



# Practical Procurement

A Guide to Getting It Right

Michael Frost, Director of Procurement Services

EFMA Spring Leadership Workshop 2025

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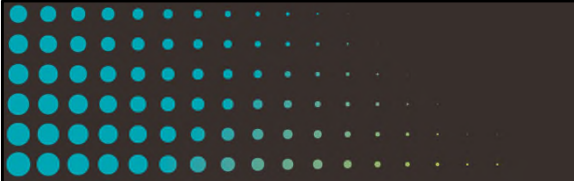


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ADVANCING EDUCATION.

March 6, 2025 | - 1 -



- Good Afternoon and Thank You to EFMA for the opportunity to present today. Before I begin, I would like to [next slide]

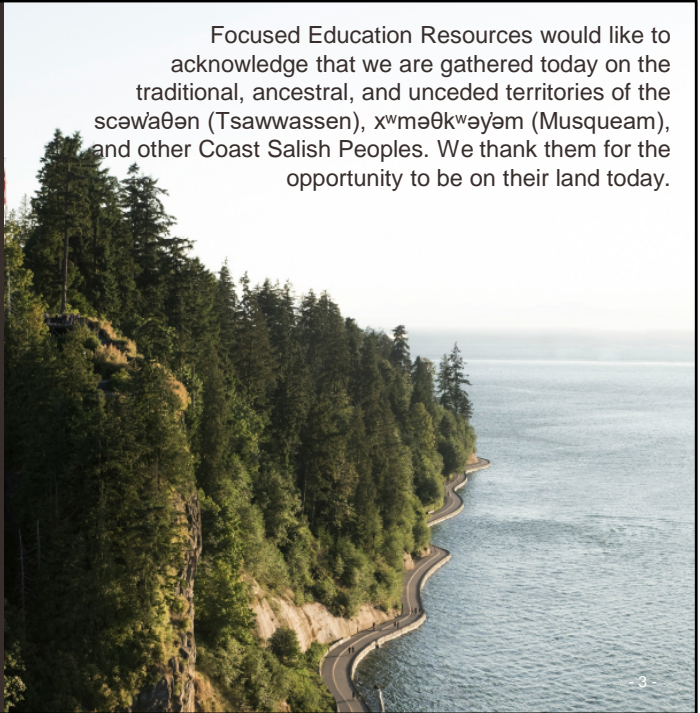


# Land Acknowledgement

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



## Who Is Focused Education



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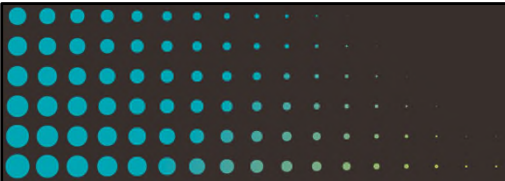
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- Michael Frost is the Director of Procurement Services at Focused Education Resources Society (Focused ED), a not-for-profit organization dedicated to supporting and strengthening K-12 education in British Columbia through innovative and responsive 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**. As a passionate and seasoned Supply Chain leader, Michael brings 30 years of diverse experience across various industries and organizations.
- Outside of his professional endeavors, Michael enjoys immersing himself in the great outdoors, often combining this passion with his love for photography. He delights in capturing the beauty of wildlife, landscapes, and trains, as well as cherishing moments with his soon-to-be 5-year-old daughter.
- 31 Years in procurement – so yes, I love what I do. Range of experiences and industries heavy industrial/highly unionized (Port of Vancouver) which

was quasi-public sector, chemical and fine ingredients distributor (Univar), public transport manufacturer (Bombardier Transportation), and then anything-and-everything at UBC, and now 5+ Years with Focused ED / K-12.

- [Practical Procurement | Public Procurement 101](#)
- [A Guide To Getting It Right](#)
- [Procurement Resources and Templates |   
<https://focusedresources.ca/en/agreements-directory/procurement-templates-and-resources>](#)

Brief introduction of Focused Education; who we are, who we serve and the value we provide.



Mission: We support and strengthen K-12 education by providing innovative and responsive solutions.

