

# Your Pilot Project with OECCM – Year 1 Update

Presentation to OASIS Finance Group

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Savings | Choice | Service

# Your two year pilot project

## Key updates

- Recap Pilot Project Objectives
- Business Development Strategy
- Year 1 Results

## Tell you about...

- OECM in the community
- Update on OECM's Office Supplies Supplier Partner opportunity

# Pilot Project: Objectives Recap

1. **Connect DS sector to relevant products and services in OECM's Marketplace**
2. **Generate *savings* by buying products and services through OECM's 100+ supplier partners**
3. **Identify procurement opportunities for DS-specific *products and services*\***

# Business Development Strategy

*High awareness and high touch*

*Create awareness of OECM's Marketplace and onboard agencies*

- Get to know the sector: face-to-face
- Increase awareness: advertising, sponsorship, tradeshows
- Engage agencies: webinars, outbound calls, face-to-face
- Demonstrate OECM's value: savings, choice, service
- Encourage purchasing of goods and services
- Identify opportunities for DS-specific products & services
- Educate on Broader Public Sector Procurement Directive

**JUNE 4, 2014**

**START**

**Year 1 Focus**

**JUNE 4, 2016**

**END**

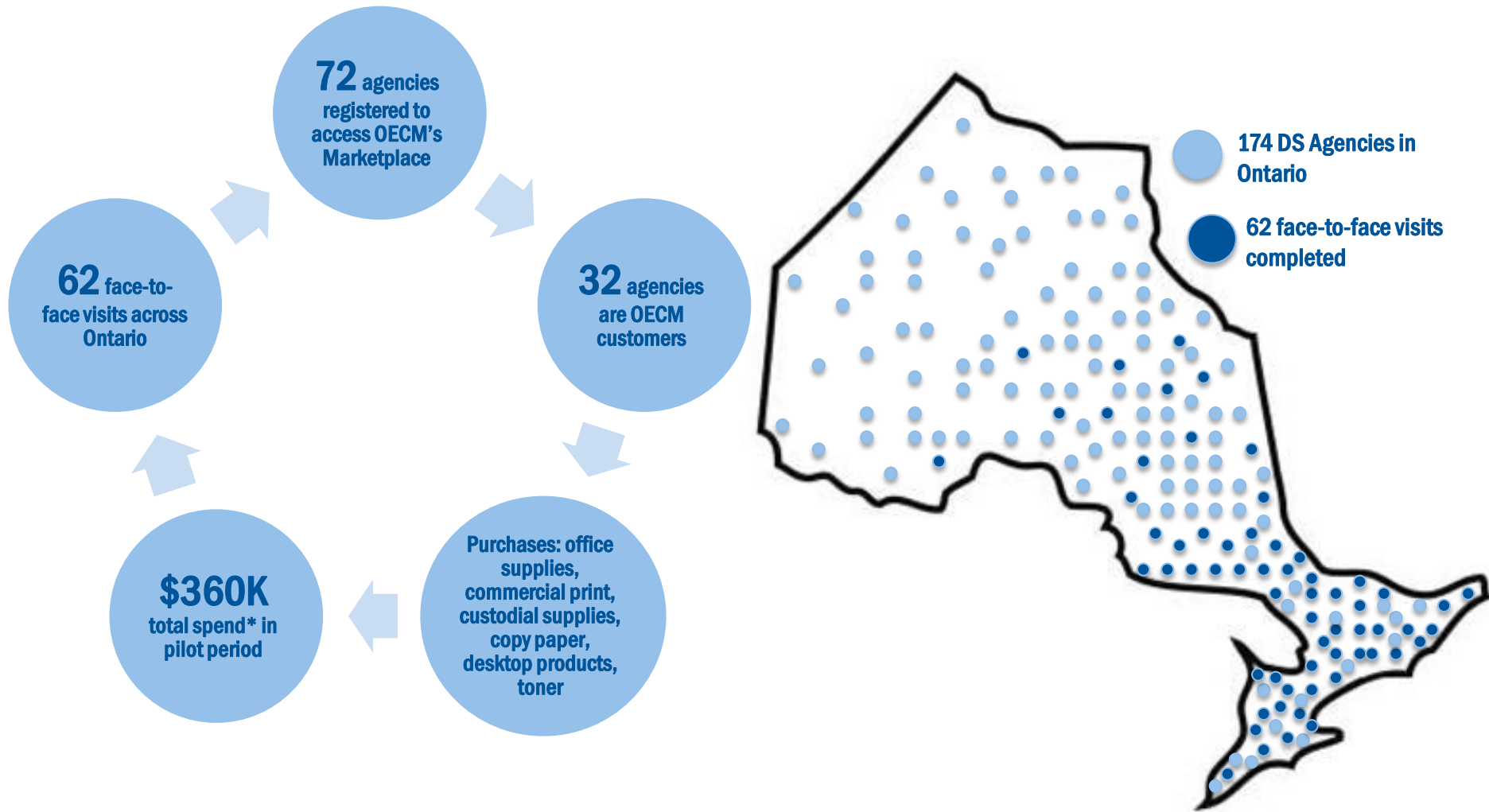
*High awareness and deepen relationships*

**Year 2 Focus**

**Expand Use of OECM Marketplace**

- Onboard more agencies to OECM's Marketplace
- Expand opportunities for agencies using OECM's Marketplace
- Re-engage agencies
- Continue to consolidate sector feedback on DS-specific procurement needs

# Year 1 Results\*



# Did you know...

**18% of all DS Agencies in Ontario are currently saving through OECM's Marketplace!**



# OECM in the community

- **OASIS 2015 Annual Conference – May 7**
- **Community Living Ontario Friday Updates email campaign – Launched May 1**
- **Report back on your Pilot results with Karen Chan (ADM Developmental Services) – July 6**
- **Face to Face outreach to DSA's - ongoing**



# Recap: OECM Supplier Partners – Here to Help You Save

Staples and Grand & Toy

- “One Stop Shop” for:
  - Office products
  - Latex gloves
  - Paper and more
- Get more competitive pricing when “bundling” DS-specific products using Quick Quote process with supplier partners



## Next Steps:

Step	Timeline
Confirm list of top DS-specific products	✓
Create new “DS Core list”	✓
Provide list to Staples and Grand & Toy for Quick Quote	✓
Analyze quick quote from Staples and Grand & Toy	✓
Launch to DS agencies to start saving	<b>TBD</b>



# Did you know...

**OECM can conduct price comparisons  
to help you identify savings opportunities!**

... just ask Community Living Toronto

... they are now an OECM customer!



# Staying Connected...



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# Appendix A: DS Sector Related Suggestions for Products and Services

Appliances

Contractor services (plumbing, repairs, electrical etc.)

Groceries

Incontinence products

In-house elevators/Lifts

Internet and Television services

Landscaping (grass cutting, snow plowing etc.)

Sprinkler systems and inspections

Supplementary Staffing

Taxi/Transportation services

Vehicles:

- Conversion
- Gas card
- Lease
- Purchase

