



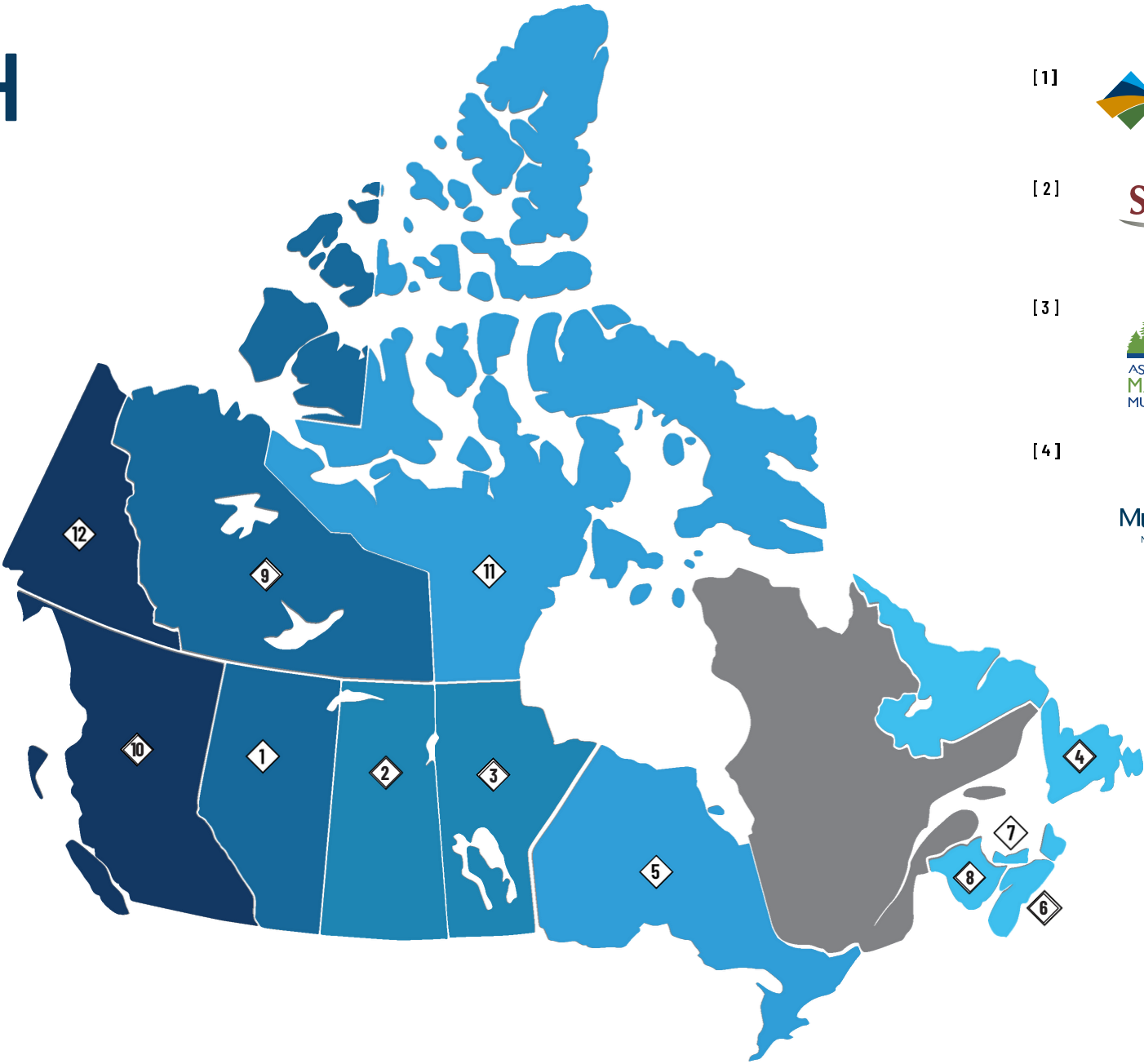
# The Canoe Way

Doing Business with the Canoe Procurement Group of Canada

# Introducing Canoe Procurement Group



# OUR REACH



[ 1 ]  **RMA**  
RURAL MUNICIPALITIES  
of ALBERTA

[ 2 ]  **SARM**  
Saskatchewan Association  
of Rural Municipalities

[ 3 ]  **ASSOCIATION OF  
MANITOBA  
MUNICIPALITIES**

[ 4 ]  **Municipalities**  
Newfoundland and Labrador

[ 5 ]  **LAS** | AMO  
Business  
Services

[ 6 ]  **NOVA SCOTIA  
FEDERATION OF  
MUNICIPALITIES**

[ 7 ]  **FEDERATION  
of  
PRINCE EDWARD ISLAND  
MUNICIPALITIES**

[ 8 ]  **UWMB**

[ 9 ]  **“nwtac”**  
NWT Association of Communities

[ 10 ]  **CIVICINFOBC**

[ 11 ]  **NAM**

[ 12 ]  **AC**  
ASSOCIATION OF YUKON COMMUNITIES

# Our Members



- ◆ Municipalities
- ◆ Provincial Governments
- ◆ Regional Municipalities
- ◆ Indigenous Communities



