



# Procurement as a Service Strategy: Leveraging Group Purchasing for Asset Management Success

November 6, 2025



# Agenda

- Canoe Overview
- City Vancouver Facility Condition Assessment Case Study
- Available Programs to Support Asset Management

# Who is Canoe?

- Cooperative buying group
- Not-for-profit
- Started in 1936
- Collaboration of 12 associations across Canada.
- Our BC partner, The logo for CIVICINFOBC, consisting of a red circle with a white 'C' inside, followed by the text "CIVICINFOBC" in a blue, uppercase, sans-serif font.
- Over 6,000 members across Canada, that include but not limited to:
  - Local Government
  - Federal and Provincial Government
  - Indigenous Communities
  - Crown Corporations
  - Not-for-Profit Organizations
  - School Districts and Post Secondaries
  - Health Authorities

# Canoe was created by the public sector to serve the public sector.

No membership fees

No minimum purchasing commitments



# Our Reach

1 **RMA**  
RURAL MUNICIPALITIES  
of ALBERTA

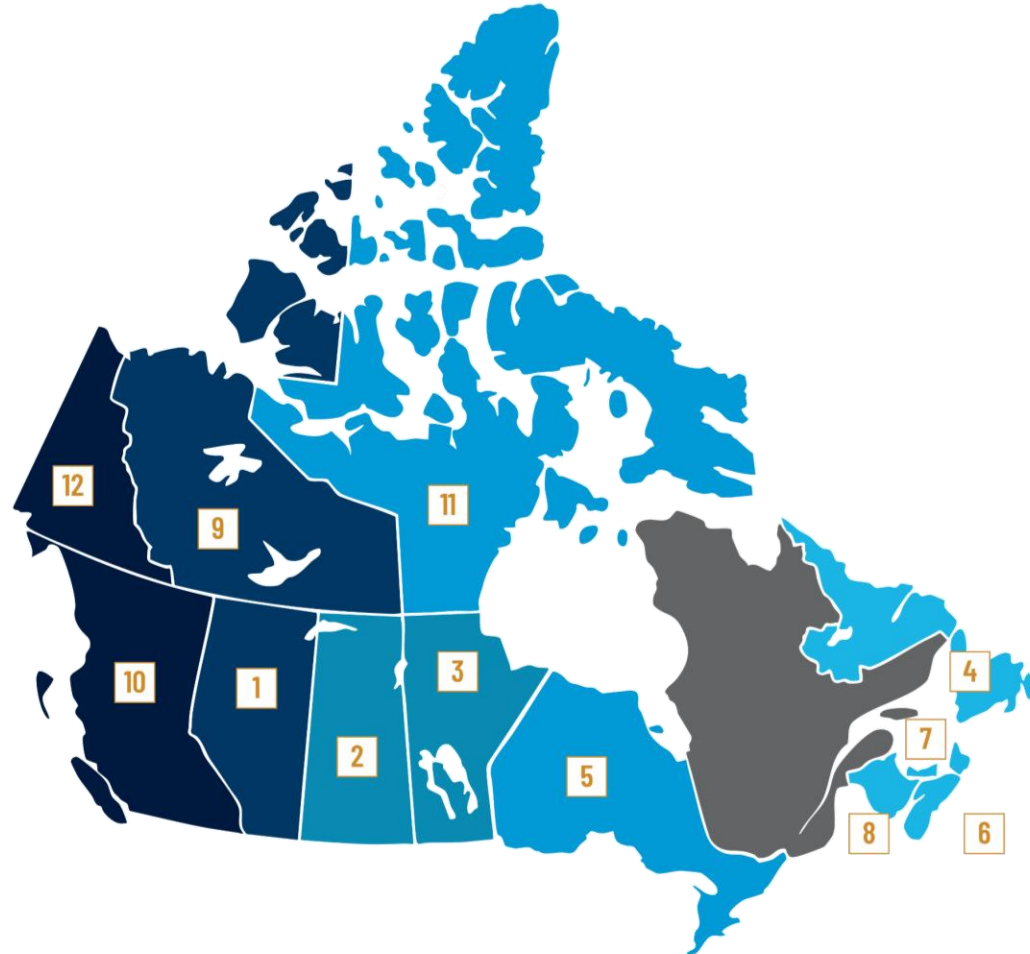
2 **SARM**  
Saskatchewan Association  
of Rural Municipalities

3 **Association of  
Manitoba  
Municipalities**

4 **Municipalities**  
Newfoundland and Labrador

5 **LAS** | AMO  
Business  
Services

6 **NOVA SCOTIA  
FEDERATION OF  
MUNICIPALITIES**



7 **FEDERATION  
of  
PRINCE EDWARD ISLAND  
MUNICIPALITIES**

8 **UMNB**  
Union of Municipalities  
of New Brunswick / Union des municipalités  
du Nouveau-Brunswick

