

Launching the Partnership Between OECM and Ontario's Development Services Agencies

Presentation to OASIS Business Resources Group

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Savings | Choice | Service

Our Discussion Today

Tell you about....

- OECSM: who we are, our mission and vision, our business model, what we offer

Learn More About...

- Developmental Services Agencies: challenges, needs

Explore ...

- Opportunities for Collaboration

Moving Forward

About OECM

Who We Are

A Broader
Public Sector
not-for-profit
Group
Procurement
Organization

What We Offer

Access to a
Marketplace of
products and
services plus
other value
add services.

Our Value

- Savings
- Choice
- Service

Our Customers

Ontario's
publicly funded
BPS
organizations:

- Education sector
- Municipal sector
- Libraries
- Not-for-Profit
- Healthcare agencies
- And now
Developmental Services Agencies!

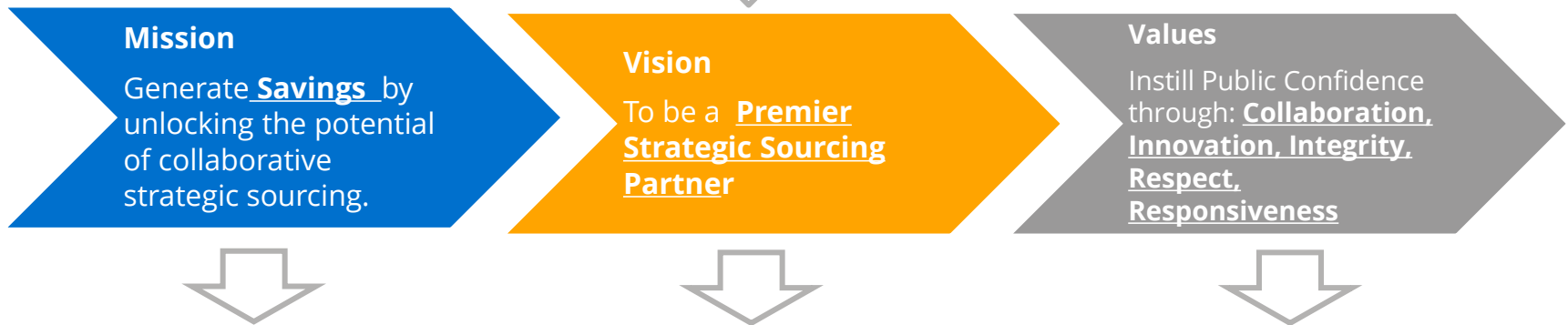
Our Mission and Vision

Ontario Government Policy and Priorities - Our Business Drivers

Commission on the Reform of Ontario's Public Services: "Make every dollar count; co-ordinate existing horizontal supply chains across the broader public sector"

Broader Public Sector Accountability Act - "creating efficiencies in the public sector - consolidate procurement functions of the BPS and OPS "

Provincial Budgets - "strategic investments in our schools and in our hospitals"; invest in new technology in the classroom



OECDM Strategic Priorities

- Grow the Business
- Achieve Sustainability
- Build Strategic Partnerships
- Enhance service and operational excellence

What We Offer: Our Marketplace Offerings*

Finance, HR and Marketing

- AODA Related Services
- Collection Agency Services
- Commercial Print
- Credit and Debit Card Processing Services
- Insurance Consulting Services
- Insurance Broker Services
- Office Supplies
- Payment Recovery Services
- Promotional Items
- Purchasing Card Program
- Translation, Interpretation and American Sign Language Services
- Banking Services (for Colleges)

Information Technology

- Chrome Devices & Services
- Creston Products & Services
- Desktop, Laptops and Related Products and Services
- Interactive Learning Products and Services
- Long Distances Services
- Multi- Function Devices
- Projectors and Related Accessories
- Small Office and Multi-Function Printers
- SMARTnet® Equivalent Support Services
- Toner Cartridges and Related Services

