

OECM – Your Partner in Collaboration

Provincial Offences Administration (POA) Summit

November 1, 2018



Savings | Choice | Service

Our Presenters



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Business Relationship Manager



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Customer Relationship Manager

Our Conversation Today

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About Us

A trusted not-for-profit partner for Ontario's education sector and other Broader Public Sector (BPS) entities.

We offer a comprehensive **choice** of products and services, generate significant **savings**, and deliver responsive and consistent **service** for our customers.

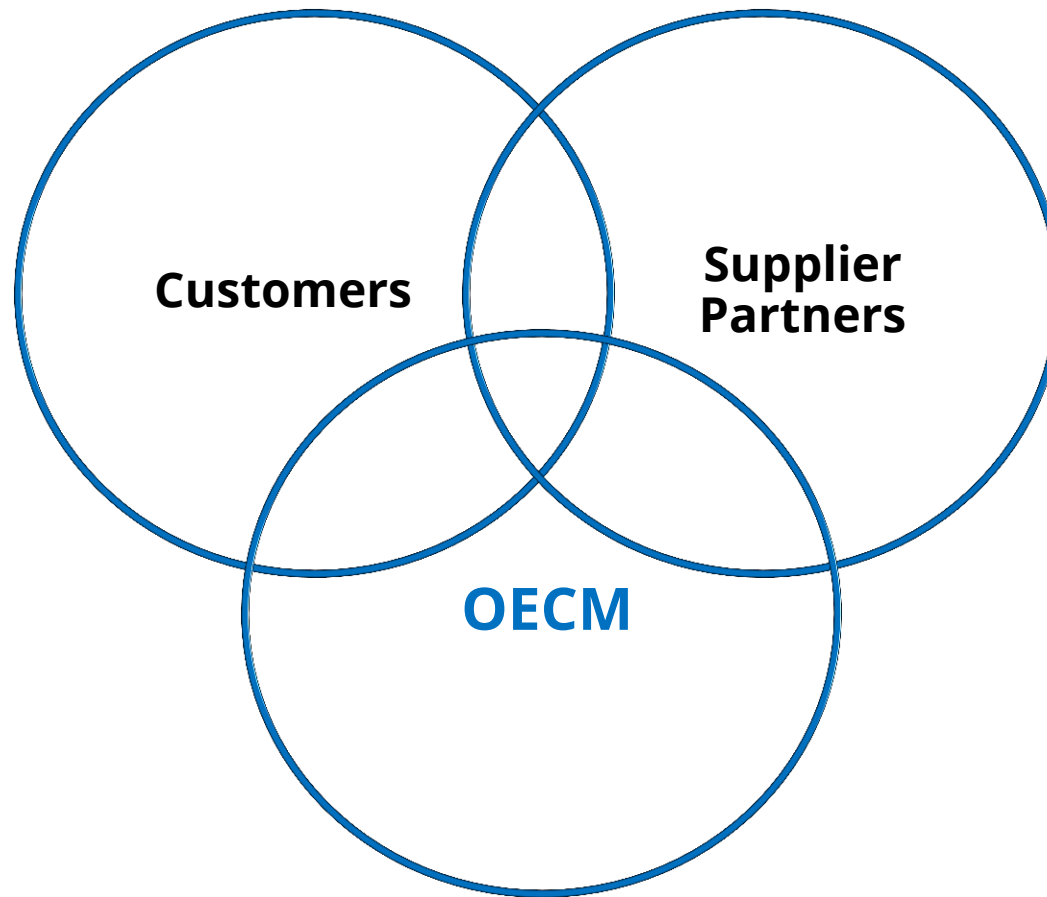


OECM Advantages

Why collaborate with OECM?

