
BC EDUCATION MARKETPLACE YEAR IN REVIEW **2016/17**

A Message from the Chair of the BCEM Procurement Steering Committee

What a difference a year makes! As we celebrate the end of our second year of service to the BC K-12 community, I offer you congratulations on behalf of my colleagues on the BCEM Procurement Steering Committee. It has been an exciting year of growth for the BCEM and we have you to thank. Because 2015/16 was primarily an organizational development year, we reported on just two completed procurement projects a year ago. This year that number is 17 and growing! That success did not happen in a vacuum. It happened because each of you has been willing to explore a new way of doing business with your colleagues across the province. It happened because of your collective willingness to collaborate and participate in the many BCEM projects completed in the past 12 months.

I am also pleased to welcome Bruce Tisdale as BCEM's first Executive Director, effective October 1, 2017. We look forward to the year ahead with optimism and confidence that our success will continue under Bruce's leadership, and to working with Bruce as the BCEM transitions to a permanent entity.

As momentum continues to grow, I extend a sincere thank you to my partners on the BCEM Procurement Steering Committee, the BC Ministry of Education, BC K-12 school districts and partner organizations and to BCEM Director, Maria Melan and her team for all of their hard work in making this year a success.



Lynda Minnabarriet

Chair,
Procurement Steering Committee (PSC)

BCEM Vision

To become a valued and innovative procurement partner to the K-12 sector.

BCEM Mission

BCEM partners with BC K-12 school districts on collaborative procurement initiatives to optimize the use of financial and administrative resources for the benefit of students.

A Message from the Executive Director

It is with great pleasure that I begin my first year as the new Executive Director of the BC Education Marketplace. I have been a supporter of the BCEM since the early days of its creation and I am very happy to have this opportunity to provide leadership to the organization as it grows and evolves.

In my role as Executive Director, I look forward to meeting with district leadership teams across the province to discuss your needs and to find ways that we can collaborate on an increasing number of shared procurement projects.

My sincere thanks to the members of the Procurement Steering Committee (PSC) for their confidence that I can provide the kind of leadership the BCEM needs in the future.

My gratitude also to Director Maria Melan and her team who have worked so hard in the last two years to put a solid organizational foundation in place and launched many successful procurement projects. I look forward to working with all of you in the current school year and beyond.



Bruce Tisdale

Executive Director,
BC Education Marketplace (BCEM)

We are much more
than a marketplace.

We are your partners in
K-12 procurement.

Together we are all
the BCEM.