Facilities and Operations

- Classroom Furniture
- Courier Services
- Custodial Supplies and Equipment
- Customs Brokerage and Related Services
- Fine Copy Paper
- Employee Uniforms
- Laboratory/Science Supplies
- Natural Gas Management & Advisory Services
- Sports Products

*see Appendix A for our supplier partners

What We Offer:

New Products and Services Coming in 2014

Finance, HR and Marketing

- Commercial Print Services*
- Insurance Consulting Services
- Audit Services
- Health Coverage for International Students
- Office Supplies*/**

Information Technology

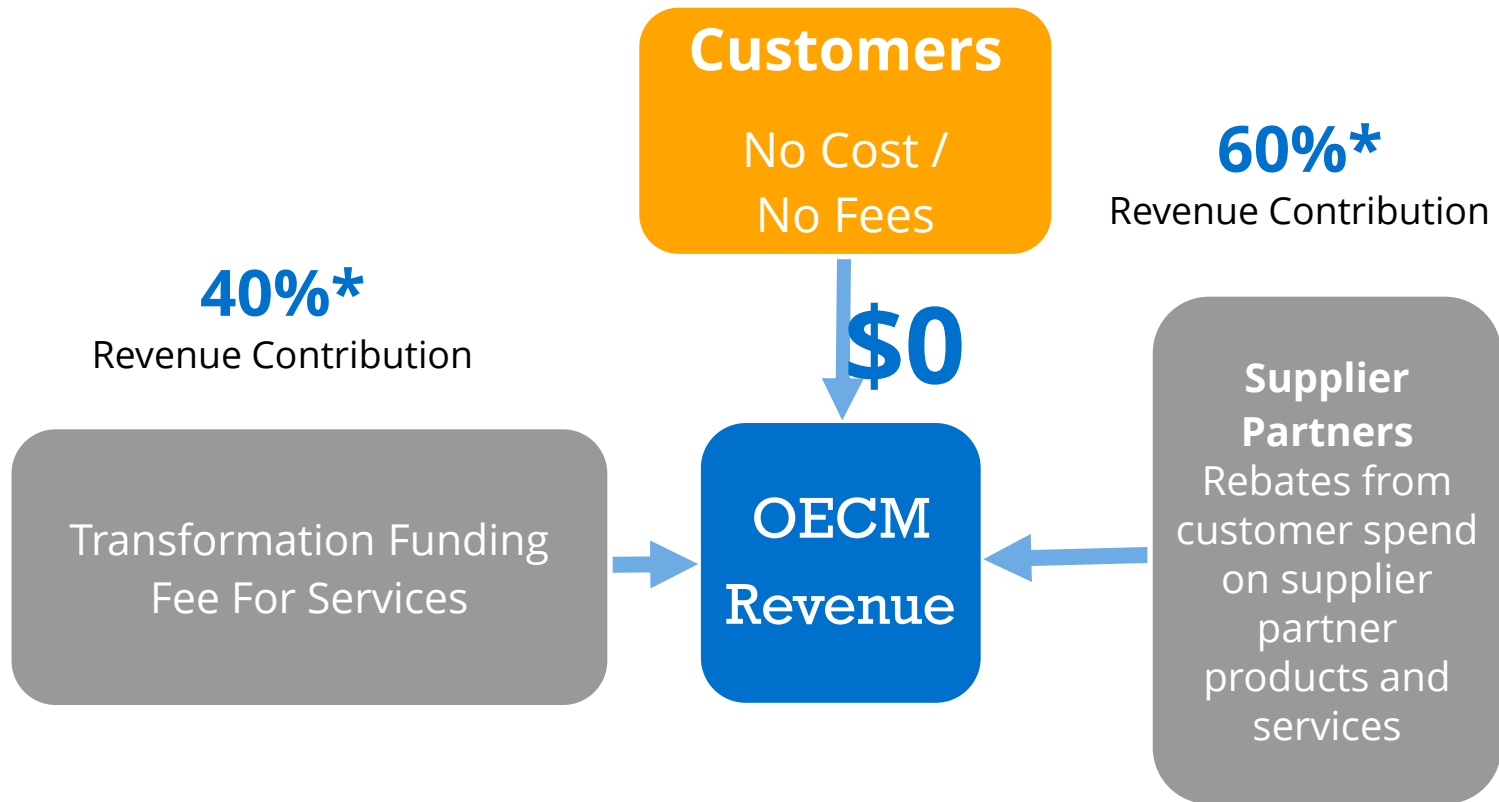
- Cloud Technology
- Electronic Records and Content Management Software**
- IT Professional Services**
- IT Staff Augmentation Services**
- IT Switches and Routers**
- Mobile Device Management
- Multi-Function Devices(includes Production Equipment &Managed Print Services)*/**