- ◆ Universities
- ◆ Colleges
- ◆ K-12



- ◆ Hospitals
- ◆ Long term care homes (public or non-profit)
- ◆ Blood services
- ◆ Public Health Laboratories
- ◆ Community Health Centres
- ◆ Public Health Units

(Municipalities, Academic, Schools, Healthcare)





# Why do Members Choose Canoe?

## Compliance and Efficiency

- ◆ Canadian Free Trade Agreement (CFTA), 2017
- ◆ Regional Trade and Directive Compliance
- ◆ Operational Effectiveness/Efficiency

# Why do Suppliers Partner with Canoe?

- ◆ Increased market exposure
  - ◇ Wider audience
  - ◇ Reputation enhancement
  - ◇ Networking opportunities
- ◆ Streamlined processes through Canoe
  - ◇ Efficiency
  - ◇ Compliance





Contract: CAN-2023-021-IOL

Contract Valid Until: 30 Nov 2027

Invoiced Through Association

Contract Documents:

[RFP](#) | [Contract](#) | [Evaluation Summary](#)



Contract: 090320-ESL

Contract Valid Until: 2 Nov 2024

Invoiced Direct from Supplier

Contract Documents:

[RFP](#) | [Contract](#) | [Evaluation Summary](#)



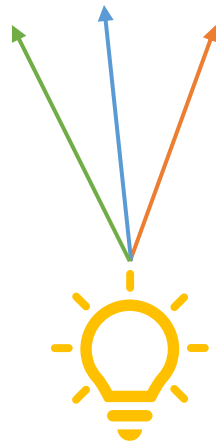
Contract: RMA-2023-003-NAP

Contract Valid Until: 11 Nov 2025

Invoiced Direct Through Supplier

Contract Documents:

[RFP](#) | [Contract](#) | [Evaluation Summary](#)



## Become a Canoe Approved Supplier



The Canoe Way

# 350+ Contracts. Are You an Authorized Dealer or Reseller?



<https://canoeprocurement.ca/programs/>

The Canoe Way



# Becoming a Canoe Approved Supplier



```
graph LR; A[Research] --> B[Develop]; B --> C[Post]; C --> D[Evaluate]; D --> E[Award]; E --> F[Manage & Educate];
```

Research

Develop

Post

Evaluate

Award

Manage &  
Educate

# Research

- ◆ Member engagement
- ◆ Stakeholder groups
- ◆ Survey tools
- ◆ Lessons learned
- ◆ Contract performance
- ◆ Requests for Information
- ◆ Supplier consultations



# RFx Development

## Traditional Tender



☐ Defined products and fixed pricing

☐ Specification based

☐ Lowest price

## Canoe RFP



☐ Product category and innovative solutions

☐ Value based

☐ Best price/discount



# Post

- ◆ Read the RFP
- ◆ Review procurement portal
- ◆ Follow milestones (Q&A)
- ◆ Don't wait until the last minute



# Proposal Submission

- ◆ Structured response process
- ◆ Suppliers enter their responses and information into the procurement portal
- ◆ Do not include information that is not explicitly requested
- ◆ Don't wait until the last minute



# Award

- ◆ Notification vs. contract execution
- ◆ Negotiations
- ◆ Account setup
- ◆ Onboarding process
- ◆ Congratulations!

**Train. Collaborate. Promote**

# Canoe Resources

- ◆ Supplier Relations
  - ◆ Contract support
  - ◆ Dealer and sales training
  - ◆ Business reviews
- ◆ Marketing and Communication team
  - ◆ Campaigns (Social & newsletter)
  - ◆ Canoe Approved Supplier branding
  - ◆ Canoe website
- ◆ Client Relations
  - ◆ Tradeshows
  - ◆ Member training
  - ◆ Compliance reviews





# Stay Informed

- ◆ Working with Canoe website
- ◆ Association partners
- ◆ Upcoming opportunities

Sourcewell  
Procurement  
Portal



Canoe  
Procurement  
Portal



Q2 2024	Janitorial Supplies and related equipment
	Electrical and Power Distribution Products & Equipment
	Plumbing Fixtures, Supplies, Tools and Equipment
	Lumber and related building materials.
Q3 2024	After Market Truck Parts Program
	Fleet Upfitting Program
	Job Order Contracting
Q4 2024	Commercial Laundry Equipment

**QUESTIONS?**