OPBA – ECPAR PARTNERSHIP

Ontario Public Buyers Association

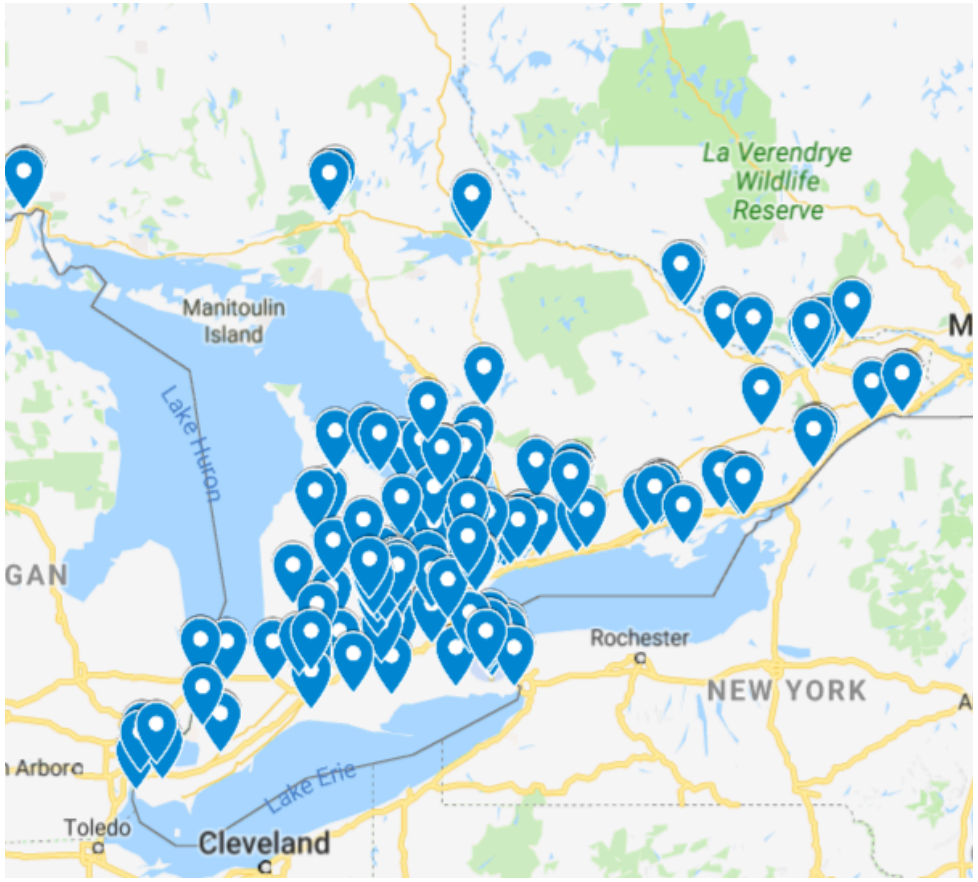
Our Vision

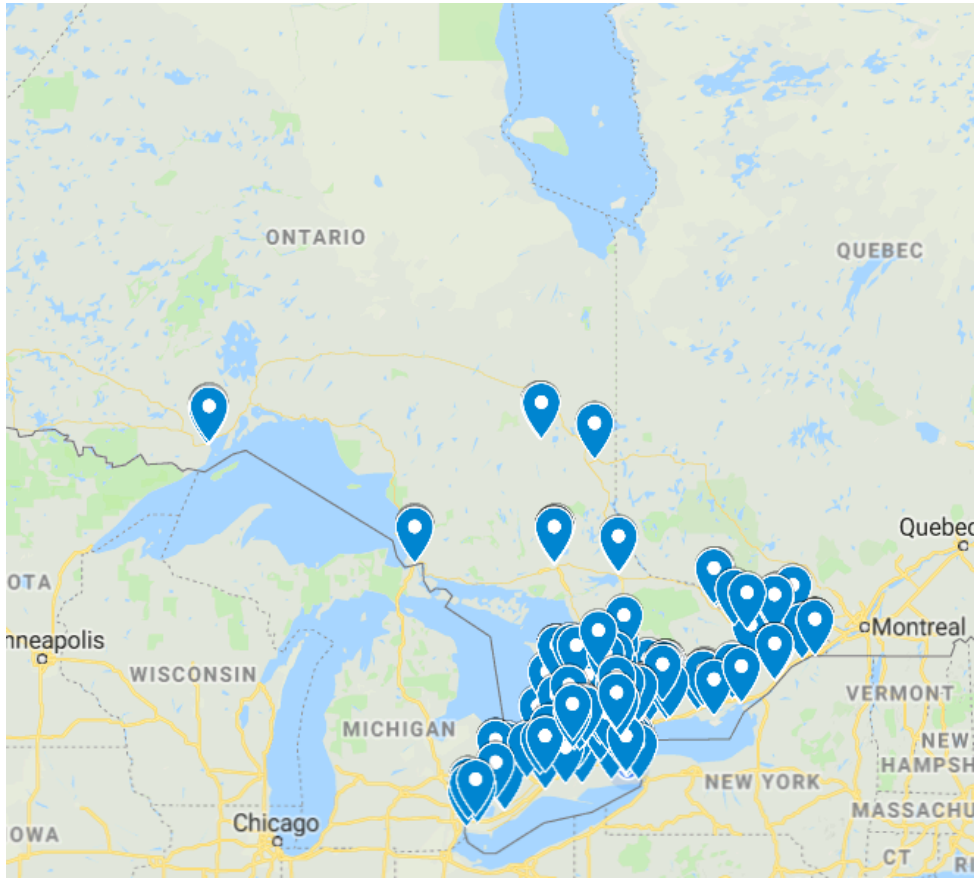
To be the leader in developing and supporting procurement professionals in the ethical and effective expenditure of public funds

