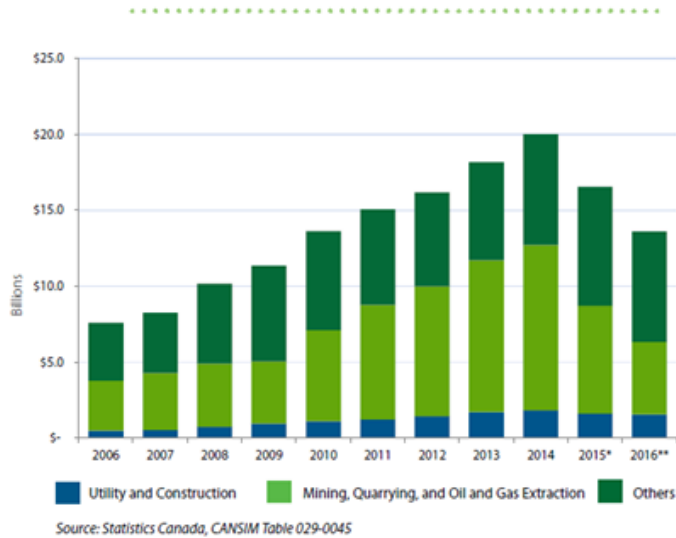


Priority Saskatchewan Transformation of Procurement in Government High Level Briefing – Best Value 2017



History

Total Investment in Saskatchewan Capital Expenditures 2006-2016



POTASH PRICE - CRUDE OIL PRICE
Jan 2, 2009 - Sep 30, 2016



Priority Saskatchewan

- Created in anticipation of end of boom
- Broad consultation with industry, associations, government and government partners
- Researched across Canada and internationally
- Identified common themes & improvement opportunities



What we found

- Inconsistent & complicated practices
- Low bid mentality and prescriptive specifications
- Inadequate access to debriefings
- Industry input neither sought nor valued



Government's Expectations

- Saskatchewan businesses treated fairly and provided meaningful opportunity
- Best value in it's spending
- Consistency and transparency
- Engagement of both Public and Private Sector
- Respect for trade and legal obligations



Government's 13 Point Procurement Action Plan

Best Value Procurement	Multi Staged Procurement	Vendor Debrief	Code of Conduct
Conflict of Interest	Crown Leveraged AIT Exemption	Capital Forecasting	SaskTenders Enhancement
Common Templates	Performance Evaluation	Knowledge Gap & Training	
Corporate Citizenship	Saskatchewan Business Definition		



Status – Approved

- Best Value Procurement Policy
- Royal Assent – *the Best Value in Procurement Act, 2015*
- Multi-Staged Procurement Policy
- Vendor Debriefing Policy
- Code of Conduct Policy
- Procurement Standards Involving Conflict of Interest
- AIT application for Crowns
- Capital Forecasting (SaskBuilds Capital Plan)
- Procurement Manuals



Well Underway

- Knowledge gap and training
- Improved SaskTenders portal
- Competition templates
- Vendor management & performance evaluation process



What does this mean?

- Need to think differently – your leadership is needed
- Emphasis on results, outcomes and better value
- Procurement process begins **much, much earlier**
- Industry and the public sector as partners
- Need to master new attitudes and skills



What is meant by “Best Value?”

“...structuring and conducting procurements in a fashion which allows consideration of factors beyond price in determining which vendor proposal provides the greatest overall benefit to the public entity.”

- Best Value Procurement Policy, Oct/15



Best Value

Is a best practice!

- Government is committed to best value as the basis for procurement
- Analyzes the business needs of each procurement along with market interest and capacity
- Considers the whole solution not just the purchase price
- Total cost remains a fundamental consideration but other important evaluation factors are to be considered



Best Value - criteria *may include*:

- Quality & business solution proposed
- Budget, timing & resource considerations
- Vendor experience, performance & demonstrated ability
- Safety practices
- Knowledge of local conditions and regulatory requirements
- Innovation & creativity demonstrated
- Cost of ownership over the life of the good or service
- And other factors

Standardizing the Approach to the Procurement Process



The Seven Steps – Overview

1. Need Identification/Problem Definition
2. Decide on a Procurement Approach
3. Conduct the Competition
4. Evaluate Bids
5. Make an Award
6. Debrief Suppliers
7. Contract Management



Harmonizing Understanding and Expectations



Training and Community of Practice

- We are working to develop new skills, behaviours & culture
- The new Procurement Guide & templates forms the core of our training
- We are working with our public and private partners



Present Day

- Procurement guides now online
- Ongoing training process
- Expanding consultations with FN companies
- Consulting with professional services
- Expectations are growing in general

