



SUPPLY ONTARIO

**Ontario Realty
Corporation**

Steven Scullion, VP, Strategic Sourcing





Who we are:

- One of Canada's largest real-estate portfolios
 - Approx. 48 million square feet of space in Ontario
 - Approx. 6,000 assets, 2,000+ construction projects annually
 - Over 90,000 acres of vacant land
- Properties range from offices to courthouses, jails and heritage buildings to greenspace and farms
- Provide customer-focused integrated real estate services such as leasing, property management, strategic asset management and construction project management to the Government of Ontario
- ORC is an agency of the government and reports to the Ministry of Energy & Infrastructure (MEI)



2009 – 10 Procurement Priorities

1. Property & Land Management Service Provider RFP
2. Vendor of Records – General Contractors, Architects, Professional Services, etc.
3. Sustainable procurement (products and services with social, economic and environmental benefits)



Property & Land Management Services Request for Proposals

- Scope
 - Cleaning
 - Repair and maintenance
 - Roads and grounds
 - Project delivery (<\$50 K)
 - Support for Lease acquisition and administration
- Preferred Vendor expected to be announced in June
- Procurement Opportunities
 - Successful Service Provider will be performing the majority of procurement on behalf of ORC
 - Sub-contractors should track the ORC Web site for announcements and then follow-up with that Service Provider for any sub-contracting opportunities



Vendor of Records (VORs)

- ORC recently created 2 Ontario-wide VORs: General Contractors and Architect & Interior Design Consultants.
 - VOR is refreshed semi-annually to enable vendors an opportunity to qualify.
 - Other VORs are reviewed regularly to assess requirement and timing for refresh.
- Other ORC VOR's include:
 - Real Estate Advisory Services (including Appraisals Services, Environmental Consultants, Land Surveyors, Land Use Planners, Heritage Consultants)
 - Real Estate Sales Brokers
 - Leasing Brokerage Services
 - Cost Consultants
- New VORs Being Considered
 - Engineers (mechanical, consultants, energy, etc.)
 - Skilled Trades (plumbers, roofers, small projects, etc.)
- ORC introduced an on-line vendor pre-qualification process making it easier for vendors to submit an application for consideration.
 - See our Web site and track Merx.com and Biddingo.com for ongoing details.



Sustainable Procurement

- ORC encourages and promotes a culture of responsible environmental management through purchasing decisions that include a focus on sustainable and environmentally responsible products and services.
- Sustainability is defined as the value system that places social, economic and environmental quality at the core of business decision-making processes and corporate culture, thereby protecting and enhancing human and natural resources that will be needed in the future.
- ORC is in the process of incorporating “sustainability” criteria into our bid evaluations to assess vendors’ products and services.
- All new projects are to be compliant with LEED Silver and the Accessibility for Ontarians with Disabilities Act (AODA).
- Please see the [“How to Buy from ORC”](#) section on the ORC Web site for further details and contact names.