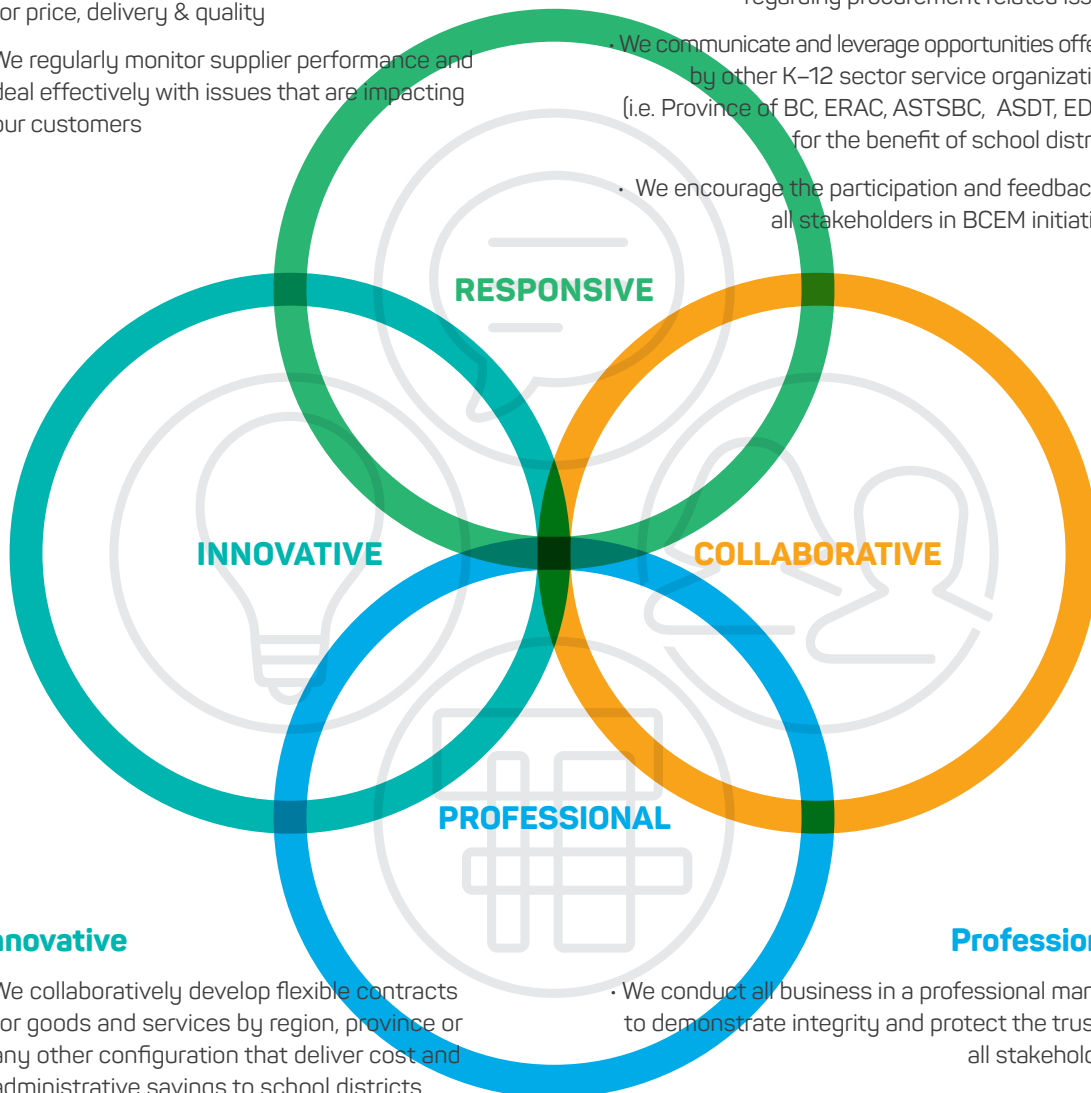
BCEM Core Values

Responsive

- We customize our services and agreements in response to sector needs, feedback and user demand
- We respond immediately and effectively to resolve concerns reported by school districts
- We publish and consistently meet or exceed our customer service standards
- Our contracts clearly stipulate our requirements for price, delivery & quality
- We regularly monitor supplier performance and deal effectively with issues that are impacting our customers

Collaborative

- We plan and execute our projects to balance saving opportunities with consideration for both local and broader K-12 sector priorities and initiatives
- We partner with regional subject matter experts to ensure contracts meet the quality, schedule and pricing requirements of users
- We provide assistance to school district staff regarding procurement related issues
- We communicate and leverage opportunities offered by other K-12 sector service organizations (i.e. Province of BC, ERAC, ASTSBC, ASDT, EDCO) for the benefit of school districts
- We encourage the participation and feedback of all stakeholders in BCEM initiatives



Innovative

- We collaboratively develop flexible contracts for goods and services by region, province or any other configuration that deliver cost and administrative savings to school districts
- We use a continuous improvement operational model to assess and enhance our services

Professional

- We conduct all business in a professional manner to demonstrate integrity and protect the trust of all stakeholders
- We comply with applicable laws, treaties and standard ethical practices for public procurement

BCEM 2016/17: A Year of Exponential Growth

The primary mandate of the BCEM is to plan and execute shared procurement projects for the province's K-12 school districts. Year 2 of operations has been a banner year in that respect. 2015/2016 was primarily a planning and development year but 2016/17 marked the successful completion of a total of 17 shared procurement contracts, for a wide range of goods and services. This year's new projects included:

For Facilities

- Contract for portable classrooms
- Contracts for student furniture: single desks and chairs
- Contract for natural gas (meters over 2000GJ annually)
- Contract for mechanized custodial equipment
- Contracts for garbage bags, paper towel, toilet tissue
- Preferred pricing on classroom audio systems

For Transportation

- Contracts for Bus Route Optimization Software
- Contracts for school bus and fleet maintenance tires

For Information Technology

- Contracts for printers and multi-function devices
- Contracts for desktop, laptop and tablet computers

In addition to these projects, the BCEM laid the groundwork for 2 additional projects which were finalized the summer of 2017:

For School Administrators

- School Cash Management Solution

For District Purchasers

- Agreement with BCNETSource allowing BC K-12 districts access to their agreement for basic office supplies, IT supplies, general paper

Completion of these projects would not have been possible without the expertise and collaboration of the school district staff who served as subject matter experts on the project working groups. To them we extend our sincere gratitude for their contributions of time and knowledge throughout the year.

"I've actively supported shared services procurement for years and welcomed the creation of the BCEM. I have served as a committee member of the PSC and the sub-committee for multi-function devices and copiers. As a financial professional for both a small rural district and a medium district, neither of which have procurement professionals on staff, we rely heavily on the unbiased advice and the work of the BCEM. BCEM's work on natural gas, custodial consumables, copiers, and reviewing our busing RFP has saved us both time and funds. Thank you BCEM for all your work and support."