- 1 Drive savings** with competitive pricing leveraged from consolidated volumes from other institutions across the province
- 2 Increase operational efficiency** in issuing RFPs and **ensure compliance** to the newly enacted Trade Agreements and BPS Procurement Directives
- 3 Tap into new markets** with access to a pre-qualified supplier partners, through an open, fair, and competitive procurement process
- 4 Share expertise** through support from OECM and suppliers in managing the agreements
- 5 Foster innovation, strategic thinking and contract management** through OECM's collaborative sourcing process

Unlocking the Power of Collaboration



OECD Sourcing Process



OECD conducts sourcing projects in a fair, transparent and competitive manner, compliant with the Trade Agreements as well as the BPS Procurement Directive.

Building a Powerful SRM Program

We care for a strong supplier relationship that would allow continuous, long-term success



OECM MARKETPLACE



OECM Marketplace of Choice



Educational and
Recreational
Supplies



IT Hardware



Transportation
and Courier



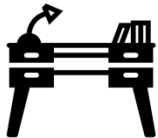
Facilities and
Operations



IT Professional
Services



Finance



Furniture and
Furnishing



IT Solutions

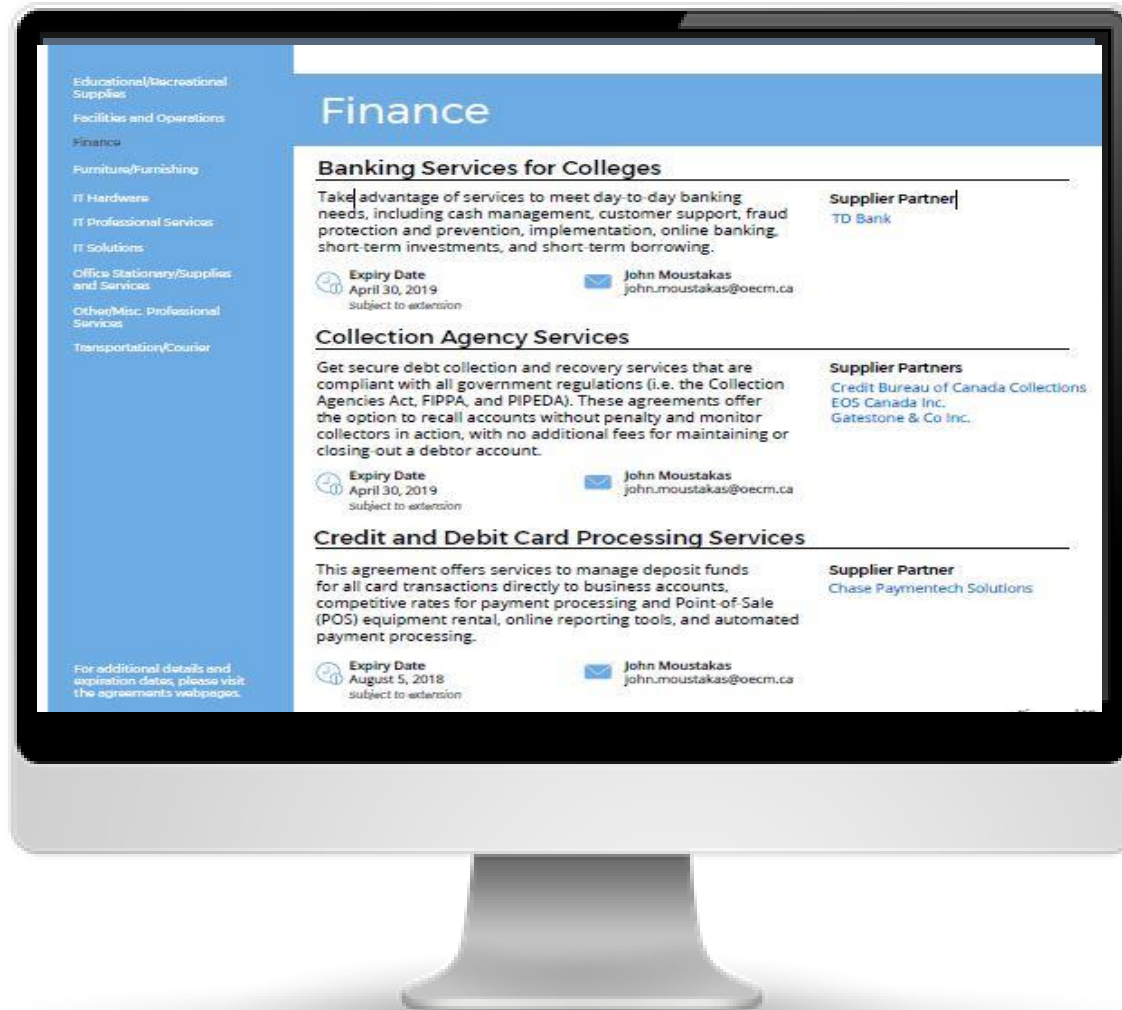


Office
Stationary and
