

PURCHASING



VALUE PROPOSITION

I expect procurement processes to comply with legislation, support corporate objectives and municipal service needs; and deliver value in a timely, transparent and cost-effective manner.

As a vendor, I expect I am being evaluated in the same way as any other bidder and the bidding process is clear, fair and easy to complete.

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

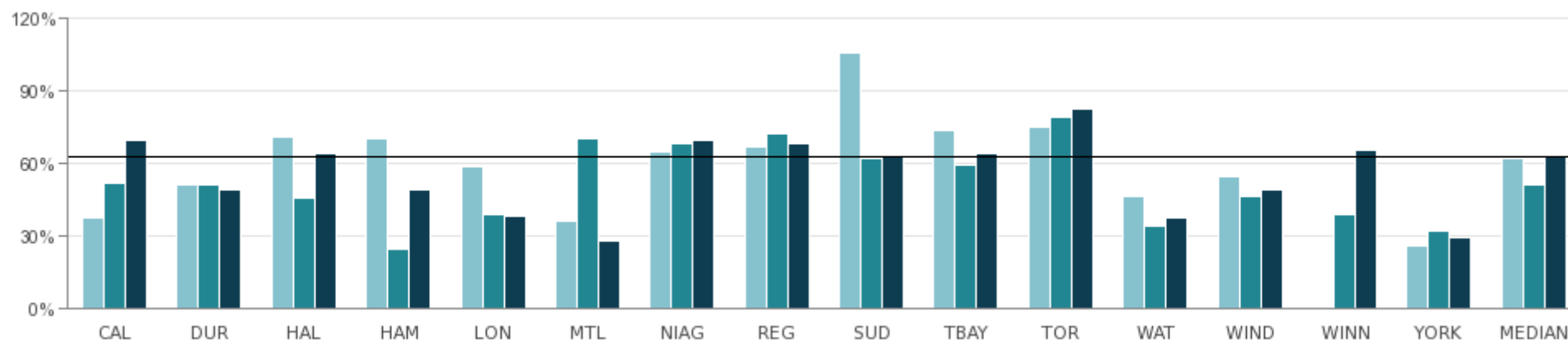
Time of purchase can impact costs

For a full description of influencing factors, please go to: www.mbncanada.ca

Purchasing

Figure 27.1 Percent of Goods and Services Purchased (Operating and Capital) Through a Procurement Process

This measure calculates the value of contracts awarded through the centralized purchasing divisions during the fiscal year and may result in a percentage higher than 100%. It is also important to note that fluctuations in the value of awarded tenders from year to year will affect the results.



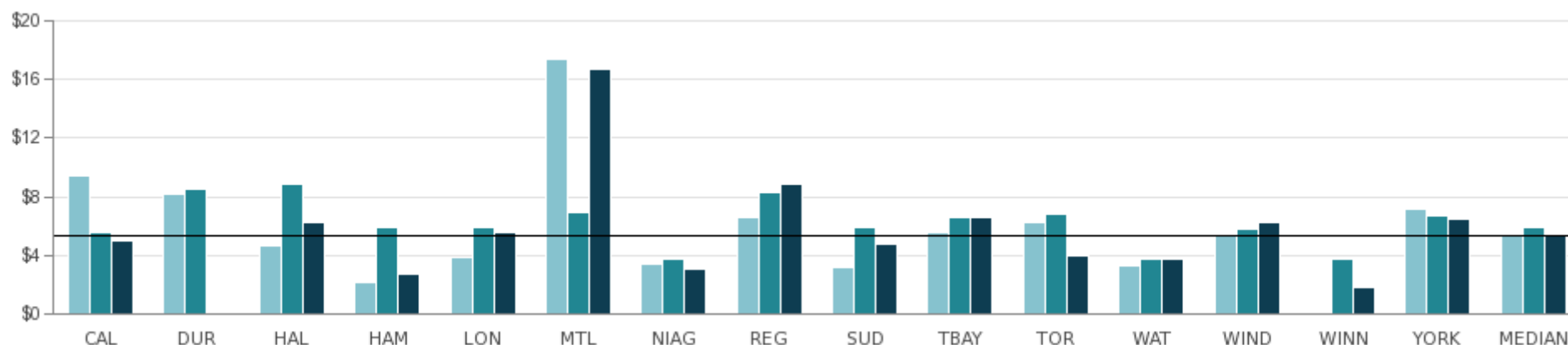
2017	37.6%	50.9%	70.9%	70.3%	58.5%	36.3%	65.0%	66.8%	105.7%	73.8%	74.7%	46.6%	54.2%	N/A	25.7%	61.8%
2018	51.5%	51.4%	45.5%	24.7%	38.8%	70.5%	68.3%	72.0%	62.0%	59.6%	78.8%	33.8%	46.6%	38.9%	31.6%	51.4%
2019	69.5%	48.8%	64.2%	49.0%	37.9%	28.0%	69.4%	68.0%	62.8%	64.2%	82.9%	37.3%	49.3%	65.2%	29.5%	62.8%

