

# OECD Marketplace Update

## Presentation to OCFMA

December 12, 2022

**Presented by:**

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Savings | Choice | Service

# Our Conversation Today

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Upcoming Sourcing Projects & Recent Awards

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Overview of OECM's Facilities Agreements

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Overview of Colleges Participation

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General Updates

Before we start...

Let's see ...

How well do you know your Marketplace?



# How Well Do You Know Your Marketplace?

- How many Facilities & Operations related agreements are available through OECSM's Marketplace?
  - 15
  - 35
  - 30
  - 23



# How Well Do You Know Your Marketplace?

- How many Facilities & Operations related supplier partners are awarded through OECSM's Marketplace?
  - 200
  - 167
  - 99
  - 135



# How Well Do You Know Your Marketplace?

- What is the life-to-date College sector spend across all OECM Facilities & Operations agreements?
  - \$31.5M
  - \$75+M
  - \$55.5M
  - \$20M





## **About OECM**

# OECM at a Glance

OECM is a trusted not-for-profit collaborative sourcing partner for Ontario's education sector, broader public sector, and other not-for-profit organizations.

We offer a comprehensive **choice** of products and services, generate significant **savings**, and deliver responsive and consistent **service** for our customers.

1200+

CUSTOMERS

81

CATEGORIES OF PRODUCTS AND SERVICES

\$3.4B

COLLABORATIVE SPEND (LTD)

328

ACTIVE SUPPLIERS





# Sector Success Sharing Reserve

## Giving Back to the Sector

- The SSS reserve was established with the intent to serve as a repository of surplus funds generated by Spend on OECM contracts that are not required to fund current OECM operations or to provide for specific future expenditures.
- Funds in SSS reserve will go back to Ontario's school boards, colleges and universities via COSBO, ASCC and COU respectively, and are allocated proportionate to participation in OECM contracts.

**\$7.4M**

**Funding provision  
allocation approved by  
OECM Board of Directors**

### **Focus:**

Funds intended to support and facilitate collaboration amongst and between the education sectors

# Sector Success Sharing Reserve

Our Sector Success Sharing initiative has been very well received by our Education Sector partners.

To date the sector use and plans for use of allocated SSS funds include the following:

- OCAS Trades Training System Solution
- Indigenous Learning Portal
- Strategic Planning Initiative
- Evaluation & Contract Management Solution – Bonfire



# CUSTOMER COUNCIL COMMITTEE

College Sector



**Radha Krishnan,**  
**Seneca College**  
College Sector  
Representative



**David Neale,**  
**Seneca College**  
College Sector  
Representative



**Sanjay Puri,**  
**Humber College**  
College Sector  
Representative



**Kim Watkins,**  
**Mohawk College**  
College Sector  
Representative

# College/University Procurement Advisory Committee

- Established to support OECM in the planning and development of procurement requirements for the higher-ed sector
- Meet on a quarterly basis
- The members are as follows:
  - ✓ Linda Humphries, Fleming College (Co-Chair)
  - ✓ Angelo DiLettera, McMaster University
  - ✓ Claudia Crespo, Wilfrid Laurier University
  - ✓ Danny Greenfield, Toronto Metropolitan University
  - ✓ Jan Oliver, York University
  - ✓ Sean Morgan, University of Toronto
  - ✓ Audrey Mitchell, Loyalist College





**Upcoming Facilities Sourcing  
Projects & Recent Awards**

# Upcoming Sourcing Projects

## *Facilities and Operations*



Project	Status	Award
<a href="#">Facilities Project Management Services</a>	Retender	March 2023
<a href="#">Portable Classroom and Modular Building Supply and Installation</a>	Retender	April 2023
<a href="#">Solar Developer</a>	Retender	September 2023
<a href="#">Environmental Professional Services</a>	Retender	October 2023
<a href="#">Mechanical and Electrical Engineering Services</a>	Retender	October 2023

# Upcoming Sourcing Projects - Potential Facilities and Operations



Project
Vehicle Leasing
Pest Control
Recruitment Services and Temp Services
Waste Management Bio & Hazardous
Travel & Hotel Service Provider
General Contractors, Building Restoration GC and Professional services
Space Management Solutions
Water Treatment and Purification
Car Rental Services
Surplus Auction and Related Services
Building Supplies, Paint, Services, and Walk-in Option
Equipment and Tools Rental

# Recent Facilities & Operations Agreement

## Capital Asset Management System (CAMS)



**Effective Date**  
June 15, 2022

**Expiry Date**  
June 14, 2027 (initial term)

*OECM has the option to extend the Master Agreements for two (2) years which would take the final expiry to June 14, 2029.*

### Highlights:

- Budgeting and forecasting tools
- Generation of condition-dependent investment scenarios
- Input unit costs for assets
- The ability to store building condition assessment and other condition data, including the ability to represent assets, components, and subcomponents in categories and subcategories
- The ability to provide asset management data storage and analysis for linear and non-linear infrastructure assets
- Reporting tools (e.g., standardized, and personalized reports)
- Integration with external systems and platforms, including but not limited to GIS, CMMS, Power BI, and other relevant systems
- Customizable Key Performance Indicators (“KPI”) dashboard, including imperial and metric system

### Supplier Partners:

- 1) Roth IAMS Ltd.
- 2) VFA Canada Corp., an affiliate of the Gordian Group.



