

May 23, 2013

Re: Government Purchasing Review Enters Next Phase to Achieve Savings for Goods and Services

To vendors of the Government of Newfoundland and Labrador and funded entities,

As you may be aware, the Government of Newfoundland and Labrador, in conjunction with Government funded entities, is working to improve and streamline the way goods and services are purchased. Over the past few months, under the Strategic Procurement Project, opportunities have been identified for Government to achieve its budgetary goals while supporting Newfoundland and Labrador's business community and the provincial economy.

These opportunities will see the Provincial Government and its funded entities streamline their requirements, take advantage of economies of scale, and collectively acquire goods and services through the use of requests for proposals (RFPs). As a result of this initiative, the Provincial Government anticipates issuing the following RFPs over the course of the next month:

- laboratory and medical consumables and equipment;
- pharmaceuticals supplied at regional health authorities;
- airfare and airfare booking tool/agency;
- vehicle parts;
- vehicle insurance;
- bulk fuel;
- bulk salt;
- facilities services; and,
- print services and equipment.

To further improve the ease of doing business, a new e-sourcing tool will be used for submission of the above mentioned RFPs only. This tool will not be used for normal course tenders or RFPs beyond those listed above unless it is later adopted. The tool will be available on the Government Purchasing Agency's website (www.gpa.gov.nl.ca) once the requests for proposals are released.

These requests for proposals represent exciting opportunities to do business with the Provincial Government. If you are interested in participating in these opportunities as they become available, please contact spp@gov.nl.ca with your company name, contact name, email and phone number to be registered for the e-sourcing tool sometime between now and the RFPs close. For additional information, please contact SPP@gov.nl.ca or 709-729-6269.

Regards,

Leigh Puddester
Deputy Minister of Procurement Reform