March/April 2015
ASDT Update

Sector sets sights on longer range vision for ASDT

Building on the momentum and successes of the ASDT initiative to date, the ASDT governance groups have begun to look further into the future and see a need for a longer term strategic direction for the collaborative initiative.

With Wave 1 opportunities well underway and the initial scope for Wave 2 identified, plus the recent appointment of a Sector Executive Lead for ASDT (see page 2), the ASDT Steering Committee and post-secondary leads have initiated discussions about the future of the ASDT Initiative beyond 2015/16.

Prompted by a preliminary discussion at the March 25 ASDT Steering Committee meeting about potential longer range opportunities, members discussed a need to evolve the role of the Steering Committee to scan further ahead in order to support the collaborative initiative over the long term.

In anticipation of a joint ASDT governance and strategy planning workshop being scheduled for a date to be determined in June, a portion of the April 14 Sector Leads session was devoted to reviewing a draft ASDT accountability framework and drafting a common vision for the future potential of ASDT. This feedback will be brought forward to the ASDT Steering Committee and Joint Procurement Committee as input into their strategic planning and governance discussions.

Langara’s Chris Arnold-Forster describes his group’s future vision of the ASDT Initiative as part of a Lego visioning exercise at the Sector Leads workshop on April 14.
On April 1, Barry Coulson became the new Sector Executive Lead for the ASDT initiative, seconded from his position as Langara’s Associate VP Administration and Finance. Barry is now responsible for increasing sector awareness and engagement in ASDT opportunities, and for leading the identification, development and implementation of ASDT financial services and other projects.

“I am really impressed by how far we have come since the inception of the ASDT initiative. While we have always enjoyed cooperation across our sector, this initiative has provided the catalyst for that cooperation to include all 25 public post-secondary institutions at the same table. ASDT has allowed us to leverage our subject matter experts to the benefit of all, and has enabled us to share best practices and knowledge among us. I congratulate everyone who has participated in the hard work that has enabled this level of success.

As a sector, we are now entering the next phase of the ASDT initiative, with the full-scale launch of the Joint Procurement Operations Team (JPOT) and the ongoing development of a transition plan for the ASDT Collaboration Office – a transition from a government funded initiative to a mature, fiscally stable program that is led by the sector in partnership with the Ministry of Advanced Education. With your input and guidance, this transition can take us beyond joint procurements into a broader range of opportunities. As always, the focus will be on bottom-line savings and cost avoidance for every post-secondary institution while recognizing the intangible benefits from the ASDT initiative.

I am very excited at the prospect of leading the ASDT initiative through this next stage of its development, and I look forward to continuing to work with you in this endeavor. I would like to express my sincere appreciation for your support and assistance, particularly over the past several months. I greatly value your input and am always available to discuss ASDT initiatives with you.”
New JPOT Director sees a bright future in collaborative procurement

On April 1, Dennis Silva, formerly Director of Payment and Procurement Services at UBC, became the new Director of the Joint Procurement Operations Team (JPOT). Dennis says he’s looking forward to building on the established foundation of joint procurement for the benefit of the sector.

“Over the past year and a half, our dialogue, collaboration and shared learnings, along with the investment and leadership contributed by the sector, has been incredible to be part of and to see our collaboration grow to the next level. I know our efforts are appreciated and our future is bright!

Our progress and programs such as Natural Gas, C-Card and Travel Management have showcased our advances and our challenges in delivering benefits and savings. The environment within which we operate is demanding as our institutions expect greater value and greater emphasis on transparency and accountability. Add in external factors such as the drop in the Canadian dollar, changes in the marketplace and the evolution of technology, we need to be creative, relentless and increasingly focused to drive mutual value for the sector. It’s a great time to be a procurement professional!

As the JPOT enters this next phase, support and focus will be key to meeting the challenges. Collectively, we will need constant engagement to respond to changes in the marketplace, to identify opportunities, and to integrate and synchronize to maximize our collective strengths to deliver value.

Furthermore, as we learn and mature, the JPOT will support the consortia to work with suppliers to innovate and add value with us. We have an opportunity as a sector to seize these prospects and pass on the value. I am very excited and look forward to working with everyone in our next phase of the journey.”

In support of the expanded joint procurement role on behalf of the sector, Dennis will be overseeing three JPOT staff members.

Brian Peterson, seconded from his position as Procurement Officer for UBC, is the new JPOT Category Analyst. Brian will be analyzing the procurement of commonly purchased goods and services within the sector and taking a high level approach in identifying opportunities.

Mohammed Hassan joins the JPOT as a Procurement Officer, initially to support UBC’s lead of the Courier and Office Supplies initiatives, with added duties over time. Mohammed has extensive professional experience in public procurement, having been a member of the Acquisitions Branch of Public Works Government Services Canada (PWGSC) for 36 years in a number of roles, most recently Supply Specialist (Senior Buyer).