Facilities and Operations

- Furniture and Related Services
- Residence Furniture
- Electrical Supplies
- General Hand Tools
- Laboratory / Science Supplies
- Natural Gas Management and Advisory Services*/**
- Plumbing Supplies
- Evacuation Chairs & Public Access Defibrillators
- Student Tours
- Coach Services
- Apparel (replaces Employee Uniforms)*

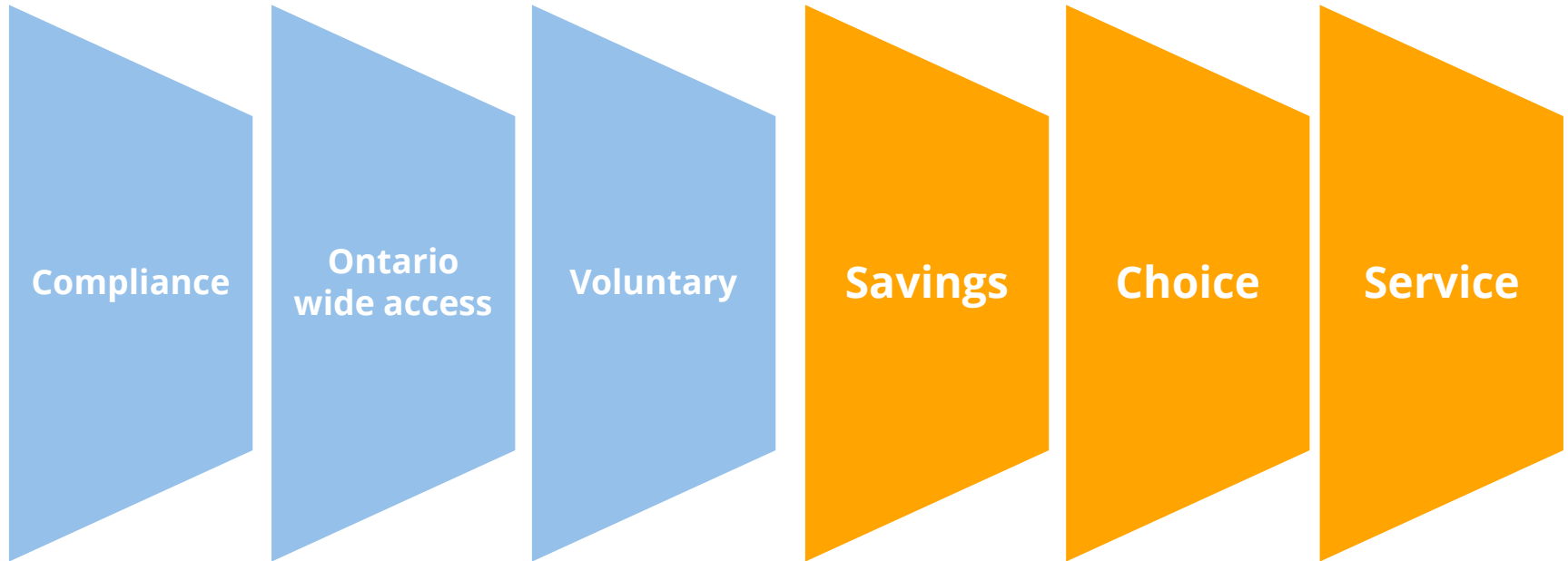
* Retender of existing agreements **Projects underway now