Ontario Public Buyers Association (OPBA)

61 year old not-for-profit Professional Association representing Public Procurement Professionals throughout Ontario

Promote the ethical and effective expenditure of public funds and encourage excellence in Public Purchasing through our continuing Professional Development Opportunities, the encouragement of Certification Programs and through Networking amongst our Members





As of September 13, 2019, we have 797 members

We represent over 222 public sector agencies throughout Ontario

Recently announced that OPBA is going national, outside boarders of Ontario

Who Are Our Members

- Municipalities
- Colleges and Universities
- Hospitals
- School Boards
- Conservation Authorities
- Police Services
- Libraries
- Community and Family Services
- Children’s Aid Societies
- Museums
- Parks and Transit Commissions
- Utility Companies

Education and Tools

- Our primary focus in serving our members is to provide them educational opportunities to grow in their profession as well as inform them of current changes in our industry.
- Two streams of development courses: OPBA courses and NIGP courses (Institute for Public Procurement)

Member Professional Development

Reverse Vendor Tradeshow

- Over 460 registered vendors who paid to attend; 19 agencies participated

Spring Workshop

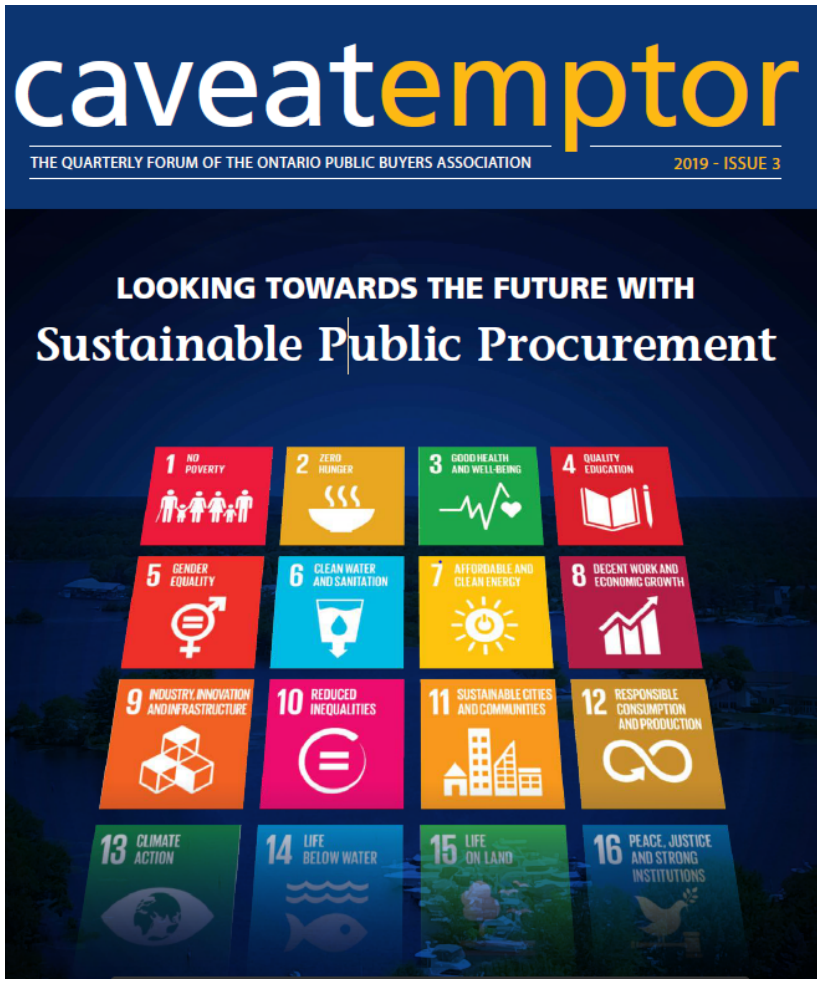
- Changes to Ontario's New Construction Act
- Open to members and other staff

