



“Best Practices Citation Awarded for UVic Strategic Alliance Model”

The University of Victoria’s Strategic Alliance Model has won the Robin J. Zee Presidential Best Practices Citation for Excellence and Outstanding Achievement at the 2003 NIGP Forum in Nashville on August 17, 2003, from a field of twenty-five submissions.

The National Institute of Governmental Purchasing (NIGP), an international not for profit public procurement association, provides its members with education, research, teaching, technical assistance and networking opportunities; while promoting excellence, enhancing effectiveness and increasing public trust.

The Strategic Alliances Model and framework was first developed at UVic in the fall of 2000 through the collaborative efforts of Ken Babich, Manager, Purchasing Services, and Diane Lloyd, Manager of Business and Corporate Relations. Under the authority of the VPFO, the policy and framework was approved and together a process was forged to leverage value-added benefits and contributions from its Supplier Community through UVic’s formal procurement process without impacting the point-of-purchase price upwards. In return, Strategic Alliance partners obtain marketing and promotion recognition and opportunities. Suppliers are encouraged to offer tangible value-added benefits into their proposal submissions such as financial support for scholarships, research, product testing, event sponsorship, and co-employment for students through a fair and open competitive sourcing process.

UVic defines a “Strategic Alliance” as *“a revenue generating contractual arrangement between a public sector agency and an external organization that sets out an agreed upon exchange of cash, goods, and/or services that have a direct and measurable value”*.

This model has not only achieved reduced point-of-purchase and preferred pricing, but also increased sponsorships, value-in-kind, product and promotional value added benefits in several contracts. The financial impact of this model is estimated at \$11.7 million in reducing costs and leveraging new funds.