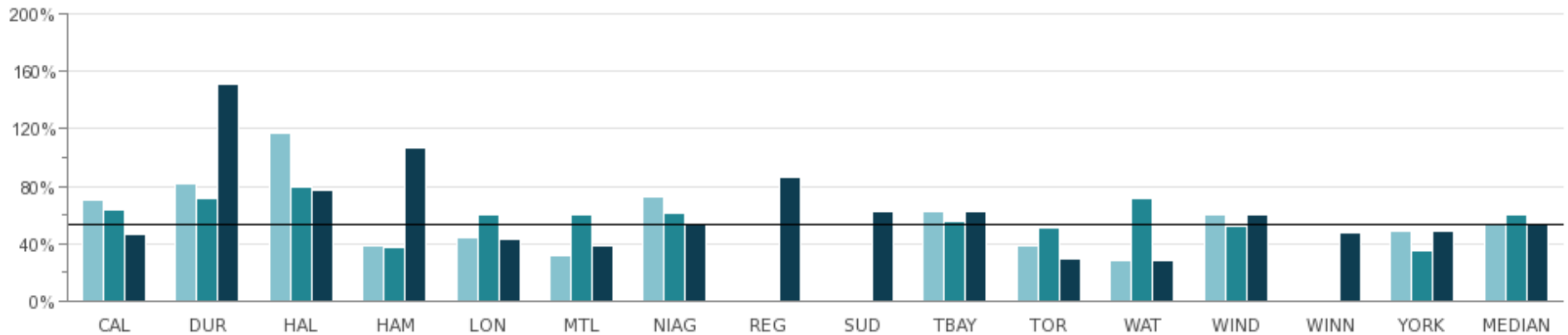
### Supply & Demand

*Time of purchase can impact costs*

*For a full description of influencing factors, please go to: [www.mbncanada.ca](http://www.mbncanada.ca)*

**Fig. 27.1 Percent of Goods and Services Purchased (Operating and Capital) through a Centralized Procurement Process**

This measure calculates the value of contracts awarded through the centralized purchasing divisions during the calendar year, and may result in a percentage higher than 100%.



Year	CAL	DUR	HAL	HAM	LON	MTL	NIAG	REG	SUD	TBAY	TOR	WAT	WIND	WINN	YORK	MEDIAN
2014	69.9%	82.2%	117.0%	38.9%	44.4%	31.2%	72.9%	N/A	N/A	62.5%	38.3%	27.7%	60.0%	N/A	48.3%	54.2%
2015	63.9%	71.9%	79.6%	37.0%	59.9%	60.5%	60.9%	N/A	N/A	55.0%	51.1%	72.0%	52.4%	N/A	35.0%	60.2%
2016	46.9%	151.7%	76.8%	107.0%	43.1%	38.6%	52.8%	86.0%	61.9%	62.2%	29.5%	27.6%	59.7%	47.8%	48.4%	52.8%

Source: FPUR107 (Community Impact)

**Comments:**

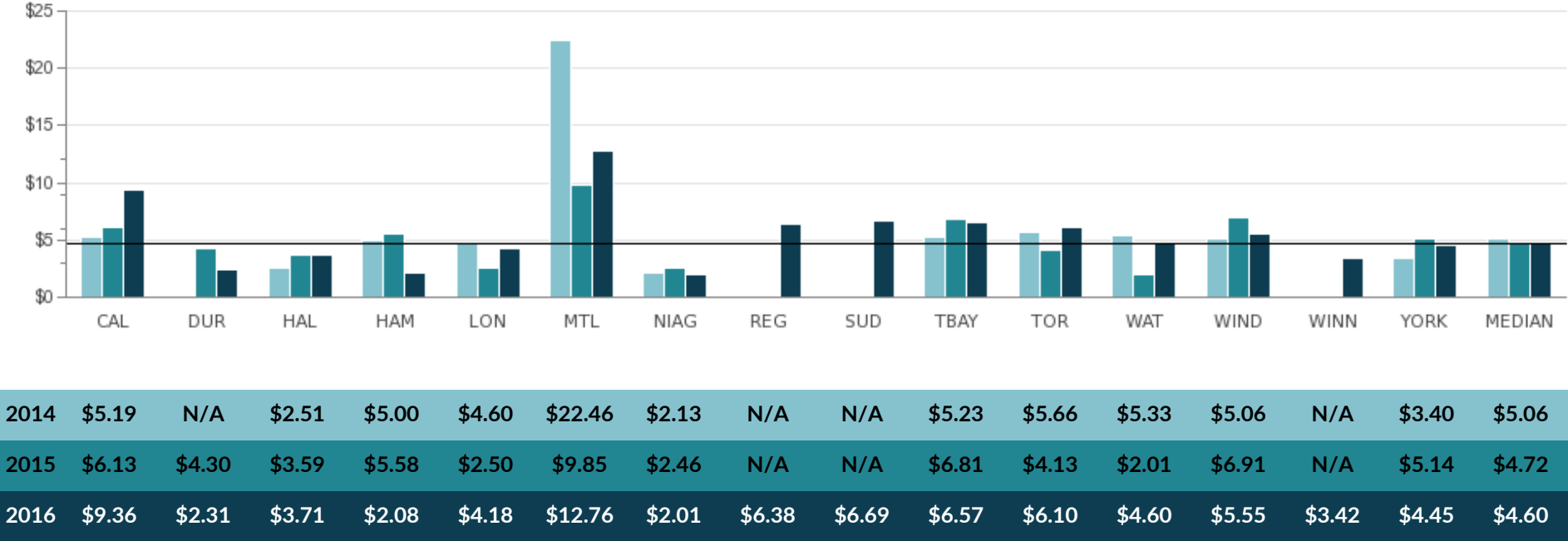
In Durham Region, the variance results from a number of exceptionally large dollar value, multi-year awards in 2016.