Annual Conference

- Over 200 in attendance, 3 days of sessions and workshops

Annual OPBA Conference

- Held annually during the last week of September
- Three days of informational sessions and networking events
- 2019 held at the Region of Peel
- Over 190 attendees attended



Quarterly Newsletter: Caveat Emptor

Uncharted Waters – Procuring a Courthouse

Gar Darroch, CSCMP, Manager of Procurement Services, City of Burlington

The provincial government began downloading Provincial Offenses Act, (P.O.A.), and related court responsibilities to municipalities in 1998. Since 2001 the four municipalities located in Halton Region, the City of Burlington, Town of Oakville, Town of Milton, and the Town of Halton Hills have been reliant upon two P.O.A. court facilities. One is located in Milton and the other in Burlington; both are leased facilities. As a consequence of consistent growth in the population of Halton Region each facility is overwhelmed with more demands than their capacities can accommodate. There is a clear need for a new, consolidated POA Court facility positioned in a central location within Halton region.

A courthouse has prescribed and defined requirements. These take the form of stipulated design and, in some cases, construction, specifications. One example of a defined requirement is a sally-port. This is a secure vehicular entrance and exit point in the facility in which to transfer prisoners. As a result of the very singular purpose inherent with a courthouse, it was deemed not feasible to consider adapting an existing structure to meet the requirements of a courthouse. Instead a new, purpose built, facility was selected as the preferred option. It would be a large facility in order to accommodate the present demand as well as encompassing the capacity for future, increased, demand.

Location was a contentious issue. Each municipality wanted close proximity to the future facility. In addition, cost was a significant concern. Notwithstanding that the anticipated 15 million dollar construction cost would be shared between the four municipalities the cost was dramatically beyond the reach of the budget funding available. As a result, it was decided to utilize a Private Public Partnership, (P-3), model for a Design, Build, and Leaseback outcome. This would enable a facility to be available for all municipalities without the significant up front capital costs of building the facility. The City of Burlington took the lead role and represented the other municipalities for this collective project.

Service Contracts: Low Dollars, Big Headaches

Scott Agnello, CPPO, CPPB, Supervisor, Procurement, Region of Waterloo

We all have those pesky contracts for services that seem to be the biggest workload and have the smallest dollar award. Whether it's that $10,000 a year landscaping job or the $20,000 snow clearing job, the amount of effort that goes into creating a good bid document and then managing the contract is not proportional. Is there an easy solution to all your service contract questions? Unfortunately there isn't a one size fits all solution that I am aware of. Some agencies swear by Request for Proposals (RFP's) so they can evaluate each vendor, some don't think it's worth the time and issue Request for Quote (RFQ's) or Request for Tenders (RFT's). I will touch on what I think the best type of bid to go out for, how to set up your bid and how to organize and action your bid securities.

Doing an RFP for services allows you to evaluate each vendor and helps eliminate some of the weaker or troublesome vendors. Your strong vendors will shine through if they can put their skills and good performances on paper. Based on this method you shouldn't have any issues with vendor performance during the contract. Seems like a sure fire winner right? Well where you will find issues is with yourself and other staff are spending a lot of time evaluating proposals, when they could be doing other tasks. Most organizations will have multiple bids for janitorial services, snow plowing and landscaping, which means a number of evaluation meetings/processes. With the dollar value on the majority of these contracts being lower in the bid picture of agency spending, are you getting good value for the amount of staff time spent? Lastly you are not necessarily going to be paying the least amount your agency could be. The highest scoring contractor on the technical side could have a higher price than the lowest bidder. So as you can see there are some good and bad

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OPBA and ECPAR

Announcement of OPBA and ECPAR partnership announced at OPBA Conference

OPBA Board is committed participation of our members in ECPAR's Responsible Procurement Barometer

OPBA willing to work with ECPAR to translate ECPAR's tools for green procurement from French to English.

Grant Application

Sustainable Development Goals Program

Moving Markets to Agenda 2030: Deep national engagement in ECPAR's Barometer 2020

Application submitted by MCSP, ECPAR, CBSR, OPBA to Federal Government

OPBA role will be to distribute a survey to our members