John Braybrook has come out of recent retirement as a procurement officer at UVic to take on a part-time role as JPOT’s second Procurement Officer, adding valuable knowledge to the team.

Mohammed Hassan, JPOT Director Dennis Silva, and Brian Peterson.
# ASDT Initiative Progress Summary – March/April 2015

<table>
<thead>
<tr>
<th>INITIATIVE</th>
<th>PROGRESS HIGHLIGHTS</th>
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<tbody>
<tr>
<td>Travel Management</td>
<td>The Consortium Team voted to proceed to contract negotiations with the top-ranked proponent in the Best Value approach being used. Negotiations are expected to take up to 30 days. If successful, contract award is targeted for mid-May 2015.</td>
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<tr>
<td>Vending</td>
<td>Notice has been sent to the lead proponent requesting best and final offer (BAFO), due mid-May. Contract award is targeted for June 2015.</td>
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<td>Office Supplies</td>
<td>The working group has been reconstituted and a schedule of project dates drafted. A survey of PSIs was conducted to refresh previous data collected, and a letter to request usage data from participating PSI vendors was drafted.</td>
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<td>Natural Gas</td>
<td>Benefits from both the Natural Gas Transport and Customer Choice programs are now being tracked monthly. The PSIs participating in the Transport program sold back an unused portion of their summer 2015 gas volumes. The Natural Gas team is currently working with a complement of new PSIs that are considering opting in to the Natural Gas program for 2015/16.</td>
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<td>Print Strategy</td>
<td>A draft sector print strategy report will be delivered by the end of April and then shared with working groups for comments. The final report and presentation are expected to be completed by POG consulting by the end of May 2015.</td>
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<td>Commercial Card</td>
<td>Implementation has been completed for College of New Caledonia, with Langara, Camosun, University of the Fraser Valley, Northern Lights College and SFU in progress.</td>
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<td>Central Deposit Program</td>
<td>With 19 PSIs participating and 16 having made deposits, additional interest totalling $108K has been earned on $109M on deposit.</td>
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<td>Reduced Merchant Fees on</td>
<td>The TD Merchant Fee sector agreement is in progress, with an interim process currently in place. Onboarding is complete for ECUAD, and underway for JIBC, Royal Roads and Okanagan College.</td>
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<td>Credit Cards</td>
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<td>Banking Services</td>
<td>Provincial Treasury has received a proposal for banking services from RBC and will be analyzing it starting in May using sector data to determine fit.</td>
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<td>Cylinder Gas</td>
<td>The Business Case was approved by Joint Procurement Committee and work is underway on a draft Sector Working Group Terms of Reference and draft project plan.</td>
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<tr>
<td>Procure-to-Pay (P2P) Business Case</td>
<td>The Sector Working Group Terms of Reference was finalized to incorporate WG feedback. Drafting of the Business Case is underway; on track to be completed by end of June 2015.</td>
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Wave 2 Project Leads established

The Sector Leads and working groups are ramping up for the Wave 2 initiatives. Here is a quick listing of the Wave 2 procurement opportunities and sector leads to date. Each PSI will be assessing these opportunities to determine their participation. If you have any questions please email the ASDT Collaboration Office (AVED.ASDTOffice@gov.bc.ca) or contact the project lead directly.

Courier Services
Sector Lead: Mike Frost, UBC
Email: michael.frost@ubc.ca

Cylinder Gas
Sector Lead: Mike Frost, UBC
Email: michael.frost@ubc.ca

Managed Print Services
Sector Lead: Lilian Ding, SFU
Email: lilian_ding@sfu.ca

Trade Equipment Purchases
Sector Lead: TBD

Office Supplies
Sector Lead: Mike Frost, UBC
Email: michael.frost@ubc.ca

Spread the Word – the ASDT Online Discussion Forum!

It’s free, easy to find, easy to use, and brings results!

The On-line Discussion Forum is at your fingertips right from the ASDT SharePoint home page.

Have a look at some of the discussions already started there, and join in or start your own. Think about using it to promote your institution’s next procurement RFP, or even before that stage in reaching out to see if any other institutions are interested in joining yours.

This update is distributed to:

- PSI Presidents
- VPs of Finance and Administration
- Directors of Finance (FinWizards)
- Procurement Professionals
- ASDT Steering Committee
- ASDT Joint Procurement Committee
- BCAIU, RUCBC, and BCC Presidents
- ASDT Leads and Teams
- BCcampus
- Post Secondary Employers’ Association
- BCNET
- Ministry of Advanced Education

ASDT Initiative in Pictures

If you enjoyed the photographs in this edition of ASDT Update and want to see more, check out the Photo Gallery on the ASDT SharePoint site at the link below!

Reference Library > Communications > Photo Gallery