

# ISI News

Interuniversity Services Inc.

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Issue 3

## *We cannot improve what we do not understand.*

The members of ISI have embarked on two major initiatives that are designed to provide us with key reference documents to guide our future. The first one is the National Procurement study completed earlier this year. The second body of work is a medium to long term risk assessment of the collaborative benefits portfolio. More on that work in a future issue.

October and November are exciting times at ISI, a time when we get to connect with various member groups, including our Directors, procurement, human resources, sustainability, facilities and finance representatives.

*Dave#*

## *National Procurement Study*

The national procurement study is available on the ISI home page (<http://interuniversity.ns.ca/>). ISI's take away from the report include:

- a) Procurement functions that are centralized, decentralized or a combination of both is a constraint within PSE that is a product of the system and we need to learn to thrive within that structure.
- b) We need to create a more balanced approach to key responsibility of Procurement, away from a majority focus on risk mitigation / policy compliance to being leaders in cost management and enabling enhanced value in the acquisition of goods and services within a regulated framework.
- c) Product and process standardization, multi-departmental and multi-institutional collaboration and consolidation of demand are key enablers to savings.
- d) The organization will need to champion the goal to be more effective in the acquisition of goods and services and Procurement (with Executive sponsorship and a strong mandate) may be best positioned to be that champion.
- e) "If you can't measure it, you can't improve it." Set targets, measure and report progress to those targets. This will highlight the achievements and potential for greater value and draw attention to barriers that are encountered.
- f) Technology and tools are available to support this journey.
- g) An injection of technology, process improvements and organizational change will be required to maintain the pace of change happening in the industry.
- h) We need to continue the focus beyond lowest cost to achieving the greatest value.

Please feel free to forward any ideas, comments, stories or queries to Dave Davidson ([david.davidson@interuniversity.ns.ca](mailto:david.davidson@interuniversity.ns.ca))

## *Member Value*

ISI, with the support of the members, has placed a priority on the growth of our collaborative contracting portfolio.

Working together we can increase member value. We have consulted with other Higher-Ed consortiums to help identify opportunities with a proven success record. Stay tuned for more details.

During our research, we have identified two current contracts we feel have significant potential for greater value:

- Scotiabank Procurement Card contract
- ThyssenKrupp Elevator Maintenance contract

The more we participate the greater the value for ALL participating members.

Stay tuned for the release of the 2018 Annual Procurement Plan.

*Please contact an ISI employee for more details*