Our Financial Model



* For the 2013 fiscal year

Our Value --- Customer Benefit



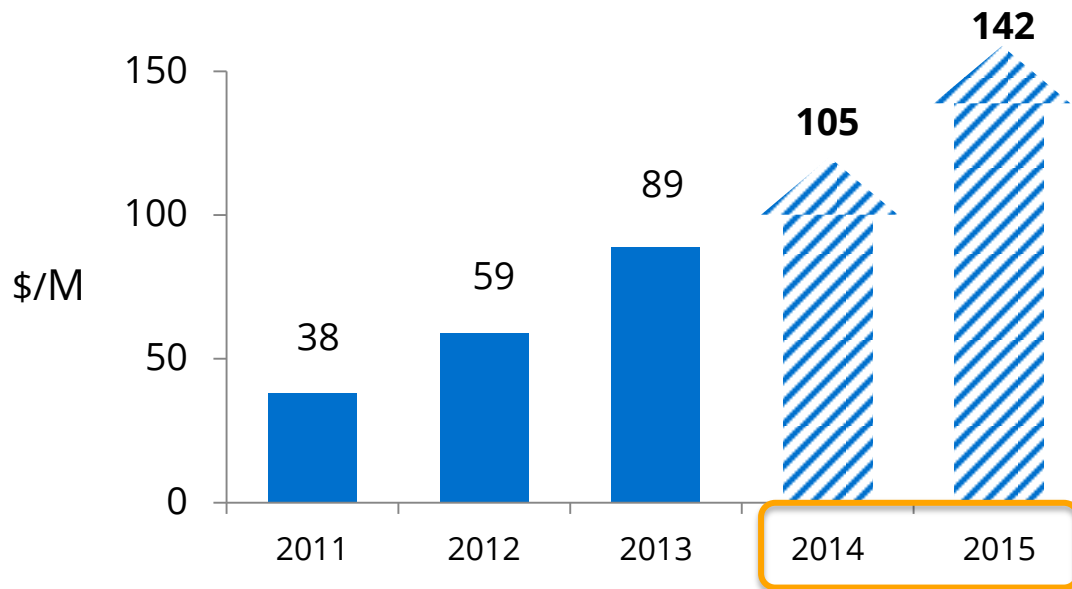
Our Customers

Generate savings by unlocking the potential of collaborative strategic sourcing

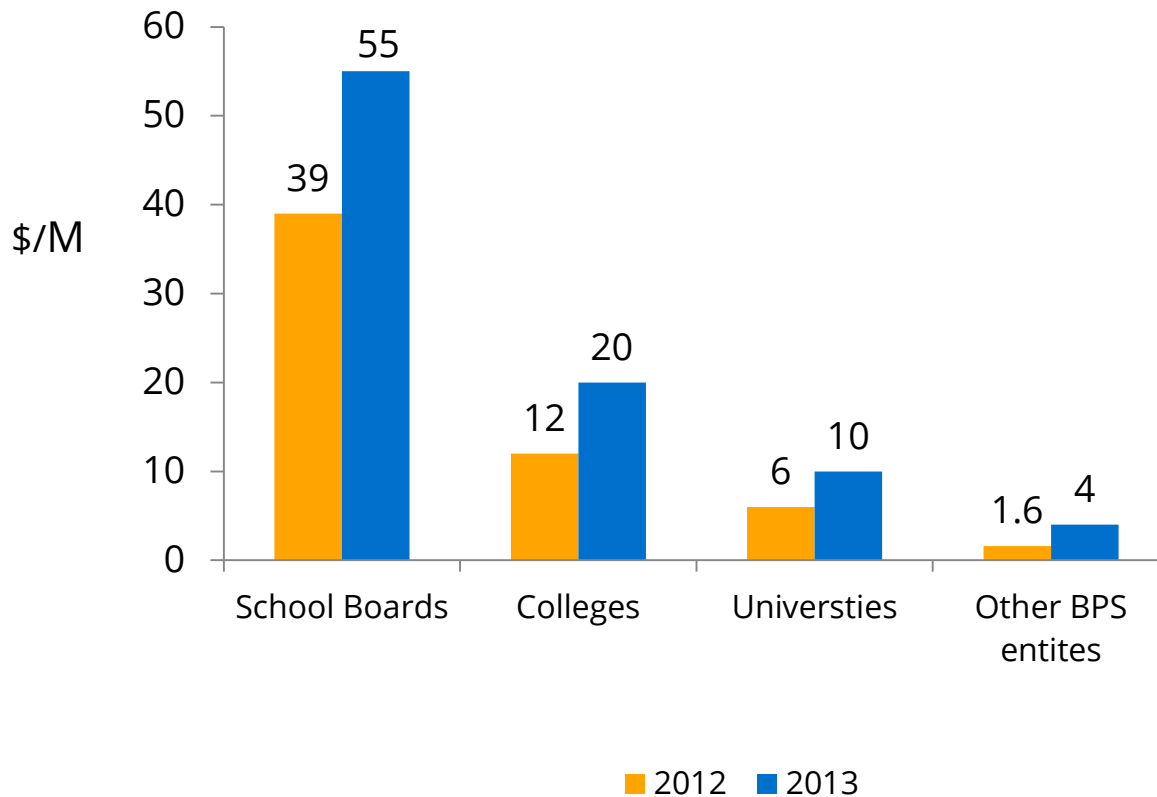


Customers See the Benefit: Increase in Spend Through OECM

Overall spend 2011-2013 and forecast targets for 2014-2015



Collaborative Spend by Customer Group

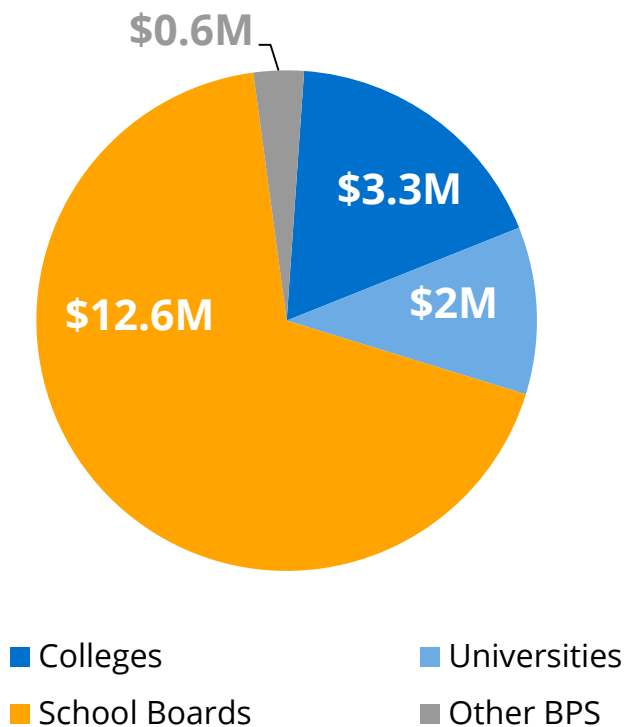


Participation

- **113 of 118** (96%) of education sector institutions
- **119** other BPS entities (includes 10 DSAs)

Customers Benefit Through Savings

Since 2010, OECM has achieved savings of over **\$18 million***



Providing leadership in:

- delivering **savings**
- enhancing **collaboration** to reach common goals

*based on only the following products: fine copy paper, office supplies, toner and insurance broker services (college sector only)