Sheldon Lee

Secretary-Treasurer,
SD71 Comox

BCEM 2016/17: Communication and Collaboration at Work

During the 2016/17 fiscal year, the BCCEM's plans to collaborate with key stakeholders were turned into action. It was a busy year of exploring new opportunities to work jointly with individual school districts, K-12 partner organizations and even organizations outside the K-12 sector that share common goals with the BCCEM.

- Provided procurement assistance to multiple districts: helped with finalizing contracts and with dispute resolution; guidance in accessing existing agreements; responding to vendor challenges of awarded contracts
- Presented at the BCASBO AGM plus multiple BCASBO Zone Meetings, as well as the annual EFMA conference
- Met with EDCO, the Service Delivery Project Committee and BCNetSource to discuss opportunities to collaborate further
- Co-sponsored a joint professional learning event with EDCO and BCNetSource, attended by 58 people from the K-12 and post-secondary procurement communities
- Introduced a Monthly Agreements Update, delivered electronically, to ensure districts have current information about all active BCCEM Agreements
- Attended a Group Procurement Organizations' (GPO) summit in April to share information and discuss common challenges with colleagues across Canada

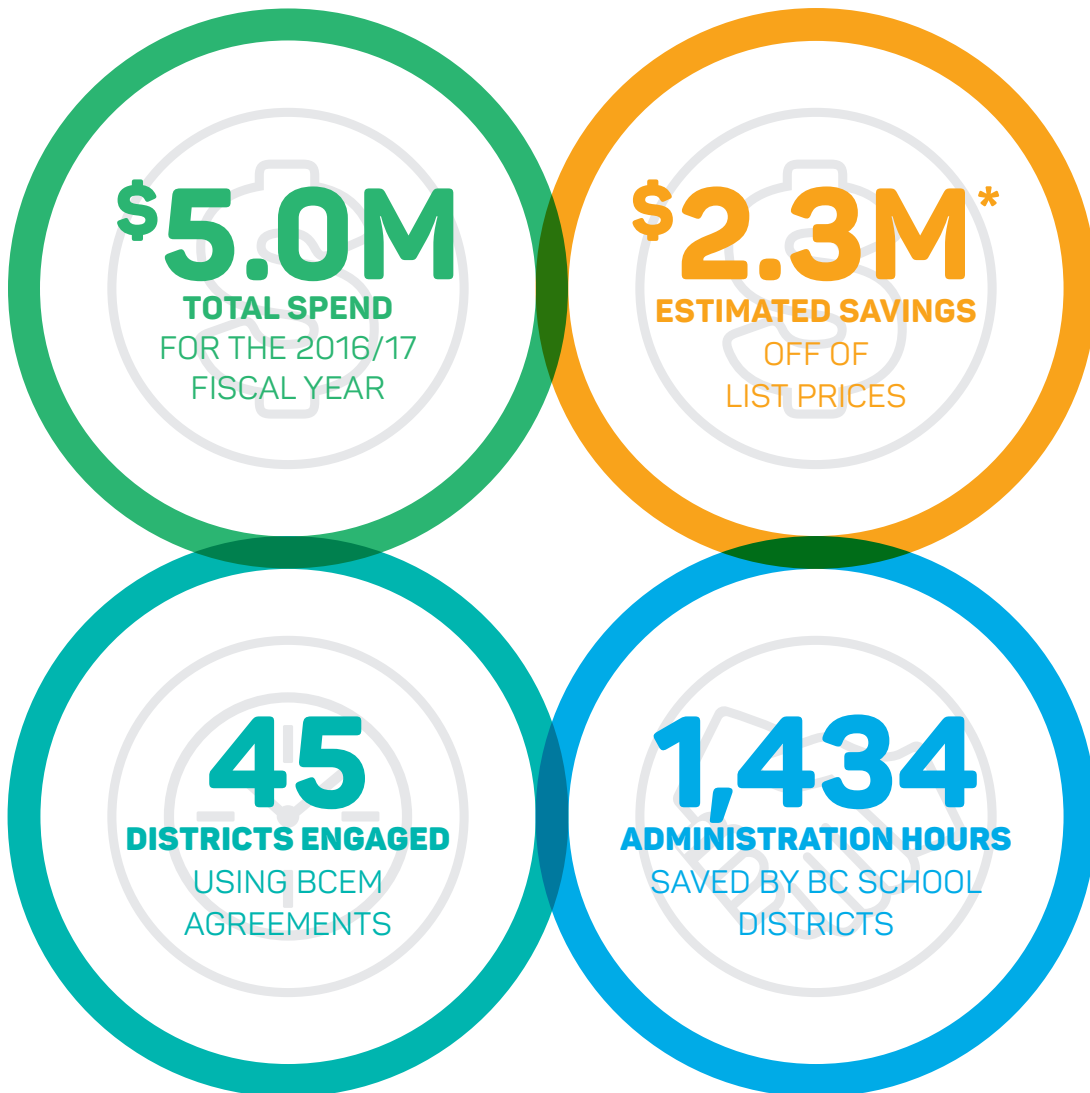
Collaboration remains a core value of the BCCEM. The BCCEM Procurement Steering Committee (PSC) includes representatives from all BCASBO zones and each BCCEM procurement project working group includes subject matter experts from each zone. This is not just a way to ensure that BCCEM agreements meet the needs of as many Districts as possible; it also serves as a catalyst for collaboration and partnership beyond those projects.

