February 16, 17, and 18, 2011

# Procurement Program Initiative

*Exploring member procurement opportunities*

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## Introductions

James Smith, Director Service Development, AMSC

- Responsible for new products/services to members and customer satisfaction. Current initiatives include:
  - MuniFunds
  - Procurement Program
  - Distribution of co-generation units
  - Automotive and home insurance

Ken Hein, Partner, VCIO Consulting Group Inc.

- Consultant with Procurement Program

Bill Moulton, Acting Executive Director, Service Alberta

- Joint-collaborative organization with the AMSC Procurement Program

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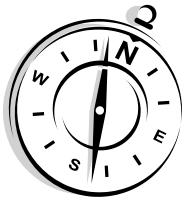
## Initiative Background




What is the Procurement Program?

*"Seamless, user friendly and customer focused solutions to enable the strategic, compliant, efficient and effective purchasing of goods and services by public sector organizations"*

Member Business Value/Benefits include:

- Enhanced controls and ***reduction of risk***
- Facilitates legal and trade compliance (TILMA, AIT, NWA, etc)
- Flexibility – solutions that enable choice to meet unique needs
- Evolution to best practices
- Hard savings – reduced spend
- Cost Avoidance – minimize future price increases
- Knowledge of purchase history for analysis
- Continuous deeper discounting through aggregation growth
- Green component

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## Opportunity

Overarching Projects within Procurement Program:

- e-Procurement Business Case – solution feasibility study
- P-Card Business Case – purchase payment feasibility study
- Other future products/services from sourcing
  - Wireless program
  - Desktop/notebook program
  - Print Services program
  - Predefined procurement and contract templates
  - Standing Offer Initiative
  - Any solutions driven from AUMA member needs

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## Short Term Next Steps

1. e-Procurement Business Case
   a. AUMA/AMSC member involvement in focus group and surveys
   b. e-Procurement software vendor consultations

2. P-Card Business Case
   a. AUMA/AMSC member involvement in focus group and surveys
   b. P-Card vendor consultations

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## END

Thank you!

Questions?

Invitation – seeking interested participants

For information contact James Smith
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