



Who Is Focused Education

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EFMA Spring Leadership Workshop 2025

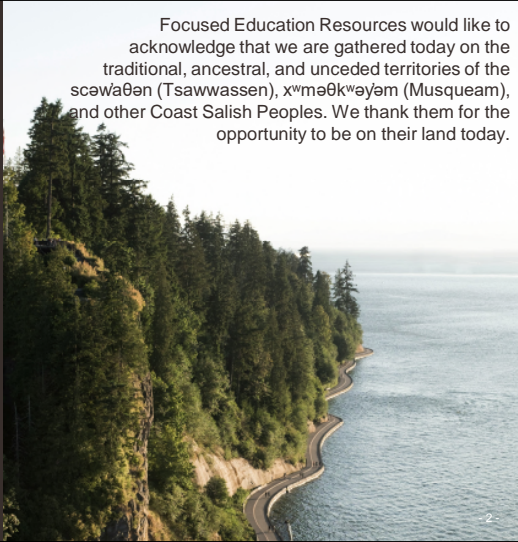


BUILDING CAPACITY.
ADVANCING EDUCATION.

March 6, 2025 | - 1 -



Land Acknowledgement



Focused Education Resources would like to acknowledge that we are gathered today on the traditional, ancestral, and unceded territories of the scəwəθən (Tsawwassen), xʷməθkʷəy̓əm (Musqueam), and other Coast Salish Peoples. We thank them for the opportunity to be on their land today.

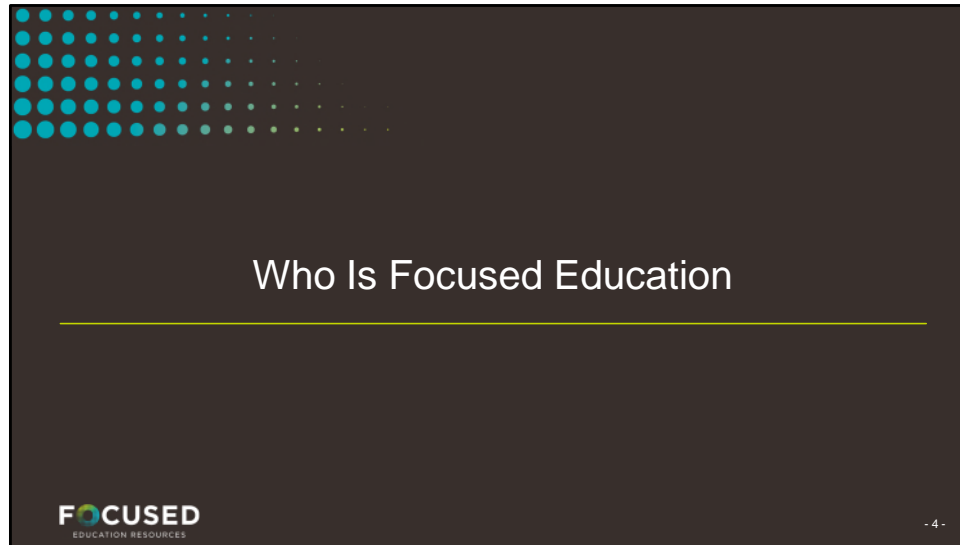
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Coming Up

Agenda

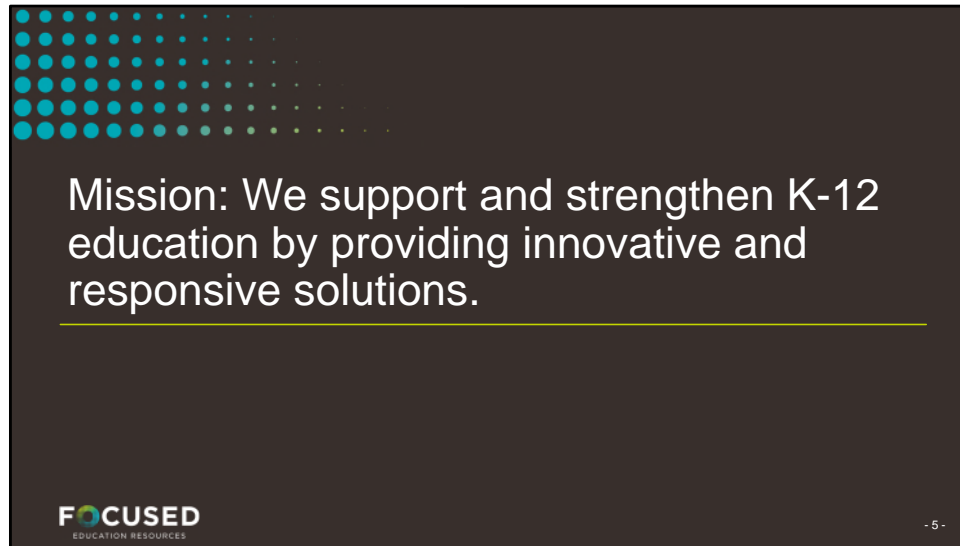
- Who is Focused Education
- What We Offer
- Snapshot of Programs