"Working on the BCCEM subcommittee for PowerSchool has been beneficial in many ways. It brings together a number of districts to review and improve all aspects of our working relationship with PowerSchool. In addition, the staff at BCCEM provide their contract knowledge and expertise that smaller districts may not have."

Kevin Futcher

Secretary-Treasurer,
SD27 Cariboo-Chilcotin

BCEM Highlights 2016/17



*Cost savings are estimated off of list price, approximately 25% savings of which is attributed to BCEM. This is an estimated average, recognizing that each school district's savings will vary depending on its size and existing contracts with vendors.

BCEM Highlights 2016/17

July – December 2016

- Contract for Garbage Bags implemented, August 2016
- BCEM Stakeholder Engagement Strategy Initiated Project, October 2016
- Access to Contracts Database Enabled for District Personnel, October 2016
- Contract for Bus Route Optimization Software implemented, November 2016
- RFI posted for Waste Disposal and Recycling Services, November 2016

January – June 2017

- Classroom Audio Systems Agreement implemented, January 2017
- Initial meeting for PowerSchool Project, January 2017
- Contract for Paper Towels and Toilet Tissue implemented, February 2017
- BCEM Monthly Agreements Update launched, March 2017
- Contract for Student Furniture implemented, April 2017
- RFI for School-based Accounting and On-line Payments, April 2017
- RFP for Natural Gas Contract (Meters Over 2K GJ Annually), May 2017
- Contract for Portables implemented, May 2017
- Joint Pro D Event with EDCO and BCNetSource, May 2017
- RFP process for Vehicle and Bus Tires completed, May 2017
- Contract for Mechanized Custodial Equipment implemented, June 2017
- Joint RFI process with ERAC: Digital Science Content, June 2017
- RFP process for Desktop Computers, Notebooks and Tablets completed, June 2017
- RFP process for Multi-Function Devices completed, June 2017

BCEM Special Thanks

The BCEM extends sincere gratitude to the members of our Project Working Groups for 2016/2017:

Bus Route Optimization Software

- Robyn Stephenson, SD22 Vernon
- Tracey Syrota, SD91 Nechako Lakes
- Caroline Ponsford, Ministry of Education
- Frank Marasco, ASTSBC
- Dave Mell, ASTSBC

Custodial Products

- Syd Portman, SD63 Saanich
- Bruce Maclean, SD8 Kootenay Lake
- Steve Smoroden, SD43 Coquitlam
- Tim Bancroft, SD91 Nechako Lakes

Desktop, Laptop, Tablet Computers

- Rob Norum, Joe Tank, SD5 Southeast Kootenay
- Sue Sayer, SD37 Delta
- Paul Harrison, Matthew Williams, SD42 Maple Ridge-Pitt Meadows
- Kevin Futcher, SD27 Cariboo-Chilcotin
- Sheldon Lee, Josh Porter, SD71 Comox Valley
- Zeyad Merchant, SD48 Sea to Sky
- Colleen Hannah, SD75 Mission
- Debby Sansome, SD74 Gold Trail
- Michele Kelly, SD39 Vancouver
- Gabriela Cartwright, SD68 Nanaimo
- Gordon Bridge, SD33 Chilliwack
- Sharon Wood, SD83 North Okanagan-Shuswap
- Mark Walsh, SD61 Greater Victoria
- Sharon Thompson, SD43 Coquitlam
- Andrew Samoil, SD52 Prince Rupert

Mechanized Custodial Equipment

- Syd Portman, SD63 Saanich
- Bruce Maclean, SD8 Kootenay Lake
- Steve Smoroden, SD43 Coquitlam
- Tim Bancroft, SD91 Nechako Lakes