Supplies



Others and
Misc.

Marketplace – Finance Category



Collection Agency Services Agreement

TERMS

- April 2014 – April 2021
- OECM will retender on 2020

WHAT YOU WILL GET

- Licensed, bonded and experienced debt collectors
- Secure, confidential services
- Cross border services
- On-Site Resource
- Option to recall accounts without charge or penalty
- Vast reporting capabilities - including online reporting
- No fee for maintaining or closing-out a debt or account
- Opportunity to monitor and observe collectors in action
- First and second placement collection services
- Knowledge transfer to effectively manage in-house collection recovery services

COVERAGE

- Licensed for all Canadian Provinces and Territories
- United States
- International

Collection Agency Services Agreement

2014 to 2018

\$17M

Recovered



Collection Agency Services Agreement

Details

01 Customer receivable information is provided to the supplier

02 Supplier locates and contacts the debtor
(Supplier has the ability to take legal action if required by customer)

03 Payment is collected from Debtor
(full amount of debt plus accrued interest, if applicable)

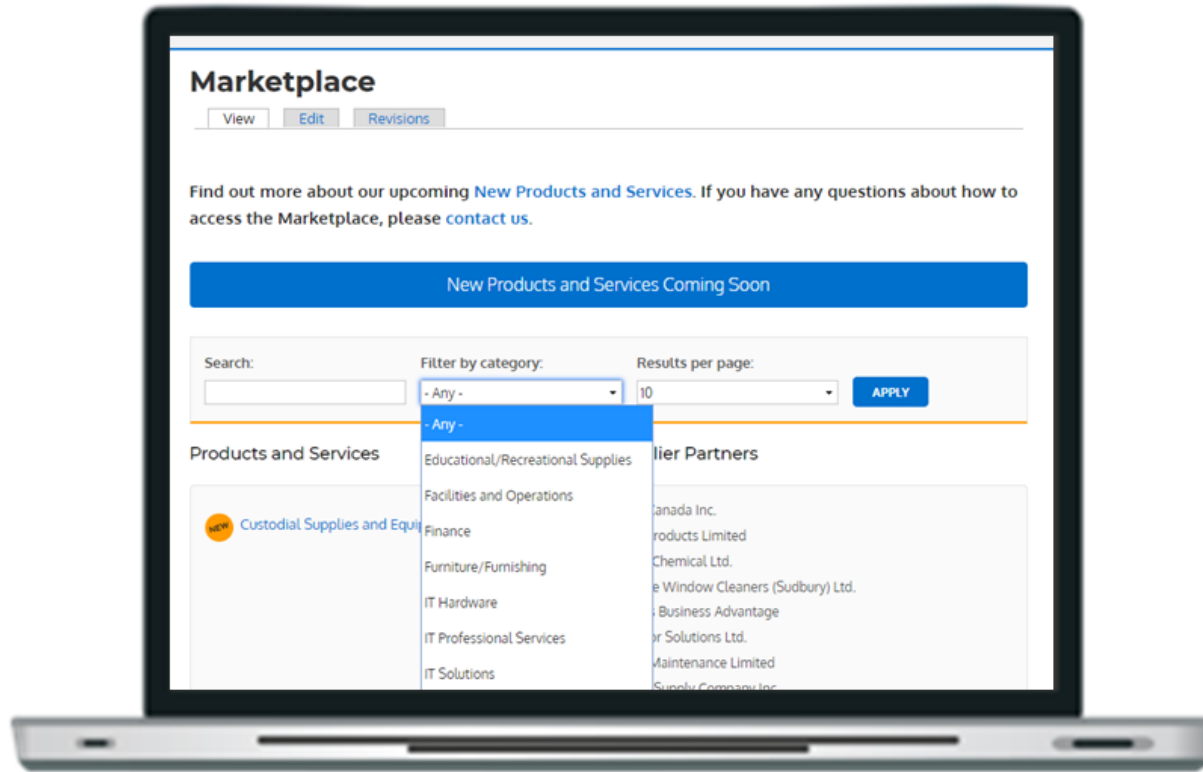
04 Payment is received from debtor
Incl. all collection costs *(e.g. credit checks, MTO searches, etc.);*

