

Growing IT Value in the Organization **Technologies to Harness the Procurement Process**

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MISA 2010

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Company Overview

About eSolutionsGroup

- A core team of 50 and 110 total staff
- Solutions that have been recognized throughout Canada
- More than 1,125 projects successfully delivered in the past 5 years
- Member of the Conestoga-Rovers & Associates Family of Companies (CRA) with over 3,000 employees and over 90 offices worldwide
- CRA voted Best 50 Managed Companies in Canada
- ISO 9001:2008 Registered Quality System Certified



Agenda



- Purchasing Pitfalls
- Make it Stop
- Implementation
 - From the Outside In
 - From the Inside Out
- Grow IT Value to Business Organization
 - Lessons Learned

Purchasing Pitfalls



Purchasing Pitfalls



- RFTs, RFPs and Formal RFQs
 - Posted to website, local papers, trade magazines
 - MERX and Biddingo
- Large (often paper files) vendor records/database
- Bid Documents closed manually
- Addendums posted or sent to proponents manually
- Award and regret letters sent by individual email

Purchasing Pitfalls



- Labour intensive
 - One-off communication
 - Manually upload, close, take down
- Vendor management
 - No centralized database of information
 - Manually updated vs. vendor updated
 - Difficult to track, internally liaise re: vendor management

Make it Stop



Purchasing Pitfalls



...and it's getting more difficult

- Maintaining, implementing best practices
- More work; fewer or busier staff
- Increasing legislative, audit requirements
- Public scrutiny and need for transparency
- Vendor equitable treatment complaints...or even lawsuits

Implementation – From the Outside In



Demo – Public interface

Implementation – From the Inside Out



Demo – Admin interface

Growing IT Value to the Organization **- Lessons Learned -**

Lessons Learned



- Community Best Practices
- Understand the Business Pain
- Proven Process
- Continually Improve; Build to Scale Up

Lessons Learned

Northumberland county

Home | Create Account | Login

Bid Opportunities

The following is a list of current online bid and tender opportunities for Northumberland County. Refer to the Status column in the list below to determine if the bid is open, closed or awarded. If you are using this service for the first time or if you need more information regarding bids and tenders, please refer to the instructions at the bottom of this page.

Submission details for all bids and tenders

Please check the closing time on the bid. All bid submissions must be received in a sealed envelope and date stamped at the Corporate Services Department Counter, 555 Courtthouse Road, Cobourg, ON R9M 5J6. E-mail addresses will not be accepted.

The following list of bids and tenders can be filtered by their current status:

Search Criteria

Current Status:

Keyword Search:

Closing Date	Name	Status	Register
Tuesday, June 16, 2010 02:00 PM	27-10 - 24 Queen St Elevator	Open	Register View Details

The Corporation of the County of Northumberland invites your company to submit a competitive Tender for the construction of an Elevator Shaft at 24 Queen St. Post-Map (plans as per the specifications on the attached PDF document). **MANDATORY SITE MEETING** will be held Friday, June 4, 2010 at 09:00 a.m. Location: 24 Queen Street, Port Hope, Ontario

Bids Available: Saturday May 22, 2010 12:00 AM

Reference: Tender 27-10 Queen St Elevator **Updated:** 05/01/2010 **Addendums:** Addendum 1 **Updated:** 05/06/2010

Page 1 of 1 Displaying Tenders 1 - 1 of 1

Instructions

Using Northumberland County Online Bids and Tenders

- If you are using this service for the first time, you will need to create an account. Please note your username and password for downloading bids in the future.
- If you have an account, proceed to Login.
- To initiate your bid download, select the bid title or choose "Register" to bid. Complete the information fields and submit.
- When registration is complete, click on the desired bid document to download the document.
- It is the bidder's responsibility to check this web page often for any addendum. Bids received without the appropriate signed addendum attached will be rejected.
- If submitted bid documents have been altered or do not match the documents posted on this website, they will be rejected.

Obtaining printed copies of bid and tender documents Bid and tender documents are available for pick up at the Corporate Services Department Counter, 555 Courtthouse Road, Cobourg, ON R9M 5J6. For additional information, please call 905-372-3329 ext. 2261.

