



*Sustaining our Buildings & Grounds
The Next 100 Years*

Partnering in a Post-Secondary Institutional Environment



UNIVERSITY OF ALBERTA



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?



Market Scan

...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

Its 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 others 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?