

Calgary



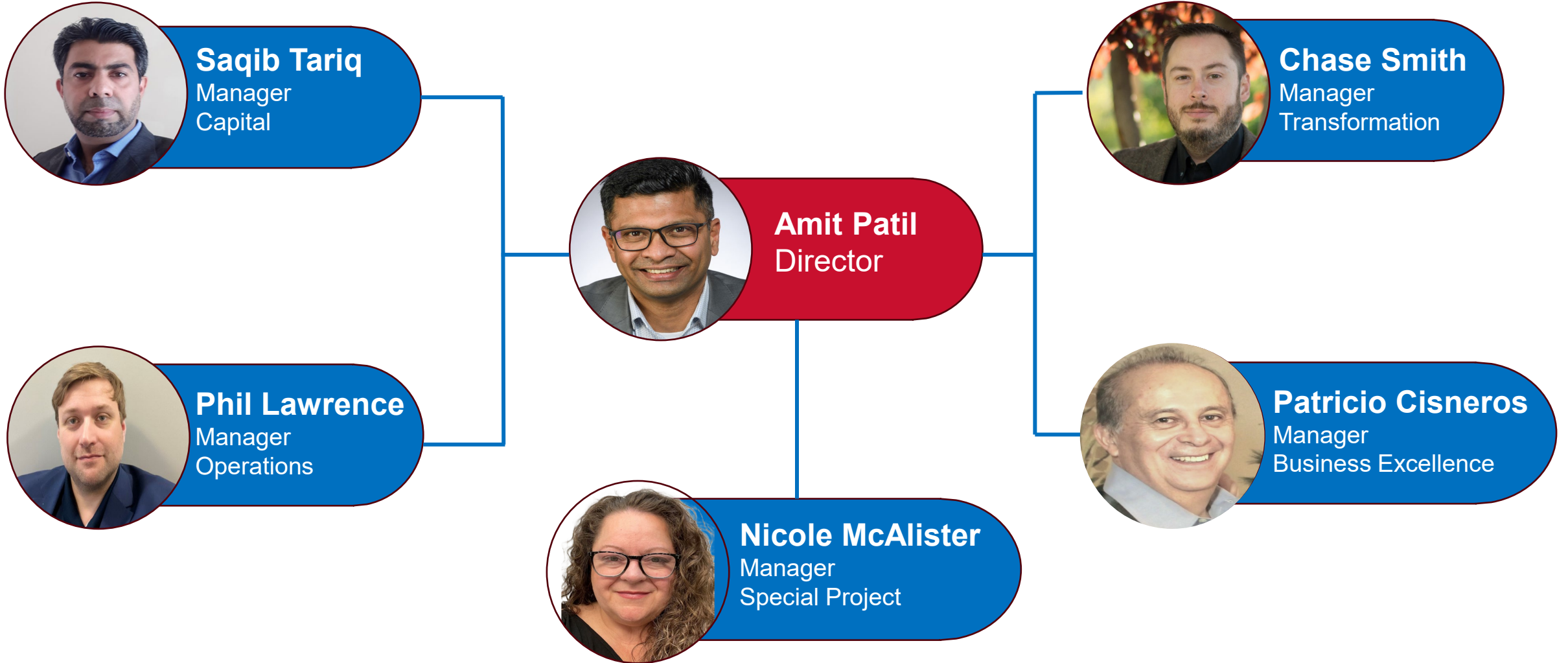
2025 Partnering with Industry Showcase

Amit Patil

Director – Supply Management, Corporate Planning & Financial Services