- Focused Education Resources Society (Focused ED), a not-for-profit organization dedicated to supporting and strengthening K-12 education in British Columbia through innovative and responsive solutions. With a firm belief in the power of collaboration, Michael **advocates for a unified approach to leverage the supply community's eagerness to partner with and bring enhanced value to the BC K-12 sector.**
- Current Members of Focused Education include the sixty (60) BC public school districts, one hundred plus (100+) independent schools, the Yukon Department of Education, and the Northwest Territories (NWT) Department of Education, Culture and Employment.
- Intro Rajiv
- 13 years in procurement in different crown corporations/ public sector. Worked at Focused Ed for 3 years now.
- Different challenges when it comes to BC K-12
- Eg:

- Timelines for end users (schools all have different timelines to do things.)
- Technology (AI/ cybercrime etc.)
- Budget etc.

- and Asad.
- More than 10 years experience in public procurement in total
- Working at Focused Education since Nov 2019



Focused Education Resources is a member-driven organization passionate about supporting excellence in the K-12 education sector. Our shared service offerings provide school districts, independent schools and First Nations schools with a comprehensive suite of services and resources created to help optimize every aspect of education delivery. With guidance from our Board and Advisory Committees, we work closely and collaboratively with our members, the Ministry of Education and Child Care and other K-12 stakeholders to build capacity and increase access to resources and supports to ensure equitable access to the best education possible for all students.

A convener

We unite a network of diverse K-12 members who share the common goal of delivering excellent education. We are committed to serving our members and ensuring their needs and goals are at the forefront of our efforts.

An educator

We raise educator and administrator awareness of the unfolding future and the power of digital solutions. We

share knowledge and resources, lead the way by bringing new ideas and opportunities to the forefront.

An enabler

We are driven by the pursuit of providing services that support quality education, economies of scale, cost-effectiveness, and time-saving solutions, all with the primary goal of benefiting our members and optimizing their resources to achieve significant impacts and benefits.

- **Ensuring quality for our members**
- **A commitment to trust and accountability**
- **Responsiveness and flexibility that leads to innovation**
- **The value of our exceptional staff**
- **Communicating and connecting to drive collaboration**
- **Creating a better society:** We believe that a quality education is the catalyst for building a better society for all. This passion permeates every facet of our work, driving us to invest wholeheartedly in our members and partners.



Focused ED helps K-12 optimize operations, administration and education delivery across a number of service lines.

Education: Focused Ed provides curated digital education services.

Procurement: we carry out RFx for the BC K-12 sector.

Currently in the last round of legacy contracts and now focusing on Member Management but in essence we have goods, services and tech agreements for a Members to operate efficiently.

Finding out who is using what agreements and reaching out to see how things are working and also informing about possible use of agreements. We are doing the leg work, but rest assured that it is for Members with public procurement policies in mind.

Procurement Partners Program: reaching out to the district that may require some additional manpower. By no means this is taking over the work of others – we are starting small with 3 districts in the north – realising

that some districts , some people wear different hats and can be overworked with different tasks at hand and at times may not have the right information or tools to carry out some tasks.

Areas where we are providing help are: reviewing policies/ reviewing template etc. carrying out up to 3 bids and a buy, basket analysis etc.

Supplier management: using performance metrics to see how suppliers are serving our members. Cost controls informing ourselves and members of situations.

Privacy, tech and security: we also have another department that provides assistance in PIA, tech and cybersecurity services.





Snapshot of Procurement Programs

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Focused Education established the Master Agreement for Custodial Supplies in December 2023 with expiry date in November 2028.

