

Report to Council

Report Title:	Group Purchasing Organizations – LAS Canoe		
Prepared By:	Trish Serratore, Chief Financial Officer		
Department:	Finance		
Date:	November 29, 2022		
Report Number:	FIN2022-36	File Number:	C11FIN
Attachments:	Membership Procurement Guide		

Recommendation:

That the Council of the Municipality of Brockton hereby receives Report Number FIN2022-36 - Group Purchasing Organizations – LAS Canoe, prepared by Trish Serratore, Chief Financial Officer and in doing so, authorizes staff to join the Canoe program through LAS to take advantage of public sector group purchasing opportunities.

Report:

Background:

Group purchasing organizations offer the benefits of being able to join in on new purchasing opportunities or previously established contracts that are fully compliant with broader public sector purchasing guidelines and the relevant trade agreements between both provinces within Canada and with other countries.

What is the Canoe Procurement Group?

The Association of Municipalities Ontario (AMO) through the Local Authority Services (LAS) is a preferred provider of competitively priced and sustainable co-operative business services for Ontario municipalities and the broader public sector. The Municipality of Brockton has taken advantage of various LAS programs in past including, investment opportunities with One Investment, electronic permitting with Cloudpermit, and the natural gas program.

LAS has partnered with the Canoe Procurement Group to offer Ontario municipalities access to contracts and services common in the municipal sector and pertinent to all sizes of organizations. The Canoe Procurement Group is a cross Canada purchasing group and LAS is a founding partner.

Canoe Procurement Group is Canada's largest not for profit buying group with 5,000 members. Canoe has contracts established with 232 vendors across multiple categories.

The benefits of Canoe are as follows.

- Competitive bid process for suppliers saves the time of doing your own RFP or tender
- Fully compliant with trade agreements
- Canada-wide purchasing power for better prices
- Access hundreds of vendors across multiple categories
- Receive direct support through LAS
- Continue to work with local retailers for service and support

Analysis:

With the cost of goods and services increasing substantially over the last two to three years staff have been exploring opportunities that will provide great value for the product or services needed. Joining the Canoe program through LAS provides Brockton with another avenue to obtain the best value. There is no cost to join the group purchasing organizations, no binding contracts, and no minimum purchase requirements.

The benefit of a group purchasing organization is that they go to market on behalf of their members to establish pricing for a defined period of time, covering a wide array of products and services. It is completely up to the municipality on whether they wish to take advantage of a contract and are not obligated to do so as a member. For many products, this is an efficient and effective process resulting in obtaining the right product at a competitive price. There are many areas that Brockton could benefit from this buying group opportunity, from street signs, to office supplies, recreation equipment, and much more. Here is the link to the LAS Canoe buying group page that lists the multiple areas that we could utilize <https://www.las.on.ca/groupbuying> .

The Municipalities Purchasing and Procurement Policy, Section 22 Cooperative Purchasing states “22.1. The Municipality may join one or more Buying Groups with Council’s approval.”

Strategic Action Plan Checklist:

What aspect of the Brockton Strategic Action Plan does the content/recommendations in this report help advance?

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| • Recommendations help move the Municipality closer to its Vision | N/A |
| • Recommendations contribute to achieving Heritage, Culture, and Community | N/A |
| • Recommendations contribute to achieving Quality of Life | N/A |
| • Recommendations contribute to achieving Land Use Planning and the Natural Environment | N/A |
| • Recommendations contribute to achieving Economic Development | N/A |
| • Recommendations contribute to achieving Municipal Governance | N/A |

Financial Impacts/Source of Funding:

- Do the recommendations represent a sound financial investment from a sustainability perspective?
N/A

There is no cost to the Municipality, only opportunities to leverage cost savings.

Respectfully Submitted by:



Trish Serratore, Chief Financial Officer

Reviewed By:



Sonya Watson, Chief Administrative Officer