Multi-Function Devices

- Rob Norum, Joe Tank, SD5 Southeast Kootenay
- Sue Sayer, SD37 Delta
- Paul Harrison, Matthew Williams, SD42 Maple Ridge-Pitt Meadows
- Sheldon Lee, Josh Porter, SD71 Comox Valley
- Kevin Futcher, SD27 Cariboo-Chilcotin

Natural Gas (Meters Over 2K GJ Annually)

- Barry Beppe, SD57 Prince George
- Emil Bock, SD68 Nanaimo-Ladysmith
- Ron Macdonald, SD39 Vancouver
- Rob Norum, SD5 Southeast Kootenay

Portables

- Pete Godau, SD62 Sooke
- Jason Hodgins, SD61 Victoria
- Mike Ross, SD68 Nanaimo

PowerSchool

- Rob Norum, SD5 Southeast Kootenay
- Kevin Futcher, SD27 Cariboo-Chilcotin
- Norine Durham, SD27 Cariboo-Chilcotin

BCEM Special Thanks

The BCEM extends sincere gratitude to the members of our Project Working Groups for 2016/2017:

PowerSchool, Cont'd

- Patti Dundas, Diane Lebel, SD36 Surrey
- Monica Schulte, SD42 Maple Ridge-Pitt Meadows
- Chris Nicoll, SD43 Coquitlam
- Shehzad Somji, SD48 Sea to Sky
- Maureen Hambley, SD68 Nanaimo-Ladysmith
- Trina Cassidy, SD73 Kamloops-Thompson

Propane

- Steve Jackson, SD6 Rocky Mountain
- Raymond Miller, SD73 Kamloops/Thompson
- Barry Beppe, SD57 Prince George
- Brian Branting, SD79 Cowichan Valley

School Accounting Software

- Dale Culler, SD6 Rocky Mountain
- Andrew Samoil, SD52 Prince Rupert
- Karen Blow, SD79 Cowichan Valley

Student Furniture

- Anita Doig, SD38 Richmond
- Cheryl Pallett, SD73 Kamloops-Thompson
- Al Ure, SD6 Rocky Mountain
- Patti Doege, SD79 Cowichan
- Steven McPhillips, SD82 Coast Mountains

Tires: Vehicle and Bus

- Bill Graham, SD5 Southeast Kootenay
- Robyn Stephenson, SD22 Vernon
- Tracey Syrota, SD91 Nechako Lakes
- Brian Gordon, SD62 Sooke

Transportation

- Bill Graham, SD5 Southeast Kootenay
- Robyn Stephenson, SD22 Vernon
- Tracy Syrota, SD91 Nechako Lakes
- Brian Gordon, SD62 Sooke
- Dave Mell, ASTSBC

BCEM People

Governance

The BC Education Marketplace Procurement Steering Committee (PSC) is appointed by BCASBO and reports to the Service Delivery Steering Committee (SDSC). We gratefully acknowledge the generous contributions of time, expertise, thoughtful leadership and enthusiastic support of these BCEM champions:

Lynda Minnabarriet (Chair)	Secretary-Treasurer, SD74 Gold Trail	Thompson/Okanagan
Cam McIntyre	Secretary-Treasurer, SD52 Prince Rupert	North Coast/ Northern Interior
Jason Sandquist	Secretary-Treasurer, SD79 Cowichan Valley	Vancouver Island
Flavia Coughlan	Secretary-Treasurer, SD42 Maple Ridge-Pitt Meadows	Fraser Valley, Metro & South Coast
Natalie Verigin	Secretary-Treasurer, SD20 Kootenay-Columbia	Kootenay/Boundary

Host School District Support

Patti Dundas	Assistant Secretary-Treasurer, SD36 Surrey	Host School District, SD36 Surrey
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Ministry of Education Support

Angie Mallhi-Johal	Project Director, Service Delivery Initiative	Ministry of Education
Kim Horn	Executive Director, Service Delivery Initiative	Ministry of Education

Operations Staff

BCEM facilitates, coordinates and manages collaborative procurement projects on behalf of the K-12 sector.

Bruce Tisdale	Executive Director
Maria Melan	Director
Sharon Watkins	Project Coordinator
Gayle Kovacs	Senior District Office Clerk
Lloyd Pendleton	Project Manager (0.5 FTE February – June 2017)

SAVINGS.

TO REINVEST IN CLASSROOMS.

SERVICE.

TO SUPPORT DISTRICT PROCUREMENT SERVICES.

SOLUTIONS.

TO SHARE KNOWLEDGE AND INCREASE COLLABORATION.



bcedmarketplace.ca