05 Payment sent to Customer
Customer pay the Supplier

06 Final Steps:
(Reporting/Debtor Support/Brand Integrity)

A Marketplace of Choice

www.oecm.ca



66
AGREEMENTS

603
CUSTOMERS

189
SUPPLIERS

OECM conducts procurements that are compliant with the Broader Public Sector (BPS) Procurement Directive and the trade agreements

! As of September 2018



HOW TO ACCESS THE OECM MARKETPLACE

Want to buy products and services through the OECM Marketplace? Follow these four steps to get started! Remember, there are [no registration costs, membership fees, or spend commitments](#) to use the Marketplace.

For more information about agreements, contact our Business Relationship Managers.
For general inquiries, email us at info@oecm.ca.

①

CREATE
YOUR OECM
ACCOUNT

②

ACTIVATE
YOUR OECM
ACCOUNT

③

ACCESS
THE OECM
MARKETPLACE

④

BROWSE
AGREEMENTS
AND BEGIN
PURCHASING

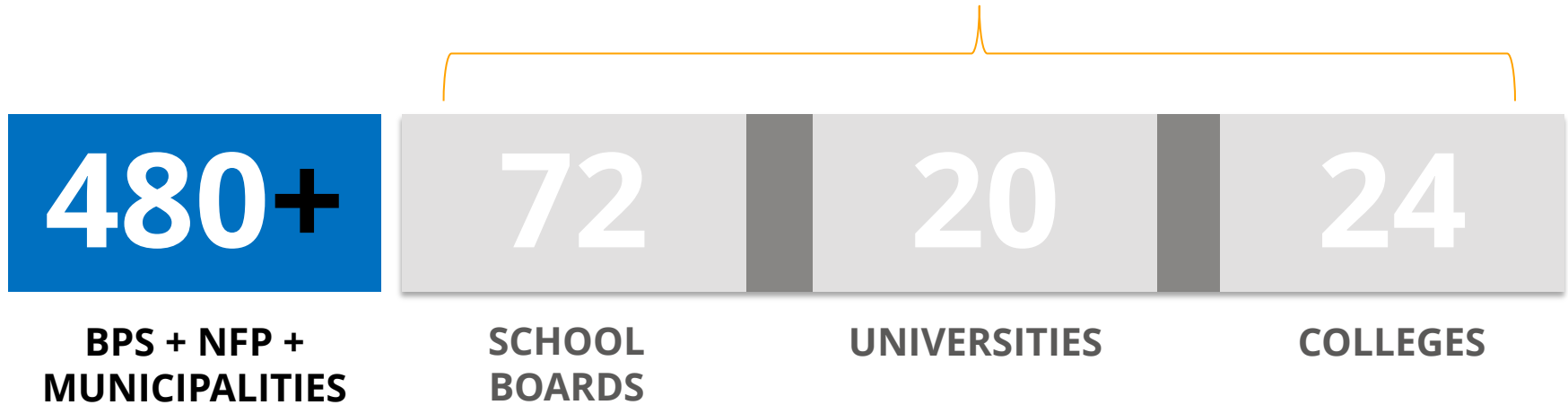
A background image showing a business meeting. Two people are shaking hands over a round wooden table. A woman with blonde hair, wearing a white top and a necklace, is on the right. A man in a dark suit is on the left. There is a glass of water and a tablet on the table. The image is overlaid with a semi-transparent blue rectangle.