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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 convenor**

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.

What we offer

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**EDUCATION**


**PROCUREMENT**

**PRIVACY,  
TECHNOLOGY &  
CYBERSECURITY**

**LEARNING &  
EVENTS**

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



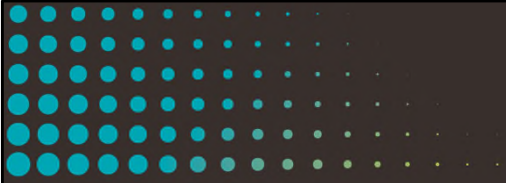


# Questions

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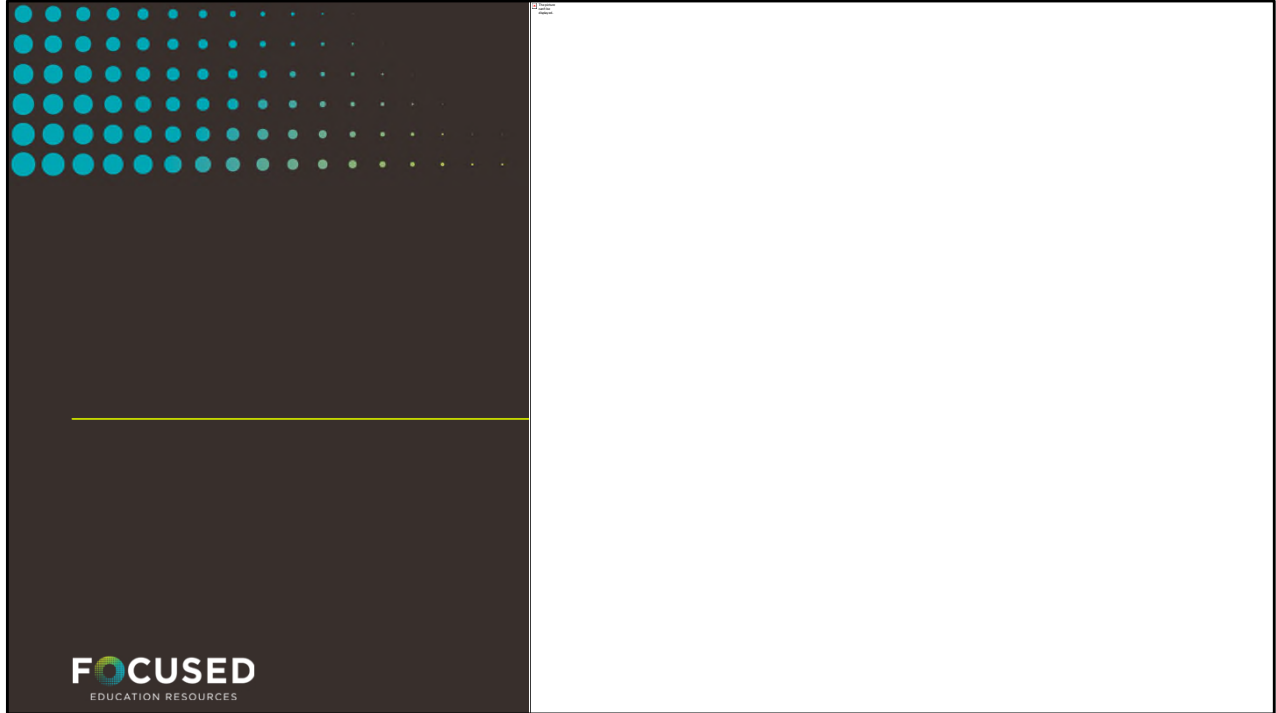
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# Practical Procurement

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- Don't be worried / getting ready to quietly sneak out the door. While I will cover fundamental principles and objectives of public-sector procurement touching on trade agreements, legislation, and organizational policies and processes it will be from a 30,000 foot view, not a deep-dive.
- This may look / sound familiar to some of you as we had the opportunity to provide this topic previously [way back in 2022] but it is always good to refresh thoughts and understanding.

