



## How Does Group Purchasing Work?

- 1** Contracts are competitively bid, evaluated, and awarded by a using a fair, open, transparent competitive solicitation process that ensures compliance with the Canadian Free Trade Agreement (CFTA) and other regional and national trade agreements.
- 2** Each solicitation contains language that advises all suppliers that the contract may be used by other Broader Public Sector entities as well as non-profits throughout Canada.
- 3** Once award letters are issued, contracts are available for immediate use or "piggy-backing" by Broader Public Sector entities as well as non-profits.



## Using GPO's vs. Traditional Procurement Process

### Group Purchasing: Efficient, Easy 4-Step Process



### Traditional Procurement: Lengthy Process (often 8 weeks+)



## Procurement Departments continue to have to do more with less.

**42%** are being stretched or **working extra** hours.

**81%** indicated they **need improvement** in market alignment, knowledge and expertise.

**25%** report **struggles** with conducting pre-bid research & planning.

**18%** of purchasing teams are **struggling** to meet contract deadlines.

## When Broader Public Sector Entities conduct their own solicitation process:

The average RfX process lasts a duration of

**56** days

On average

**7** required documents or data fields are requested from respondents

The average RfX has

**3** evaluation stages

**4.4** evaluators per RfX for scoring criteria

The average RfX submission is **112** pages long

**27%** of scoring activity occurred outside of normal business hours

## Kinetic GPO can help you save time and money

CFTA Compliant

No Fees to Participate

Open to Any Broader Public Sector Entity

RFSO's Advertised on Biddingo, Bonfire, & Merx

No Volume Commitments

Policies & Procedures Are Fair, Open, & Transparent

### References:

- Bonfire, Benchmark Report 2018. State of the RFP.
- GovWin + Oniva Survey of Government Procurement Professionals 2017.
- Harvard Kennedy School, Cooperative Procurement: Today's Contracting Tool, Tomorrow's Contracting Strategy, Stephen Goldsmith, Oct 2018.
- The Volcker Alliance, "Doing the People's Business," 2017.



**Kinetic GPO**

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