

# Doing More with Less: How Group Procurement Supports Resilient Public Sector Purchasing

Public sector organizations across Canada are facing financial pressures with inflation, increasing operational costs, and shifting trade landscapes making it increasingly difficult to provide essential services without compromise. Procurement professionals must find ways to deliver critical services with fewer resources, all while ensuring compliance and transparency. Group procurement offers one of the most effective ways to navigate these economic constraints and challenges. It enables public sector organizations to unlock procurement value, maximize budgets, streamline processes, and ensure continued service delivery. Through Canoe Procurement Group of Canada, municipalities, non-profits, education and health institutions, and other public sector organizations gain access to trade-compliant contracts that help them respond to local needs while remaining globally aware.

## Procurement Built for Canada

Canoe's group procurement approach is designed with the public sector in mind, offering choice and flexibility while ensuring compliance with trade agreements. By leveraging the collective strength of over 6,000 Canadian organizations, Canoe members access competitively sourced contracts that deliver:

### *Faster Access to Critical Goods and Services*

Procurement bottlenecks can slow access to essential goods and services during economic volatility. With contracts already tendered on the public sector's behalf, group procurement provides organizations with direct access to pre-approved suppliers without sacrificing quality or due diligence. This faster access allows public sector organizations to expedite procurement while maintaining compliance with relevant trade regulations.

### *Reduced Administrative Burden*

Lean procurement teams often lack the time and resources to manage complex tenders. Canoe does the legwork by negotiating contracts, ensuring compliance, and streamlining the purchasing process, freeing members to focus on strategic priorities while remaining competitive and compliant.

### *Volume-Based Savings That Stretch Budgets*

With pooled purchasing power, Canoe members can access volume-based cost savings that would be unattainable through independent procurement efforts. This is particularly beneficial for high-cost items such as heavy equipment, fleet vehicles, upfitting, management, medical supplies, facility assessment services, classroom technology, and building supplies. By leveraging Canoe's

group procurement contracts, organizations can achieve cost savings that translate directly into more sustainable budgets.

## Navigating Trade and Economic Uncertainty with Confidence

With ongoing trade agreement evolutions, tariffs, and procurement priorities in flux, public buyers are navigating an increasingly complex procurement landscape. Canoe helps members comply with Canadian and international trade obligations while maintaining the flexibility to prioritize local alternatives where possible. This results in a procurement model that balances fiscal responsibility with responsiveness, enabling public sector entities to plan confidently and act decisively even in turbulent times.

Learn how Canoe helps Canadian organizations build resilient communities through streamlined, compliant, and cost-effective group purchasing. Visit [canoeprocurement.ca](https://canoeprocurement.ca) to explore current contracts and connect with your regional representative.