Source: FPUR107 (Community Impact)

Purchasing

Figure 27.2 Operating Costs for Centralized Purchasing per \$1,000 Municipal Purchases (Operating and Capital) for Goods and Services Through a Procurement Process

This measure reflects the operating cost for providing centralized purchasing services. The results for this measure can be impacted by fluctuations in annual operating purchases, the award and/or completion of contracts for large multi-year capital projects and/or varying procurement requirements from year to year.



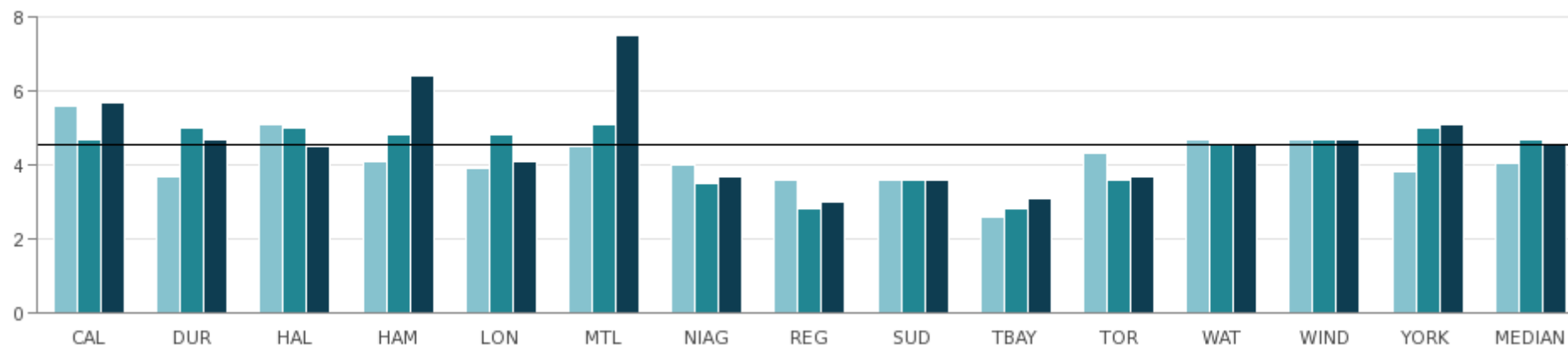
2017	\$9.40	\$8.12	\$4.62	\$2.14	\$3.82	\$17.43	\$3.34	\$6.56	\$3.10	\$5.52	\$6.25	\$3.32	\$5.30	N/A	\$7.14	\$5.41
2018	\$5.60	\$8.47	\$8.81	\$5.92	\$5.87	\$6.87	\$3.72	\$8.31	\$5.87	\$6.59	\$6.81	\$3.70	\$5.83	\$3.76	\$6.72	\$5.92
2019	\$4.95	N/A	\$6.29	\$2.66	\$5.60	\$16.68	\$3.03	\$8.80	\$4.79	\$6.56	\$4.00	\$3.71	\$6.25	\$1.79	\$6.50	\$5.28

Source: FPUR362 (Efficiency)

Purchasing

Figure 27.3 Average Number of Bids per Bid Call

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



2017	5.6	3.7	5.1	4.1	3.9	4.5	4.0	3.6	3.6	2.6	4.3	4.7	4.7	3.8	4.1
2018	4.7	5.0	5.0	4.8	4.8	5.1	3.5	2.8	3.6	2.8	3.6	4.6	4.7	5.0	4.7
2019	5.7	4.7	4.5	6.4	4.1	7.5	3.7	3.0	3.6	3.1	3.7	4.6	4.7	5.1	4.6

Source: FPUR415 (Customer Service)

Montreal: The centralized procurement process used for 2019 utilizes a new strategy of issuing single Bid Call that includes multiple bid requests (lots), having the effect of increasing the number of bids received for each single Bid Call.

Winnipeg: Is unable to report on this measure at this time.