OECM – CUSTOMERS

OECM Customers

2018 (January – July)

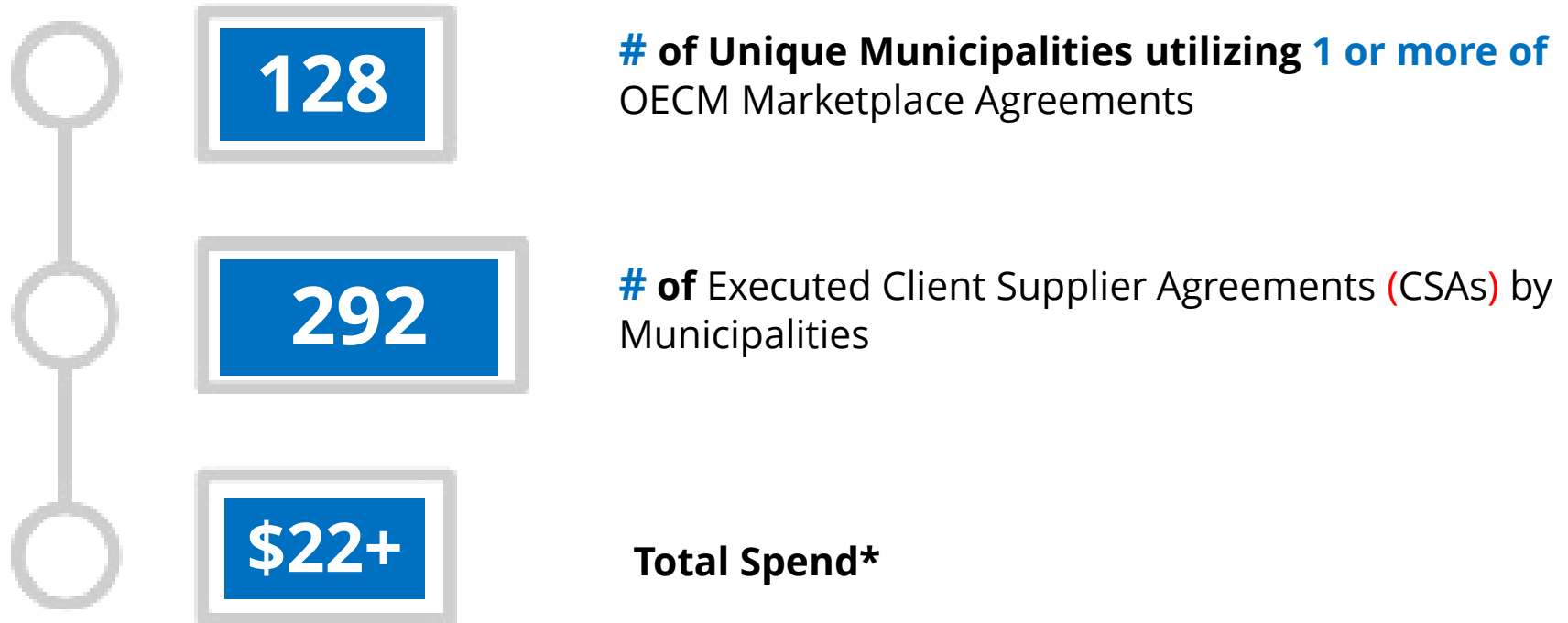
100% EDUCATION SECTOR



60

new BPS organizations
joined OECM Marketplace in
2018

OECM Customers



**In Millions - from January 2012 to August 2018 across 27 OECM Agreements*

OECM Customers

List of Most Commonly Used Marketplace Agreements

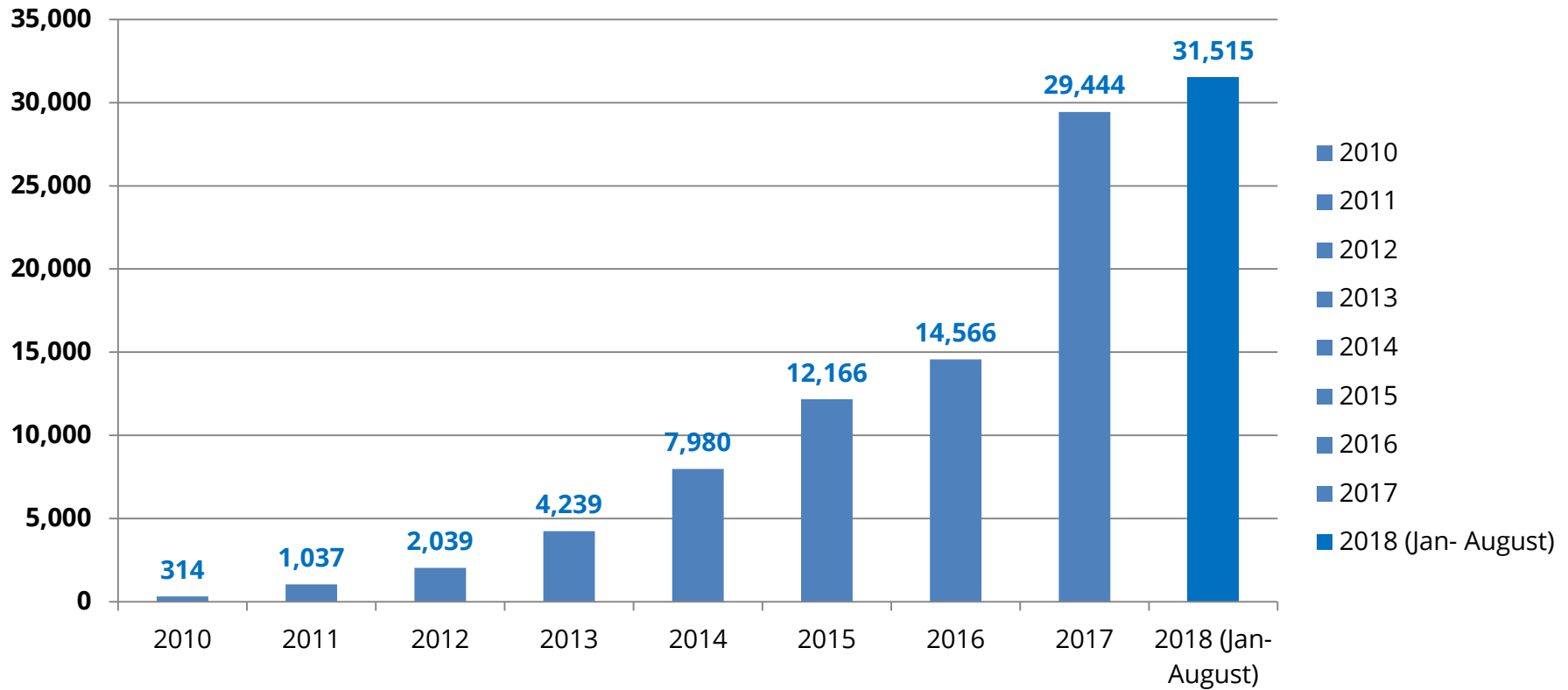
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Current OECM Agreements Utilized by Municipalities

- End-User Computing Devices and Services (EUC)
- Office Supplies
- Office and Production Multi-Function Devices (MFDs)

Year over Year BPS Spend

BPS Spend



There was **86% growth** in procurement from other BPS and NFP organizations with the sector spend of **\$28M in 2017** compared to **\$15M in 2016**.