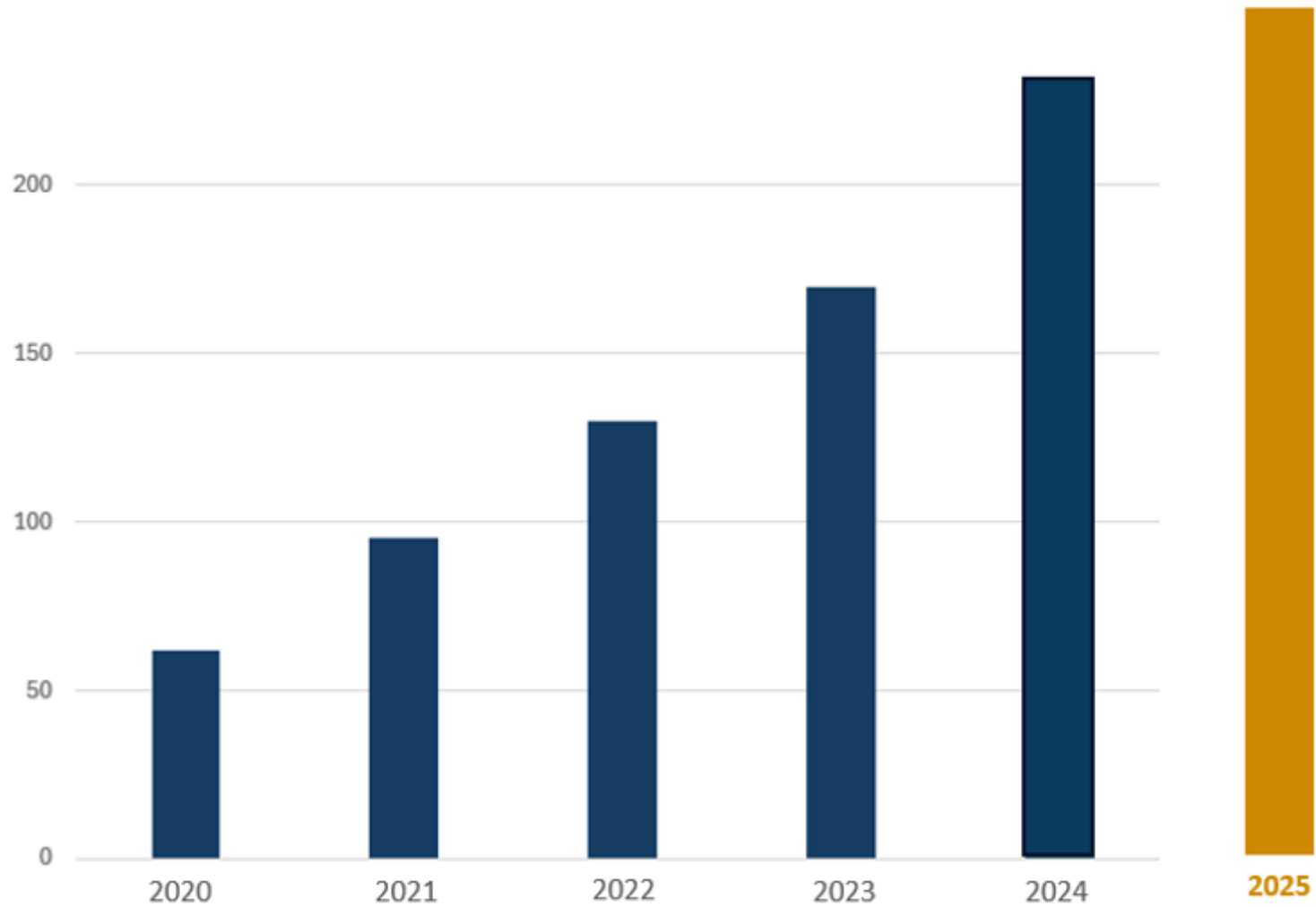
9 **nwtac**  
NWT Association of Communities  
Consociation Communauté Gouvernementale du Nord

10 **CIVICINFOBC**

11 **NAM**

12 **AC**  
ASSOCIATION OF YUKON COMMUNITIES

# Who are our members in BC?





# What Does Canoe Do?

**Canoe issues RFP solicitations on behalf of its members to establish ready-to-use contracts.**

# Traditional vs Cooperative Purchasing

We save time and money for our suppliers and members



# Trade Compliance

- Compliant with the CFTA, CETA, and NWPTA
- Canoe contracts are considered standing offers under the trade agreements.
- All Canoe RFP solicitations are posted on:
  - BC BID
  - MERX
  - SaskTenders
  - Alberta Purchasing Connection
  - Service NB
  - Canada Buys
  - bids&tenders
- Canoe's procurement processes have been vetted by provincial bodies (i.e. Service Alberta, Government of Manitoba, Government of New Brunswick).



# Member Benefits

- Aggregated buying power across (cost savings)
- Reduce procurement process cycle times (time savings)
- Reduce backlog
- Access to over 441 supplier contracts in British Columbia
- Members can select suppliers based on their individual buying criteria
- Member support throughout the purchase process



# Leveraging the Canoe Program: City of Vancouver Case Study



# Member Case Study: City of Vancouver

**Project Type:** Facility Condition Assessments

**Project Dates:** 2018-2022

## Overview

It all started in 2018 when FCAPX, a division of Roth IAMS won the public RFP issued by the City of Vancouver to find a partner to undertake Facility Condition Assessments on the city's large portfolio. This partnership has evolved into a long-term, robust collaboration aimed at equipping the city with consistent and defensible data to guide its asset management strategies.

Comprehensive assessment of over 600 buildings across diverse services, including administrative, recreational, social housing, emergency services, libraries, and maintenance facilities.

Fast forward to the contract expiry...



# Member Case Study: City of Vancouver

## Leveraging the Canoe Program:

In 2022, the City of Vancouver extended its project by leveraging Canoe's Roth IAMS contract (020421-RTH), enabling a seamless procurement process that delivered:

- 1. Reliable Data:** Consistent, defensible data supported informed asset management decisions.
- 2. Operational Efficiency:** Tailored processes streamlined data collection, saving time and resources.
- 3. Financial Value:** Preferred pricing from 2022 to 2025 helped mitigate inflation and ensured cost-effective services. **The City saved approximately \$256,000 by accessing Roth IAMS rates through Canoe.**



## Facility Assessment



## Project Management



## Enterprise Asset Management (EAM)



# Learn more about us

[canoeprocurement.ca](https://canoeprocurement.ca)



# Thank You!



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