

Deloitte.



WeirFoulds^{LLP}

Optimize public procurement
to reduce risk and maximize value



Public sector leaders have long recognized the need to develop a more integrated and efficient approach to public procurement to attract top-quality contractors and suppliers and ensure cost effective delivery of government programs and services.

However, competition for government work may be unintentionally compromised by widespread practices originally designed to minimize costs, reduce risk exposure and improve governance for public funds. Well qualified suppliers are often deterred from bidding on government work. Meanwhile, value for money is lost when suppliers hedge their prices in response to risk transfer. Unfortunately both of these problems have become common in recent years. Studies suggest that current procurement practices are adding significantly to the cost of running government (conservatively adding a minimum of 5% to annual government construction costs).

To create a result-oriented and optimized approach to public procurement, elected officials and senior management must have access to robust business intelligence and professional advice that will reveal the relative costs, benefits, strengths and weaknesses of their current purchasing programs and provide options to improve performance.

Now, three of Canada’s leading authorities on public procurement have forged a unique strategic alliance to address these challenges. The alliance pools the expertise of Deloitte, Canada’s leading audit, tax, financial advisory and consulting professional services firm, WeirFoulds LLP, one of Canada’s most established and reputable legal service firms in public law, and the specialist public sector procurement business consulting firm Purchasing Consultants International to create a fully integrated procurement solution.

Our comprehensive team-based approach cuts across boundaries of professional discipline to provide comprehensive, risk balanced and value-oriented advice across the entire field of public procurement.

Supply chain management framework

Planning	Sourcing	Moving	Paying
Products and suppliers are evaluated and selected	Information processes including contracting, ordering and expediting	Physical processes from the supplier to the end-user	Financial processes including payment rebates and performance measurement

How we can help

- Comprehensive **design and implementation** of cost-effective public procurement processes.
- A **balanced and integrated approach** to the commercial interests of the government as buyer, while respecting the need for open, fair and transparent processes;
- A uniquely **integrated and detailed diagnostic review** of a client's procurement program, covering all risks presented by the litigious nature of today's public procurement process, the requirements of effective corporate governance, and the practical operational constraints within which public entities operate.

We provide an introductory diagnostic study that enables clients to measure their success in meeting their program goals, identify concrete opportunities for improvement and propose realistic solutions to remedy the problem. It identifies any weaknesses in a procurement program, diagnoses their cause and serves as the basis for sustained and measurable performance improvement.



Client solution = Optimized public procurement

Our study will:

- **Assess** the existing organizational structure, detailing its overall strengths, weaknesses, available opportunities for improvement and mapping out a general tactical plan to allow such opportunities to be taken;
- **Identify** any gaps and inconsistencies in the overall purchasing process, including applicable by-laws and policies;
- **Contrast** the existing procurement process against current best practices within the public sector;
- **Identify** opportunities for enhancing the procurement process, including opportunities for leveraging the application of technology;
- **Provide** a preliminary assessment of overall end-user (or "customer") satisfaction, including any relevant service level agreements;
- **Provide** a preliminary assessment of supplier relationships;
- **Identify** any apparent training needs of purchasing staff, their clients and suppliers; and bring forward recommendations to raise best public procurement practices to a higher standard more consistent with management objectives and to simplify and streamline existing processes, in each case detailed as short term (between 0–6 months), medium term (from 6–12 months) and long term (12–24 months).

To learn more about our unique service offering, or to book an appointment to discuss your procurement challenges, please call one of the members of our team:



Gordon Penley
Partner and GTA Public Sector
Industry Leader
Deloitte
416-643-8020
gpenley@deloitte.ca



Stephen W. Bauld
President and CEO
Purchasing Consultants
International Inc.
905-484-1421
stephenbauld@purchasingci.com



Glenn W. Ackerley
Partner
WeirFoulds LLP
416-947-5008
gackerley@weirfoulds.com

About Deloitte

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About PCI

Purchasing Consultants International is Canada's leading boutique consultancy firm, specializing in the public procurement process. We serve the community by working with suppliers, government and the broader public sector to make government purchasing more effective and economic. PCI promotes collaboration and professionalism in all types of public procurement from standard goods and services procurement, to P3s, to the outsourcing of government service delivery and program resources to private sector enterprise.

www.purchasingci.com

About WeirFoulds LLP

Since before Canada was a nation, the lawyers of WeirFoulds have been proud to serve the needs of our clients with their most difficult and complex matters. We are, and aspire to be, the firm of choice for clients within our chosen practice areas: 1) Litigation; 2) Corporate; 3) Property; and 4) Government Law. We have acted in some of Canada's most significant mandates and have represented clients in many landmark cases. Reflecting the firm's focus, our lawyers are consistently recognized as leaders in their chosen areas of practice and in the profession at large.

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