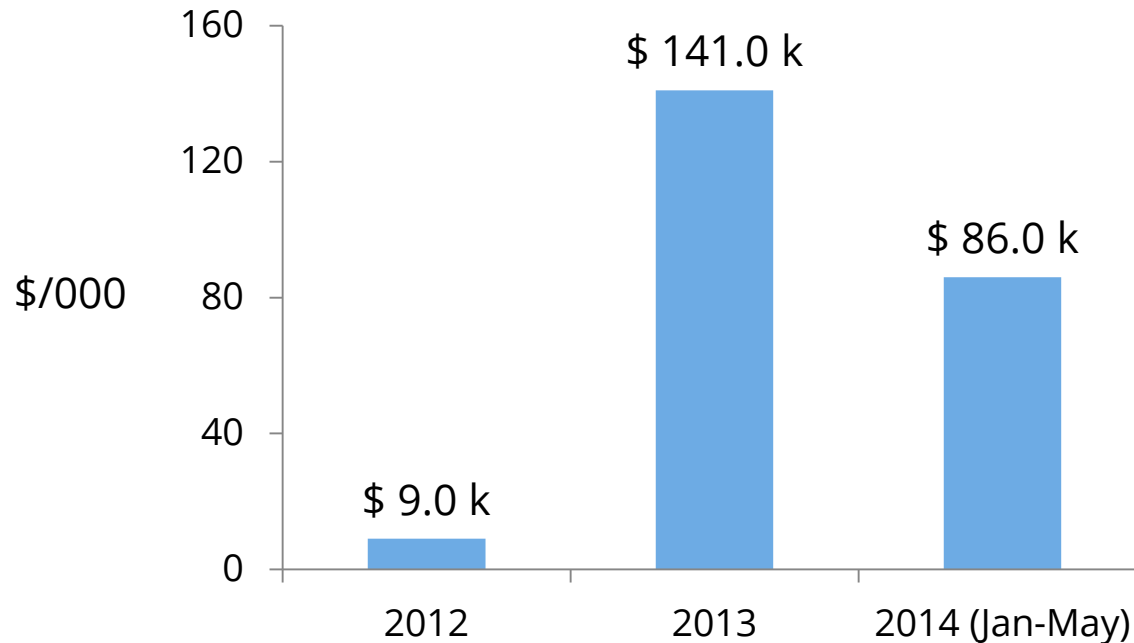
Developmental Services Agencies: By the Numbers

- Number of Agencies: **174**
- Total Annual Spend: **\$1.1 B**
- Potential Spend on program and infrastructure-related items: **\$110 M**
- Range of individual DS agency spending: **\$155.0 K - \$111.0M**
- Number of DS Agencies spending over \$10M: **40+**
- Number of DS Agencies using OECDM's Marketplace: **10**

Developmental Services Agencies: Challenges



Developmental Services Agencies: Increased Spending Through OECM's Marketplace



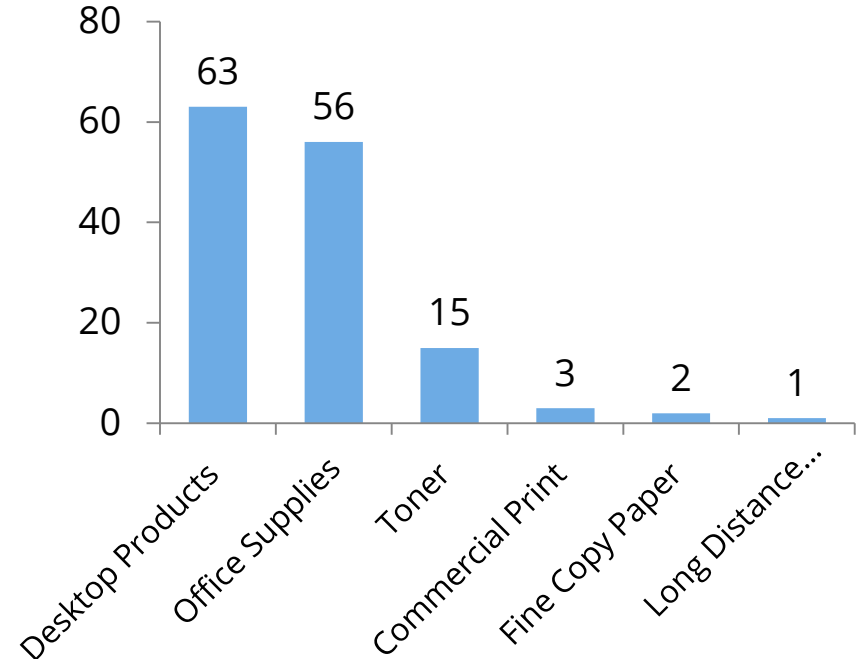
- Increase in spend **+1,466%** compared to 2012
- 10 DS agencies bought 6 categories of products and services