Halton Region's 2014 data reflects a timing difference between the award of two large multi-year capital projects in 2014 and the actual payment for these contracts which will occur in subsequent years.

The City of Hamilton's variance results from an exceptionally large dollar value award of an RFP for services over a 10 year period.

**Fig. 27.2 Centralized Purchasing Division Operating Costs per of \$1,000 Municipal Purchases (Operating and Capital) for Goods and Services**

The results for this measure can be impacted by fluctuations in annual operating purchases; as well as the award and/or completion of contracts for large multi-year capital projects.



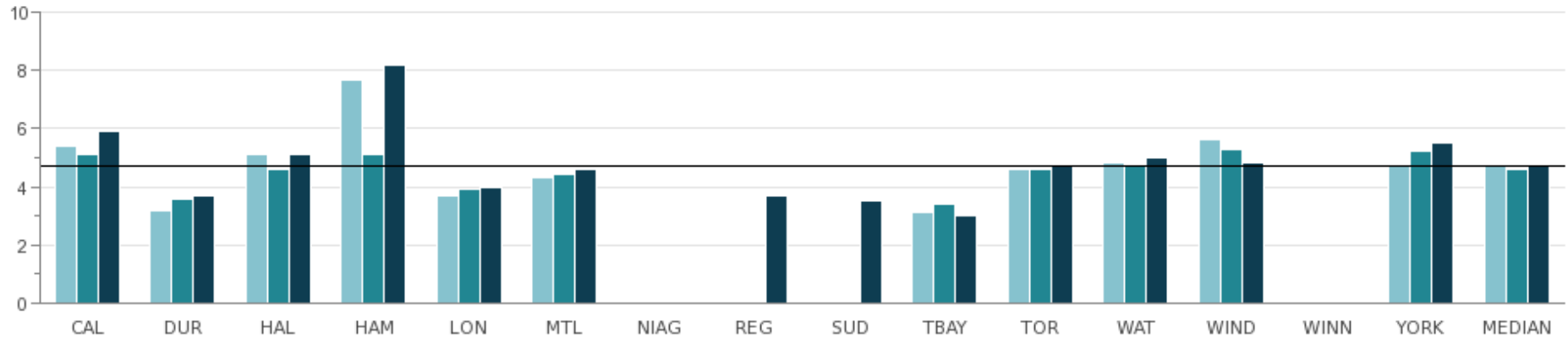
Source: FPUR362 (Efficiency)

Comment:

In the City of Montreal, construction projects and large professional service contracts are excluded from Municipal Purchases as these contracts are negotiated by specialized divisions rather than through the centralized purchasing department.

**Fig. 27.3 Average Number of Bids per Bid Call**

The types of bids issued and general economic conditions can impact the number of bids received.



2014	5.4	3.2	5.1	7.7	3.7	4.3	N/A	N/A	N/A	3.1	4.6	4.8	5.6	N/A	4.7	4.7
2015	5.1	3.6	4.6	5.1	3.9	4.4	N/A	N/A	N/A	3.4	4.6	4.7	5.3	N/A	5.2	4.6
2016	5.9	3.7	5.1	8.2	4.0	4.6	N/A	3.7	3.5	3.0	4.7	5.0	4.8	N/A	5.5	4.7

Source: FPUR415 (Customer Service)

Comment:

Niagara Region and the City of Winnipeg do not track this data.