Terms of Master Agreements:

- Initial terms is for five (5) years
- The Master Agreement can be extended up to five (5) years

The Primary Award Suppliers

- **Bunzl**
- **Imperial Dade**

Secondary Award Supplier:

- **Staples Professional:**

If you would like to purchase against any of these agreements, you can contact the suppliers to discuss your

needs, and you need to sign a **Commercial Participation Agreement (CPA)**. If you are already using our Master Agreement, and you have not signed sign a CPA document. We encourage you to sign the CPA document to comply with the requirement of the Master Agreement.

Bunzl has identified 2,700 products that are impacted by tariffs, and these are paper products, soap, containers, vacuum cleaner cleaners. They are working to identify alternative options for these products where available either Canadian products or globally imported sources.

Question: What are the products you are concerned by [paper products, garbage bags) that we could further support you. For the paper products, we can think of Kruger brands where its products made here in New Westminster.

Who is using the Master Agreement?



Focused Education established a Qualified Consultant Roster ("Roster") with seven (7) Qualified Consultants in February 2022 with expiry date of February 2025.

Qualified Consultants can support members in identifying and prioritizing capital projects that most effectively reduce their carbon emissions to meet established targets in the [CleanBC: Roadmap to 2030](#) of 40% reductions by 2030 for facilities and fleets. The Qualified Consultants can assist members with their energy audits of their facilities which include HVAC, HVAC Control, Building Envelope, Lighting, and fleet.

1. Support members with energy management audit and capital project identification. This includes to identify and prioritize what projects school districts include on their capital plan submission each year to the BC Ministry of Education
2. Assess the current existing annual energy use in the member's facilities and develop ASHRAE Level 2 energy audit report
3. Identify opportunities and priorities for energy savings and efficiency projects and consider incentive/rebate programs available through FortisBC, BC Hydro and other organizations

All members of Focused Education can access the Roster. During the term of the Roster, members may select a Qualified Consultant or may invite the Qualified Consultants to compete in invitational second-stage competitive processes (“Roster Competitions”) for discrete work assignments involving the provision of the deliverables. When selecting a Qualified Consultant to perform a work assignment, members will determine the form of agreement and negotiate all contract terms directly with the selected Consultant. Focused Education may facilitate or support the school districts during these processes.

Question: The program expired last week and I’m asking if this program is something that you are focusing or will be useful so that we could extend it or revamp it based on your needs.



- School Furniture is a Roster of 6 suppliers
- Awarded in October 2024. Three (3) year term – 2 additional three-year extension terms possible.
- After each terms, Focused Education will review the performance of the suppliers – addition and removal of suppliers on the list possible then.
- Roster comprised of 6 suppliers: Staples, CDI Spaces, Grand and Toy, Hamster, SchoolHouse Products and Wintergreen Learning Solutions
- Jonathan Morgan and Company Ltd and CDI Spaces merged in December 2024.
- You will find a multitude of products from different suppliers that would surely suit the needs of schools. Many of them supply the same brand (E.g.: MityBilt – difference is in the service that they provide.)
- More importantly they have been vetted to provide quality commercial grade products at very competitive prices.

- Based on your financial policies, schools are advised to use a second stage process to request quotes to one or many suppliers – after they have researched on which suppliers can fulfill their requirements.
- Formalize the process at the end with a Commercial Participation Agreement (CPA) where Terms and Conditions in addition to what we already have in the Master Agreement can be added.
- For ex: Delivery dates and times, payment details, applicable member policies etc.
- Do we have to go to the market again?
- Focused Ed is an extension of the Members – has done all due diligence in selecting the vendors through a fair and transparent competitive process to choose suppliers who are able to provide commercial/ educational grade school furniture.

WHO IS USING THE MASTER AGREEMENTS

TARIFFS

QUESTIONS



Last year Fort Modular had a presentation on modular classrooms. Very insightful information.

Focused Education currently has Price arrangement with Aurora Cascade – prices on our website and updated in December 2024.

Fort Modular – provided a base pricing with the specs from the RFP and no other details. Assumption is that a member would have customized their portables, so pricing would be different.

We had pricing from Freeport industries. When asked to revise prices, they mentioned that they had not done a portable classroom in 3 years and did not know the exact specs to quote on w.r.t 2024 specs. So, they abstained from providing new prices

School Districts wishing to use Fort Modular or Aurora Cascade are required to verify the suitability, standard(s), quote(s) and timeline(s) prior to any agreements or statement of work with either of these two entities.

