

Procurement Action Plan Increases Fairness and Consistency for Saskatchewan Businesses Backgrounder

Priority Saskatchewan, a branch of SaskBuilds, is leading the implementation of these 13 actions that will improve government and Crown sector procurement:

Action	What We Heard ...	Improvement Benefits
1. New employee Procurement Code of Conduct	Vendors do not always understand what to expect from the procurement process.	<ul style="list-style-type: none"> • Clear statement of the government's professional procurement practices.
2. Consistent application of best value as the basis of government procurement	Best value decision-making should be the standard across government except where purchasing is transactional (purchasing pens, paper etc.)	<ul style="list-style-type: none"> • Awarding contracts on the basis of best value is more strategic because it considers various criteria in addition to price (e.g. quality of materials, lifecycle costs, and performance).
3. Vendor Performance Evaluation	Poor performing vendors compete equally with other vendors because there is no follow up evaluation process in place.	<ul style="list-style-type: none"> • A consistent evaluation model will evaluate vendors across government and the Crowns and results will be considered in future competitions. • To support continual improvement, vendors will also have the opportunity to provide feedback.
4. Multi-staged and outcomes-based procurement	The current process can be too prescriptive and requires all interested vendors to develop and submit lengthy proposals, even though there may be a low chance of some vendors being selected.	<ul style="list-style-type: none"> • To encourage innovation, industry will be encouraged to suggest solutions rather than respond to prescribed specifications. • For large (\$20M or more) and complex projects, a two-stage procurement process will be used to generate a shortlist. • Only the shortlisted vendors will need to complete the detailed submission process. • This will save a number of businesses time and money.
5. Crown Corporations to maximize all opportunities available within the Agreement on Internal Trade (AIT)	Compliance practices vary across the sector.	<ul style="list-style-type: none"> • Crown Corporations will follow the requirements of the AIT only where required to do so. • Crowns will continue to look locally and globally for solutions to remain competitive.
6. Address the knowledge gap	There is a need to enhance procurement skills and expertise of vendors and employees in order to drive consistency across the organization.	<ul style="list-style-type: none"> • Create a virtual center of excellence to support employee procurement training. • Enhance vendor knowledge to ensure clear understanding of procurement process and objectives, and tools to increase bidding success.
7. Collaborative capital forecasting	Governments compete with each other for bidders because there is no coordinated approach to procurement.	<ul style="list-style-type: none"> • Government will lead a more coordinated joint planning approach with Crowns and the broader government sector (municipalities, academia, schools and hospitals).

8. Enhance the SaskTenders portal	The existing portal is not user friendly, not all Saskatchewan Government entities use it, and it does not have e-commerce capabilities.	<ul style="list-style-type: none"> • A single window for all government, Crown and potentially broader public sector procurement. • The site will be enhanced to support electronic submissions.
9. Common Procurement Templates	Procurement documents are not user-friendly and vary across ministries and Crowns.	<ul style="list-style-type: none"> • Improved templates with consistent and simplified language.
10. A formal debrief process	There is no standard debriefing model leading to frustration and poor information sharing.	<ul style="list-style-type: none"> • Develop a standard debrief model where both sides can learn from the experience leading to greater future success.
11. Corporate Citizenship in procurement	A vendor's record of corporate citizenship is not considered.	<ul style="list-style-type: none"> • Everyone benefits from contracts being awarded to vendors who are good corporate citizens.
12. Conflict of Interest for former government employees	Some vendors hire former government employees potentially giving them an unfair advantage.	<ul style="list-style-type: none"> • Build on the existing Employee Code of Conduct by developing a policy that provides clarity regarding former employees (who recently left) the public sector and pursue public contracts.
13. Define 'Saskatchewan Business'	There is no consistent definition of a Saskatchewan vendor making it is difficult to track the success of Saskatchewan vendors.	<ul style="list-style-type: none"> • Defining this term will improve the accuracy of procurement data.

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