Developmental Services Agencies: What Are They Buying Through OECM's Marketplace

Developmental Services Agencies use
only **20%**
of our Marketplace offerings



Products and services bought
in 2013 (000/\$)



OECD-DS Agency Partnership Project: Terms of Reference

OECD

- Create awareness of OECD's Marketplace of products and services
- Increase participation of DS agencies in OECD's marketplace of products and services
- Recommend the products and services that will provide the greatest benefit to DS agencies
- Track DS-related opportunities and categories that OECD does not currently have in the marketplace
- Document business needs and collaborative procurement opportunities for the DS sector.

Mutual Goals

- ✓ Savings
- ✓ Process Efficiencies
- ✓ Collaboration
- ✓ Compliance

Developmental Services Agencies

- Access to competitively sourced and priced marketplace of thousands of products and services
- Procurement practices aligned with the BPS Procurement Directive
- Direct savings through purchase price improvements
- Process efficiencies – time and resources
- Platform for DS agencies to collaborate and network.

DS Agency Spend: Opportunities and Potential Savings

Products and Services Currently Being Bought	Estimated Savings*
Desktop Technology	5% (\$3,877)
Fine Copy Paper**	2% (\$154)
Long Distance Services **	8% (\$181)
Office supplies	25% (\$26,263)
Toner	4% (\$936)
Custodial Supplies	12% (\$551)
Commercial Print	n/a
	Total \$31,962
Other Potential Products and Services	
Multi-functional devices	8% (no spend as of yet)

*based on DS agency spend to date since 2010

How to Get Started



Access OECCM's Marketplace. It's as easy as...

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

Place your order!

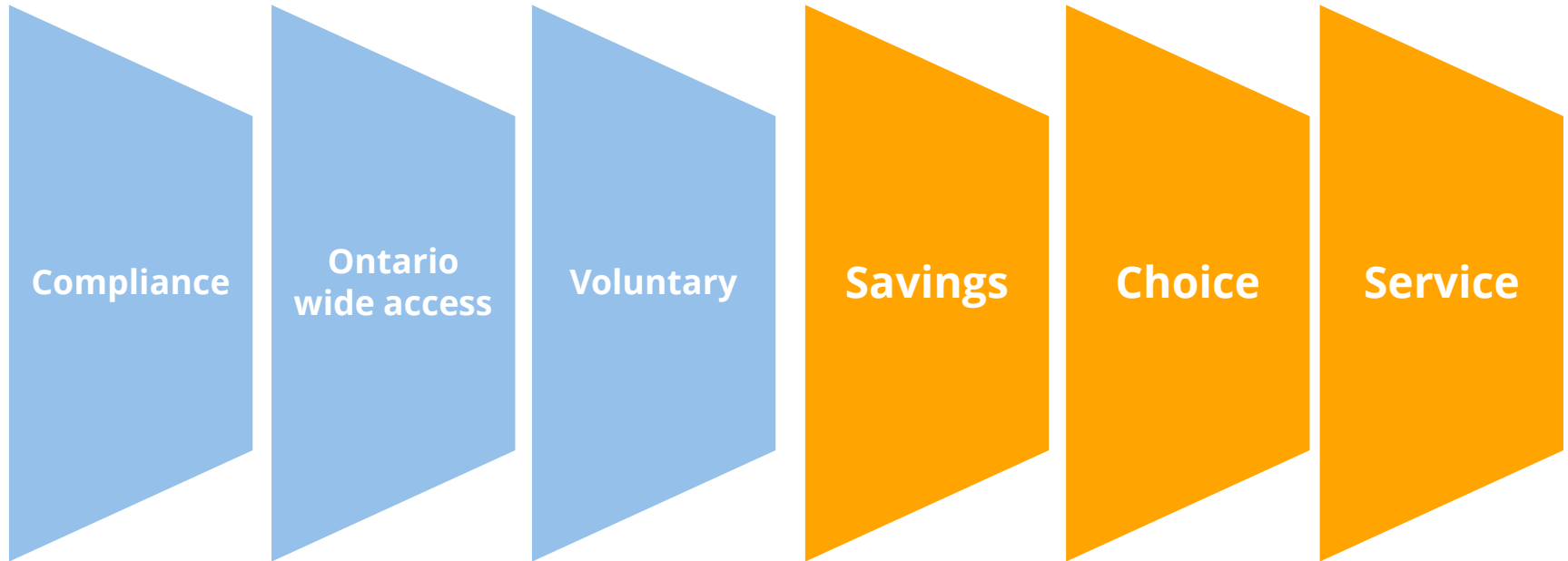
Moving Forward: Our Plan (draft)