# Recent Facilities & Operations Agreement

## Real Time Utilities Monitoring Services



**Effective Date**  
November 1, 2022

**Expiry Date**  
October 31, 2027 (initial term)

*OECM has the option to extend the Master Agreements for three (3) years which would take the final expiry to October 31, 2030.*

### Highlights:

This agreement will offer OECM customers the ability to leverage Real Time Utilities Monitoring Services for a variety of utilities such as electricity, natural gas, water, propane, as well as heating and cooling fluids that will meet the needs of Customers, including but not limited to:

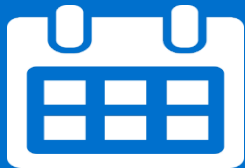
- Utility monitoring technology
- Utilities consumption tracking
- Time series load profile
- Building utilities dashboard

### Supplier Partners:

- 1) Black & McDonald Ltd.
- 2) Blackstone Energy Services
- 3) Envari Energy Solutions Inc.
- 4) Green PI Inc.
- 5) Quadlogic Meters Canada Inc.
- 6) Renteknik Group Inc.
- 7) VIP Energy Services Inc.

# Recent Facilities & Operations Agreement

## Electricity Consulting Services



**Effective Date**  
August 31, 2022

**Expiry Date**  
February 28, 2027 (initial term)

### Highlights:

#### Base Consulting Services

- Market analysis services
- Budget preparation and analysis services, and,
- Pass-Through Hourly Electricity Price (“PTHEP”) services

#### Optional Consulting Services

- Electricity acquisition services
- Electricity bill verification services
- Energy conservation and demand management plan support services
- Electricity contract management services
- Energy management software
- Electricity regulatory monitoring services

*OECM has the option to extend the Master Agreements for two (2) years which would take the final expiry to February 28, 2029.*

### Supplier Partners:

- 1) Blackstone Energy Services
- 2) ECNG Energy L.P.
- 3) Jupiter Energy Advisors Inc.
- 4) WattsWorth Analysis Inc.

# Recent Facilities & Operations Agreement

## Lighting Contractor Services



**Effective Date**  
August 18, 2022

**Expiry Date**  
August 17, 2026 (initial term)

*OECM has the option to extend the Master Agreements for two (2) years which would take the final expiry to August 17, 2028.*

### Highlights:

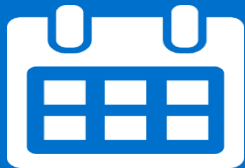
- Installing new lights, lighting fixtures, and controls
- Retrofitting existing lighting fixtures with new components such as ballasts and/or lamps
- Replacing existing lighting fixtures with new lighting fixtures
- Installing new lighting control system or adding /retrofitting existing control components such as occupancy sensors and light harvesting and Building Automation System (“BAS”) interconnection
- Removal and safe disposal of existing fixtures and/or components such as bulbs, ballasts, and relevant controls

### Supplier Partners:

- 1) Arc & Spark Electric
- 2) Dynamic Energy Services Inc.
- 3) Energy Network Services Inc.
- 4) Nedco, a Division of Rexel Canada Electrical Inc.

# Recent Facilities & Operations Agreement

## Lighting Consulting Services



Effective Date

July 13, 2022

Expiry Date

July 12, 2026 (initial term)

*OECM has the option to extend the Master Agreements for two (2) years which would take the final expiry to July 12, 2028.*

### Highlights:

- Lighting Audit Services
- Lighting Retrofit Recommendation Services
- Lighting Design Services
- Commissioning, Measurement, and Verification Services
- Lighting Project Management Services
- Procurement Support Services
- Incentive Program Services
- Development of Lighting Standards

### Supplier Partners:

- 1) Dynamic Energy Services Inc.
- 2) Energy Network Services Inc.
- 3) Envari Energy Solutions Inc.