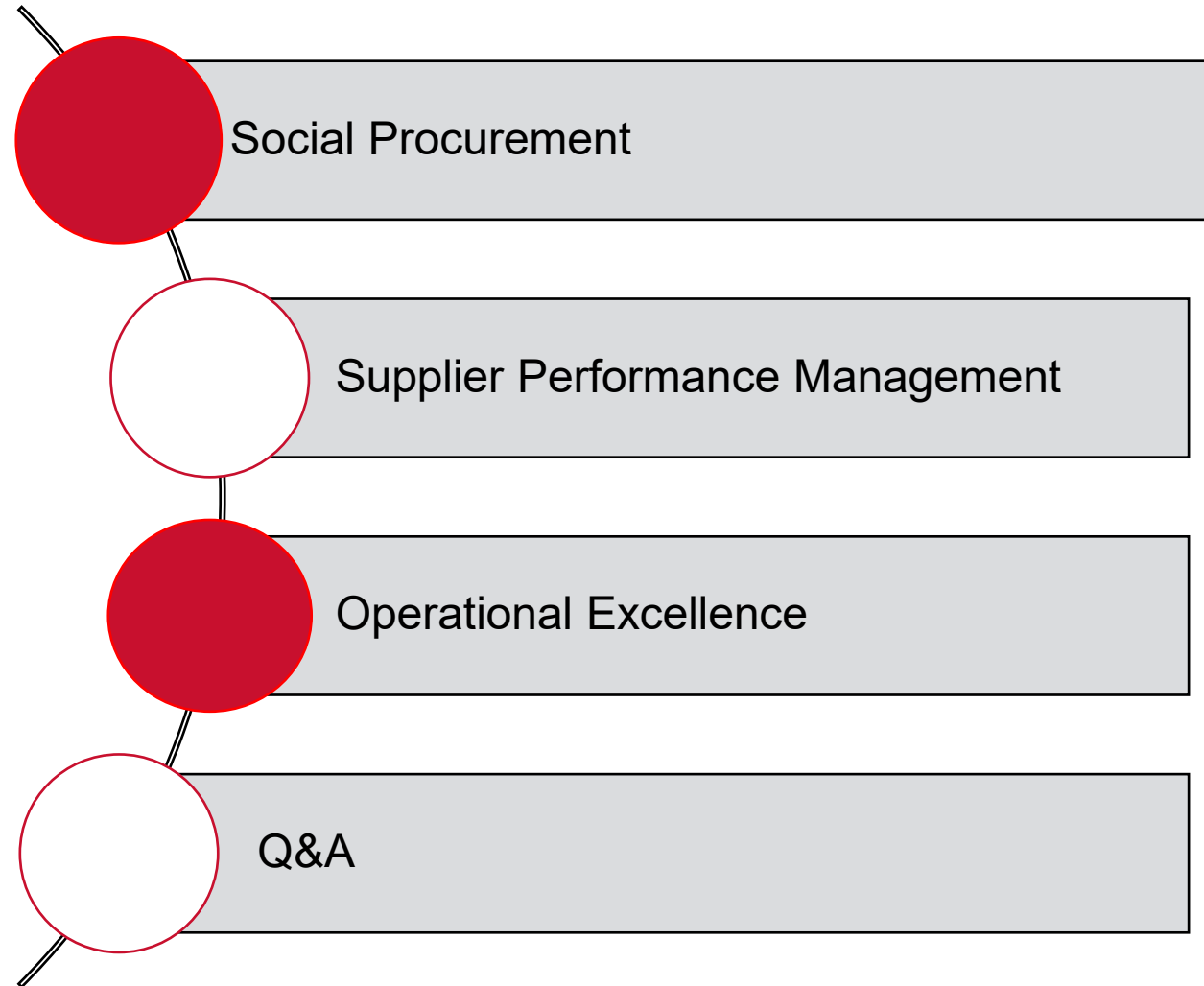


Supply Management (SM)





Agenda



Coming Next

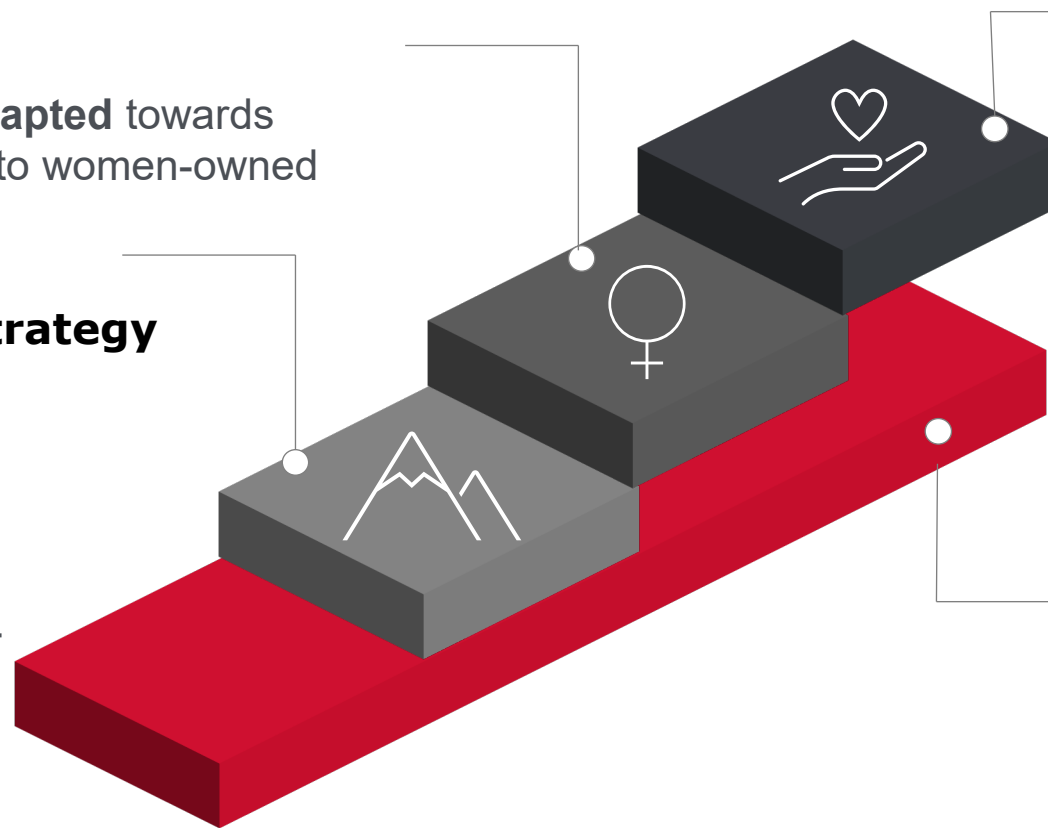
Increasing Access to Women-Owned Businesses

