Sustaining our Buildings & Grounds
The Next 100 Years

Partnering in a Post-Secondary Institutional Environment
Procurement and Contract Management

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Building Bridges

• Define needs and wants...what’s in and what’s out and should there be on and off ramps for stuff.
• Gut check...is partnering the best model for this requirement?
• Does my boss think this is a good idea and will the organization support it?
...hello any partners out there?

- The competition
- The relationship...dating and marriage renewal and yes the honeymoon will end.
- The agreement...can’t we just trust each other?
The Competition

- Regular gut check...Gut check, do we still like each other?
- What if I want another partner? Sorry, you just don’t cut it
  ... or I don’t
Getting Into Bed

Recognize that both parties need to get something out of the relationship

- companies need to make money
- customers need to get best value for money
It's important to remember

- it needs to be a win / win for both parties

- that if a company fails it will also look bad on you as it was your decision
Benefits of Partnering

• Provides the opportunity for both parties to get to know each other’s business
• Allows both parties to invest in the contract beyond the paper
• Allows both parties to focus on service delivery and not just the bottom line
Benefits of Partnering

• Training
• Technical support & innovation
• Ecommerce ordering has made ordering more effective & reduced cost of transactions
• Source of information
• Bee-Clean Supplier Viewpoint

• Building and maintaining the relationship
• Communicating effectively
• Innovating beyond compliance
• Wesclean Supplier Viewpoint

• Value added...the price of admission
• What we learned from the experience
• The Wish list
• What does the future hold
Questions?