# **Overview of OECM's Facilities and Operations Agreements**

# Facilities & Operations Agreements Available Through OECM

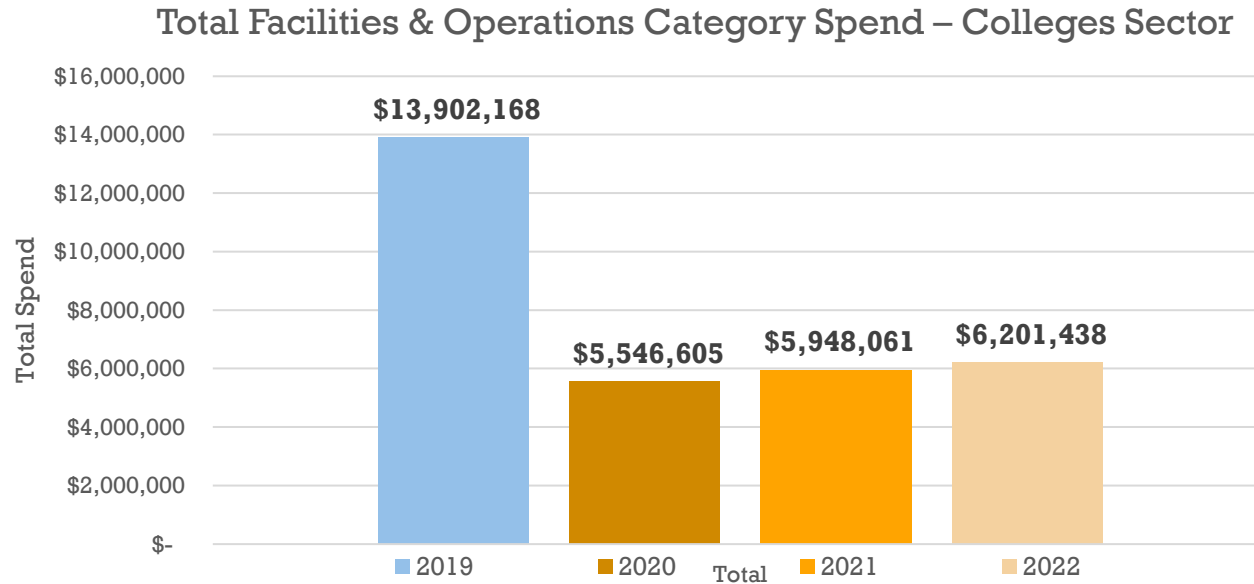
1. [Apparel and Related Products and Services](#)
2. [Automatic Door Operators, Electromagnetic Door Holders and Hands-free Switches/Sensors for Doors](#)
3. [Capital Asset Management System and Related](#)
4. [Commercial Air Treatment Technology, Related](#)
5. [Products and Optional Services](#)
6. [Commercial Ductwork Sealing and Related Services](#)
7. [Custodial Supplies and Equipment](#)
8. [Educational Furniture and Related Services](#)
9. [Electric Vehicle Charging Stations and Related Services](#)
10. [Electrical Products](#)
11. [Electricity Consulting Services](#)
12. [Environmental Professional Services](#)
13. [Facilities Condition Assessment Services](#)
14. [Facilities Project Management Services](#)
15. [General Hand Tools, Maintenance and Safety Products](#)
16. [HVAC Commissioning, Recommissioning and Retrocommissioning Services](#)
17. [HVAC System Air Filter and HEPA Air Filtration Units and Related Products](#)
18. [Insurance Broker Services](#)
19. [Life Safety System Services](#)
20. [Lighting Consulting Services](#)
21. [Lighting Contractor Services](#)
22. [Main Electrical Equipment Services](#)
23. [Mechanical and Electrical Engineering Services](#)
24. [Natural Gas Management and Advisory Services](#)
25. [Office Space Furniture and Related Services](#)
26. [Plumbing Products](#)
27. [Portable Classroom and Modular Building Supply and Installation](#)
28. [Portable Classroom Demolition](#)
29. [Real Time Utilities Monitoring Services](#)
30. [Residence Furniture and Mattresses](#)
31. [Roofing Consulting Services](#)
32. [Roofing Contractor Services](#)
33. [Solar Developer Services](#)
34. [Sports and Special Needs Products](#)
35. [Unit Ventilators](#)



# **Overview of College Sector Participation**

# Facilities Category – Colleges Participation (2019-2022)

\*2022 Spend Figures as of October 30, 2022



## Key Agreement Spend (2019-2022):

1. Natural Gas Management & Advisory Services - **\$5.5+ million**
2. Office Space Furniture & Related Services - **\$5+ million**
3. Facilities Condition Assessment Services - **\$3+ million**
4. Custodial Supplies & Equipment - **\$3+ million**
5. Plumbing Products - **\$2+ million**






# General Updates





*Happy  
Holidays*

 oecm

# Contact Information

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## CUSTOMER SUPPORT

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Monday – Friday | 8:30 AM – 4:30 PM



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# Thank you



Savings | Choice | Service