- **Customized questions** to maximize impact
- **Evaluation criteria adapted** towards assigning more points to women-owned businesses

Currently Underway

Indigenous Procurement Strategy

- **Engagement** to understand barriers when bidding
- **Solutions** to increase opportunities for Indigenous-owned businesses



Future Focus Areas

Focus on groups such as LGBTQ2S+, newcomers, diverse Racialized groups

Social Procurement Program

- Social Procurement **Questionnaire** included in all over threshold procurements, including **Construction Request for Quote (RFQ)**
- Updated **user-friendly** digital questionnaire

Current State

- Individual Contract Focus
- Decentralized
- Intermittent Feedback
- Reactive
- One-Way Score Card
- Limited Value Add
- Adhoc decision making

GAP

Desired State

- Holistic & Strategic Supplier Focus
- Centralized
- Consistent Correspondence
- Proactive
- Two Way Score Card
- Seize Innovation & Create Value
- Data Based Decision Making

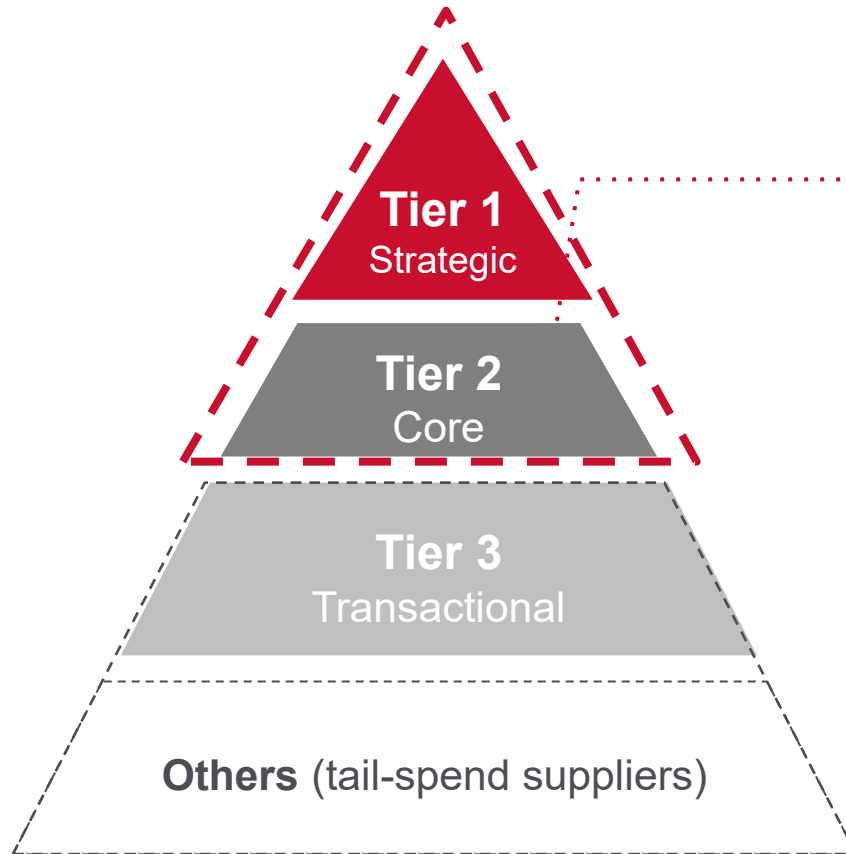
Joint-Partnership Achieving Mutual Benefits



SPM - Segmentation Model

The SPM Program focuses on managing the most critical supplier relationships, allocating resources to maximize impact on Tier 1, 2, and 3 suppliers.

Segmentation Output and SPM Program Focus



SPM Program will primarily focus on Tier 1 and 2 suppliers (~70% of spend) and critical projects.



Reduce Cycle Times

- ✓ Procurement Timelines are Reducing



Improve User Experience

- ✓ Improved Procurement Templates
- ✓ Procurement Planning
- ✓ Prequalification



Maintain Compliance

- ✓ Protect City's Reputation
- ✓ Stronger Debrief System



QUESTIONS