Task	Description	Timeline
Get to know the sector	Gain insight into current and potential customers' needs.	June - August
Assess the opportunity	Identify the products and services that will provide the greatest benefit to DS agencies	June/July
Create Awareness of OECM	Marketing and communications: customized messaging, outreach (conferences/events), relevant marketing and communications tactics	Blitz - July/August/September & ongoing
Follow-up with customers	Inform them about current/new products/services, analyze and suggest ways of optimizing spend and identify collaborative procurement opportunities.	Ongoing
Spread the Word	Find customer success stories highlighting the benefits of OECM's services.	Ongoing
Stay in Touch	Face-to-face report-back on sector participation, spend, issues, etc. to OASIS Business Resources Group	Quarterly?

Moving Forward: How You Can Help!

- Be an ambassador for OECM within the DS sector
- Help us understand your business and outreach opportunities
- Leverage your influence with your colleagues to spread the word
- Help us build relationships within the sector
- Provide constructive feedback to make sure we're meeting your needs and ensuring the relevancy of OECM's products and services

In a Nutshell...



Staying Connected

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Service

- ✓ Your dedicated “Go-to” resource to help you get started
- ✓ Help track savings (including leveraging existing savings methodologies)
- ✓ Collaborative Spend Reports
- ✓ Document business needs and collaborative procurement opportunities

Appendix A: Facilities and Operations – Supplier Partners



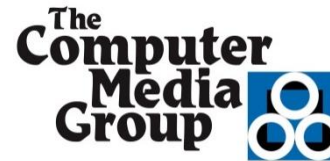
Appendix A: HR & Marketing - Supplier Partners



Appendix A: Finance - Supplier Partners



Appendix A: Information Technology - Supplier Partners



Appendix B: Ten Developmental Services Agencies Using OECCM's Marketplace

- Bob Rumball Centre for the Deaf
- Geneva Centre for Autism
- Kerry's Place Autism Services

Community Living

- Elgin
- Fort Erie
- Mississauga
- North Halton
- St. Catharines
- The Safehaven Project for Community Living
- Welland Pelham

Appendix C: 19 Developmental Services Agencies Who Expressed Support for This Initiative

Community Living	Others
<p>Algoma Brant Chatham Kent Clarington/Oshawa Elgin* Mississauga* North Halton* Oakville St. Catharines* Thunder Bay Windsor York South Toronto</p> <p>*current OECM customers</p>	<p>Christian Horizons Geneva Centre for Autism* Kerry's Place Autism Services* Muki Baum Association Operational Springboard Woodgreen Community Services</p>