

MEMBERSHIP LEVELS IN THE YMCA PROCUREMENT PROGRAM

The Canadian YMCA Procurement Program (the CYPP) has three distinct levels of membership - Levels 1, 2, and 3. Each level offers a different level of service. If you have any further questions regarding the different service levels, or if you would like to upgrade your current membership level, please contact the Procurement Team at procurement@ymca.ca.

Level 1 - The Canadian YMCA Buying Group

This level includes all YMCA's throughout Canada ([click here](#) to find your YMCA). The CYPP works directly with selected vendors and develops supplier relationships based on best value and lowest total cost. The benefit of these strong YMCA-supplier relationship is not only greater cost savings, but also a sharing of knowledge and resources among the YMCA's, and ultimately, a more transparent, effective procurement process.

Program Scope:

- access to all vendor programs, including vendor contacts and materials
- standard group spend and savings reports based on vendor-provided data
- access to program website, including vendor information, industry and cost trends, self-support tools, program documentation (ie charter, principles, guidelines)
- vendor issue reporting and tracking (and resolution if regular and persistent for the group)
- access to regular group news and communications
- self-managed, self-regulated, 'self service' participation

Participant Responsibilities:

- required input of Accounts Payable spending data (annual)
- optional input of other data and vendor information if available (as requested)
- adherence to Program Charter (Base Principles and Objectives)

As a national collective, this group includes:

- 45 YMCA's and 6 YMCA-YWCA's serving 1.9 million people in 250 communities across Canada
- 127 HFR's (Health, Fitness and Recreation centers) with 107 pools
- more than 50 Employment and Newcomer Information Centers
- over 245 youth and community oriented programs
- over 500 Child Care Centers including licensed Child Care Centers, before and after school programs, family development centers, ECE centers and child minding services, 21 overnight camps and more than 200 day camps
- over 6.8 million total owned square feet
- over \$680 million in total revenues

- over \$675 million in total operational spending
- 4 regional Management Resource Centers (Vancouver, Edmonton, Toronto, Montreal) designed to help respond to the changing social needs of Canadians
- connected to a global network linking 45 million members in 120 countries

Level 2 - Shared Procurement Services

This Level is a collective of 8 YMCA's across Canada that enjoy an enhanced level of service from the Procurement Team, services that go beyond accessing low-cost supplier deals. Level 2 members have access to all the services of the Procurement Team, including special project support, process/policy work, enhanced data reporting and issue resolution.

Some of the additional benefits of Level 2 membership not offered to Level 1 members are:

- **Contract negotiation and management** - the Procurement Team has purged the YMCA's of many of their "vendor-centric" contracts, replacing them with ones that share the interests of both parties. By keeping a vigilant eye on all contracts, current and expiring, we ensure service is uninterrupted and quality levels are maintained.
- **Participation in spend category initiatives** - Level 2 members enjoy a more symbiotic relationship with the Procurement Team, including spend categories sourcing, participating as test sites in pilot projects, participation on product assessment and evaluation panels, and final product approval.
- **Special project support** - this support includes access to other procurement services such as large, one-off purchases, assistance in new facility opening (including help sourcing products, supplies and services), RFP/RFI/RFQ management and vendor issue management.
- **Development of and access to infrastructure-related tools and services** - some examples include process improvement, policy development, vendor performance management, buyer compliance management, tool and template development
- **Vendor Data management** - we will provide detailed spend and savings reports, invoice auditing and corrections as required.
- **Client / Vendor management** - We act as a liaison between the YMCA's and the vendor should any issues arise. We work quickly to ensure issues get resolved fairly for both parties and client/vendor relationships remain strong.

As a collective, this group includes:

- over 50 HFR's (Health, Fitness and Recreation centers) with 107 pools
- over 300 Child Care Centers including licensed Child Care Centers, before and after school programs, family development centers, ECE centers and child minding services
- 12 overnight camps and more than 100 day camps
- over to 3.4 million total owned square feet
- over \$308 million in total revenues

- over \$75 million in total operational spending

Some areas of future focus for the Level 2 Program include many infrastructure initiatives such as:

1. expense/purchase card program
2. savings capture and management
3. process and policy development
4. green procurement
5. supplier performance management
6. contract database development
7. compliance measurement
8. improved data reporting
9. invoice spot-checking
10. category implementation procedure

Level 2 Canadian YMCA's:

[The YMCA of Greater Toronto](#), [YMCA of Calgary](#), [YMCA of Northern Alberta](#), [YMCA of Lethbridge](#), [YMCA of Medicine Hat](#), [YMCA of Greater Halifax/Dartmouth](#), [YMCA of Central East Ontario](#), [YMCA Northumberland](#)

Level 3 - Dedicated Procurement Management

As well as enjoying all the benefits of Level 1 and Level 2, Level 3 membership enhances the YMCA/Procurement Team relationship:

- **Dedicated on-site procurement services** - each participating YMCA has a dedicated Procurement Team member on-site to assist with daily operations as well as special association-specific projects and initiatives.
- **customized scope of work** - association specific procurement plans are developed, implemented and supported
- **representation on senior leadership teams** - participation on high level committees and in regular operational meetings

Level 3 Canadian YMCA's:

[The YMCA of Greater Toronto](#), [YMCA of Calgary](#)

UPGRADING YOUR MEMBERSHIP

Upgrading your membership is easy. Contact David Rourke or Duane Donnelly from the Procurement Team. They will assist you in understanding how each level of participation operates and help you decide which level works best for your association.