© Copyright 2010 Northumberland | Privacy | Employee Login

Community Best Practices

- Town of Milton (<https://bids.milton.ca>)
- Northumberland County (<https://bidtender.northumberlandcounty.ca>)
- City of Cornwall (<http://bids.cornwall.ca>)
- City of Owen Sound (<http://bids.owensound.ca>)
- City of St. Catharines (<http://bids.stcatharines.ca>)
- York Region (In development) (<http://bids.york.ca>)

Lessons Learned

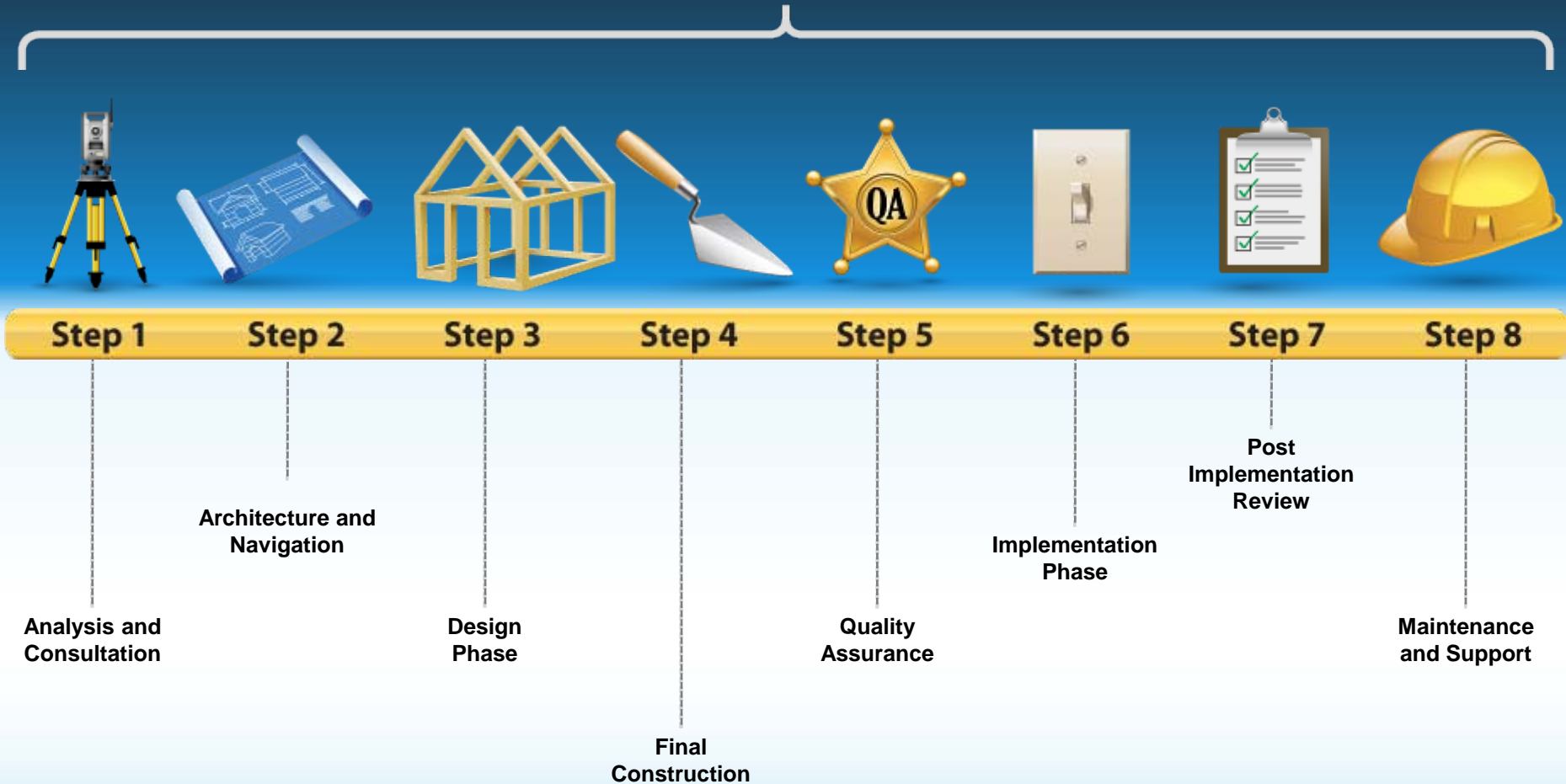


Understand the Business Pain

- Business needs of procurement, other impacted departments
- Your internal customer and THEIR customer
- Workflow detail and impact
 - Inside the organization
 - Outside too
- Legislative, end user, public requirements

Lessons Learned – Proven Process

REGISTERED COMPANY
ISO 9001



Lessons Learned



- Continually Improve
 - Build to Scale Up
 - Build to Integrate
- WSIB and Insurance Tracking
- RFQ Submission Online
- New Reports

How Do We Know?



//programmer



MARKETER



Creative

In a highly competitive and complex industry, we are uniquely prepared and qualified to adapt and evolve to the continuously changing landscape.

Working together to do one thing – get you results.



For More Information

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