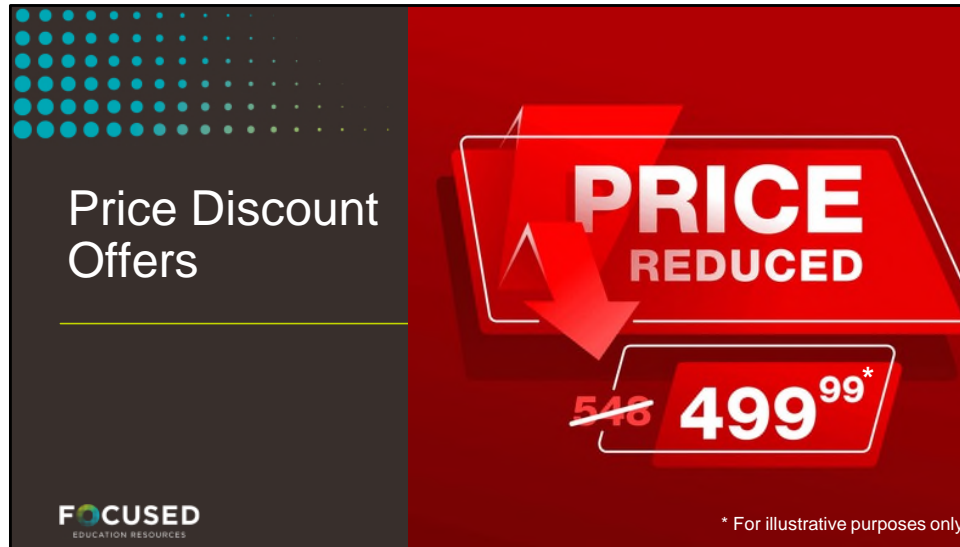
TARIFFS.

QUESTIONS



- **COPY PAPER**
- Incumbent Copy Paper Agreement with G&T expiring on June 30, 2025. New RFP to potentially award a max of 2 suppliers is in progress. The RFP is closing on March 12.
- In Scope: Virgin Paper, Recycled Paper and alternate fiber sources: sugar sheet paper.
- Some Members are using or are looking to use alternative fiber sources in an attempt to reduce your CO2 and GHG emissions and also reduce your carbon taxes.
- no commitment to buy , important to understand that in our evaluation of prices and technical specs, these are the 2 that stood out.
- WE also have a clause that in BC, focused Ed need to have the best or same pricing as lowest priced member. Fair to members and suppliers alike.
- **TARIFFS. We are in constant communications with our suppliers to find out the impacts of tariffs and mitigation strategies.**

- Collaborating with Suppliers – Negotiating pricing, leveraging volume purchasing, and identifying efficiencies to absorb or offset cost increases.
 - Expanding Canadian Sourcing – Growing our offerings from Canadian manufacturers and suppliers to strengthen supply chain resilience and long-term price stability.
 - Leveraging Local Infrastructure – Partnering with suppliers with strong Canadian distribution networks to maintain availability of key products like paper, stationery, furniture, and custodial supplies.
 - Exploring Substitutions – Identifying high-quality alternatives to manage cost increases and supply challenges, working closely with you to ease any necessary transitions.
 - Promoting “Made in Canada” products online to Members.
- **OFFICE SUPPLIES (5-year term) – awarded in December 2023.**
 - **Staples and Hamster**
 - **Core and non-core list of items – high usage products and specific products used by individual districts not deemed out of scope.**
 - Office Supplies awarded to Hamster and Staples in December 2023. Members can choose to go with either suppliers –
 - Worth noting that Hamster had better pricing in the northern region and a recent assessment (basket analysis) of prices for SD57 shows the same results.
- **CLASSROOM SUPPLIES (5-year term). Awarded in Jan 2024.**
 - **Staples, Hamster, G&T and Mills**
 - No commitment to buy from any of them.
 - Members recommended to do a second stage process to choose which supplier(s) to use and sign a CPA



- Auto Parts (NAPA Auto Parts)
- Bus and Trucks Parts (Managed by Inland Group)
- Fuel, (Petro Canada) - Program is managed by the City of Vancouver (COV)
- Fuel – managed by Translink BC
- School Buses (for purchase in collab with the Ministry of Education.)
- Tires for school buses (Good Year Canada, Kal Tire, Michelin, OK Tire)
- School Buses and Fleet Maintenance (OK Tire and Kal Tire)

Summary



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Thank
you!

Reach us at:

supplies@focusedresources.ca
<https://focusedresources.ca>

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