How Can Customers Get Involved?



JOIN

As a projects advisory
committee member



PARTICIPATE

in general project
evaluation and
sharing feedback



PROVIDE

project specific
information on
products and
services to meet your
organizations' needs

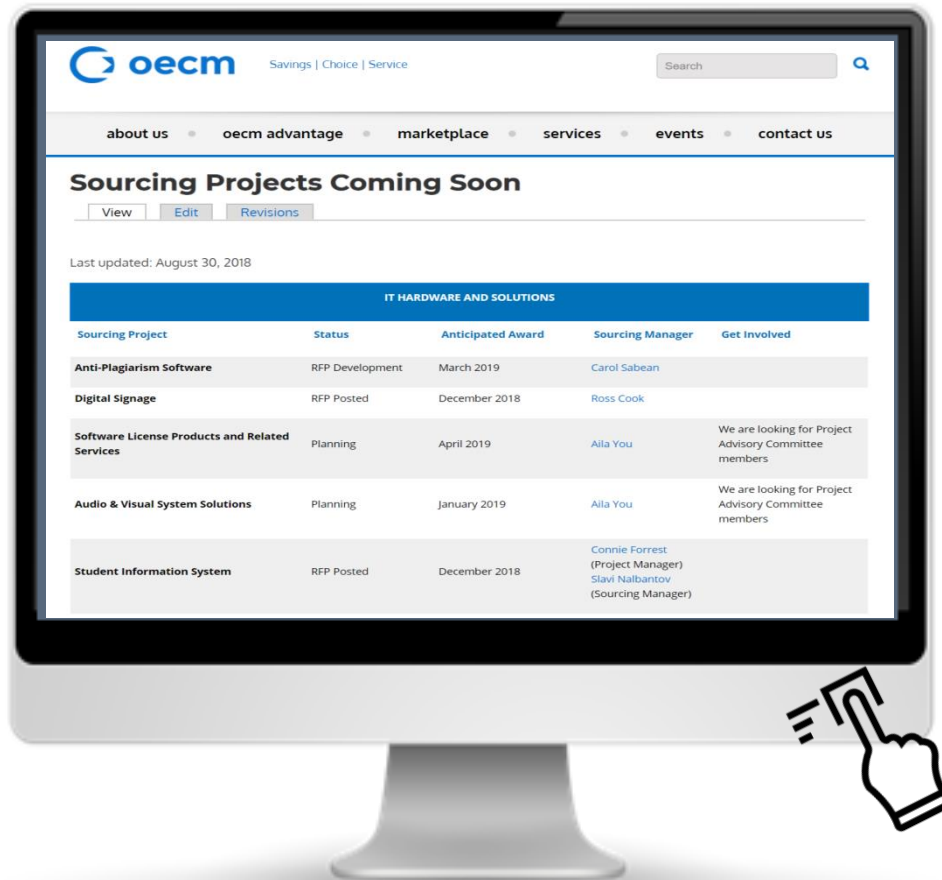
NEW 2018 Awarded Agreements



Awarded **2018**

- Custodial Supplies and Equipment ([re-tender](#))
- Customs Brokerage ([re-tender](#))
- Educational Furniture ([re-tender](#))
- Facilities Project Managers
- Insurance Broker Services ([re-tender](#))
- Multi-Function Devices (Office & Production) & Managed Print Services ([re-tender](#))
- Portable Classrooms and Modular Buildings Acquisition
- Portables Demolition

2018-2019 Sourcing Projects Underway



Facilities Related

IT Hardware and Solutions

Others

In Conclusion – OECM



QUESTIONS?

Contact Us



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THANK YOU

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