

Your Pilot Project with OECM: Quarterly Update

Presentation to OASIS Finance Group

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September 25, 2015



Savings | Choice | Service

Our Objectives Today

- **Pilot Project:**
 - Recap objectives
 - Year 1 results
 - Where we're going in Year 2
- **How your agency benefits from purchasing through OECM**
- **OECM's Office Supplies Supplier Partner opportunity**

Pilot Project: Overview

Objectives		
Connect agencies to relevant products and services in OECM's Marketplace	Generate Savings	Identify Agencies that are interested in collaborative procurement

MGCS Investment in Pilot from

June 2014 - June 2016

For Business Development Manager and Business Development Assistant

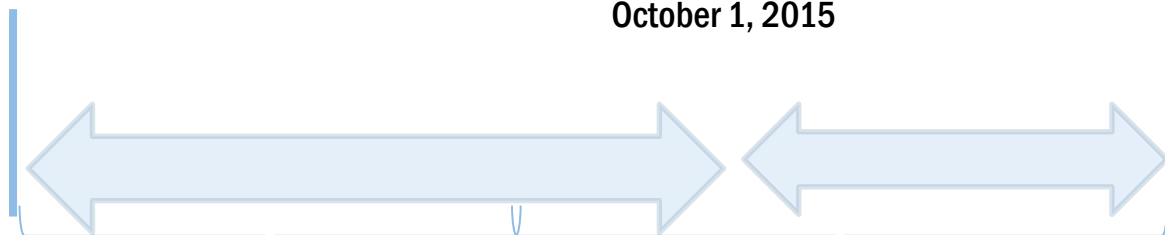
Pilot Launch

June 4, 2014

Pilot End Date

June 4, 2016

October 1, 2015



16 months complete

8 months remaining

Business Development Strategy

Create awareness of OECM's marketplace and onboard agencies

Pilot Project: Success to Date

Objectives

Connect agencies to relevant products and services in OECM's Marketplace

Generate Savings

Identify Agencies that are interested in **collaborative procurement**

Results

51%

% of DS agencies introduced to OECM through onsite visits during pilot period

\$494K

Total DS agency spend during pilot (June 4, 2014 to June 30, 2015)

85

Total # CSAs signed to date

- **100%** of ALL agencies OECM has visited have endorsed the need for sector specific procurements
- **100%** of ALL agencies OECM has visited have provided input/recommendations for sector specific procurements

Outreach Activity to date (by Region)*

MCSS Regions	Agencies visited to date	Agencies currently OECM customers
Central	13	6
East	25	6
Toronto	7	8
North	10	3
West	33	13
Total:	88	36

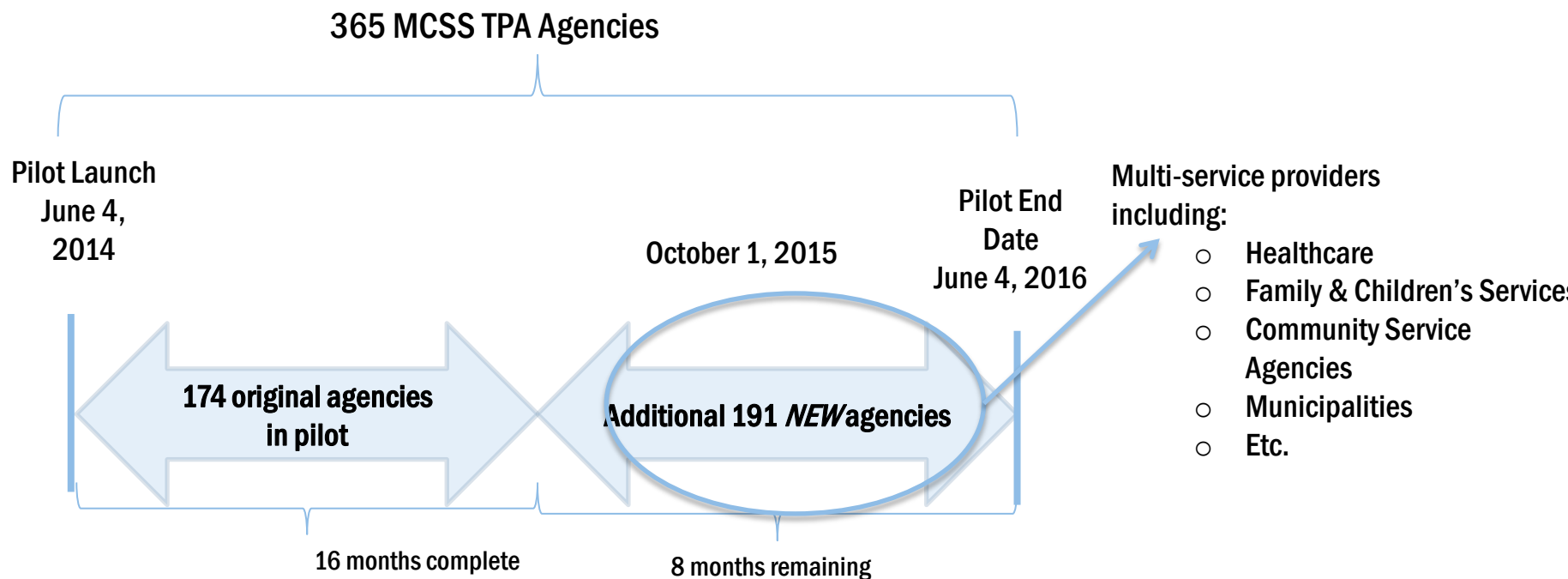
Some Quick Savings Examples:

- Up to 25% **validated** savings on Office Products and Toner
- > 60% savings on monthly MFD costs ... and many more

* Results as of July 31, 2015

Pilot Project: Year 2

Expanded Scope of Pilot Project



How Your Agency Benefits From Buying Through OECM's Marketplace

Products & Services Your Agencies Use Every Day and More* from ...Over 140+ Brand Name Supplier Partners

For Your Offices

Office Supplies

Printers and Toner

Paper

Computers

For Your Group Homes

Custodial Supplies

Plumbing Products

Residence Furniture and Mattresses

Hand Tools

*OECM offers thousands of competitively-sourced and priced products and services through our supplier partners (See Appendix A to B)

Did you Know



We conduct price comparisons on your MFD lease agreements to identify savings opportunities!

... In Fact: we've seen forecasted monthly savings for some agencies of > 60%

**... Call Vasiliu now to book your meeting!
416-847-1192**

Update: Office Supplies “DS Core List” Opportunity

Request:

- G&T and Staples review the “DS Core List” of offices supplies and re-price some/all of these goods to improve savings opportunities and incent sector to consume

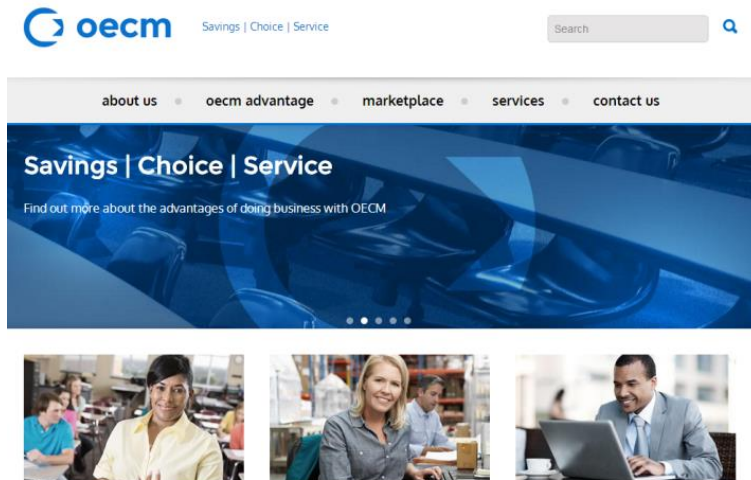
Result:

- Current OECM pricing remains in place
- Specialized pricing for “DS Core List” not feasible with current volume commitments and spend

Next Steps: Start Saving Today -- Register Your Agency to Access OECD's Marketplace!

It's as easy as...

1. Register at oecm.ca
2. Check out our Marketplace, supplier partners' products and services, competitive pricing and term and conditions
3. Call our our supplier partners with any questions on products or services
4. Sign a Client-Supplier Agreement
5. Get in touch with John.Schenk@oecm.ca or 416-847-1393 for more information



Place your order!

Staying Connected...



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Appendix A: OECM's Marketplace*

Technology Solutions

Hardware

Chrome Devices & Services
Desktops, Laptops & Related Products & Services
Interactive Learning Products & Related Accessories
Multi-Function Devices and Managed Print Services
Networking Switches, Routers, Firewall and Related Services
Projectors & Related Accessories
Small Office & Multi-Function Printers
3D Printers
Android & Windows Tablets*

Software

Cloud Technology
Crestron Products & Services
SMARTnet® Equivalent Support Services
Software License Services
Anti-virus and Security Solutions
Disaster Services Package
IT Equipment Disposal & Recycling

Services

IT Professional Services
IT Technical Support Services

Office Administration

Office Stationery & Services

Courier Services
Customs Brokerage & Related Services
Fine Copy Paper
Long Distance Services
Office Supplies
Printing Services
Toner Cartridges and Related Services

Financial Services

Collection Agency Services
Credit and Debit Card Processing Services
Insurance Broker Services
Insurance Consulting Services
Payment Recovery Services
Purchasing Card Program
External Audit Services*

Upcoming Products/Services

Appendix B: OECM's Marketplace*

Transportation Services

Coach & Bus Transportation Services

Group Homes/Residential & Hospital Care

Facilities Maintenance and Management

Apparel, Uniforms, Safety Footwear and Related Services

Custodial Supplies

Evacuation Chairs & Public Access Defibrillators

Hand Tools

Natural Gas Management and Advisory Services

Plumbing Products

Electrical Supplies*

HVAC & Related Products/Services*

Furniture/Furnishings

Furniture & Related Services

Residence Furniture & Mattresses

Program Delivery

Medical Supplies

Laboratory & Science Supplies

Dental Supplies

Recreational Supplies

Sports Products

Client Communications

Translation, Interpretation and

American Sign Language (ASL) Services

Upcoming Products/Services