



# PUBLIC SERVICES AND PROCUREMENT CANADA

## A CASE PRESENTATION

22 March, 2025





# MEET TEAM AMBER

**OLIVER BUTTNER**

Financial Planning and  
Analysis Expert



**NOAH CADIGAN**

Risk Evaluation and  
Mitigation Expert



**PHUONG TRAN**

Digital Transformation  
Lead



**SPENCER GRAYDON**

Performance Optimization  
and Change Management  
Facilitator



# PRES

# ENTATION TIMELINE



# INTRODUCTION

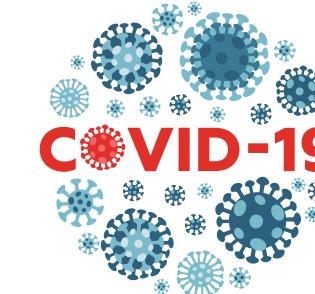


## PUBLIC SERVICES AND PROCUREMENT CANADA

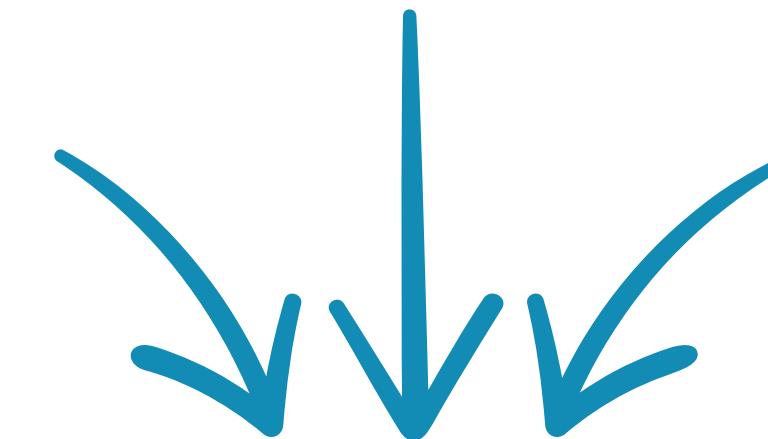
- PSPC is a Government corporation provides **essential goods** and services for the **Government of Canada**, including the procurement of:



- **Vulnerabilities** in PSPCs operations have been **exposed**, impacting government function due to:



PSPC wants to **strengthen** their **supply chain** strategy while aligning with **federal priorities** such as cybersecurity, sustainability, and indigenous economic participation.





# CRITICAL CONCERNS

## SUPPLIER DEPENDENCY & DIVERSIFICATION

- Overreliance on a small number of suppliers from foreign markets
- Cybersecurity risks and lack of contingency planning
- Lack of domestic manufacturing capabilities for critical goods
- Compliance issues with indigenous relations

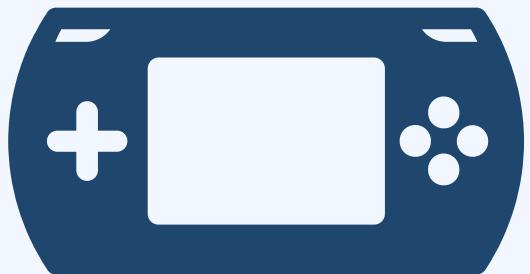


# OUR SOLUTION



01.

## Revamp PSPCs information system



- Implement technological advancements in AI
- Create real-time data visibility and analytic capability



02.

## Reposition to support Canadian Suppliers

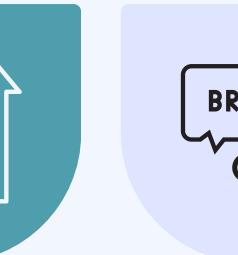
- Reduce reliance on foreign manufacturing
- Create an extensive network of suppliers for contingency and efficiency



## Adopt an adaptive JIT Production system



- Improves efficiency and adaptability
- Reduces costs and environmental impact
- Leverage backup suppliers during crisis management



03.

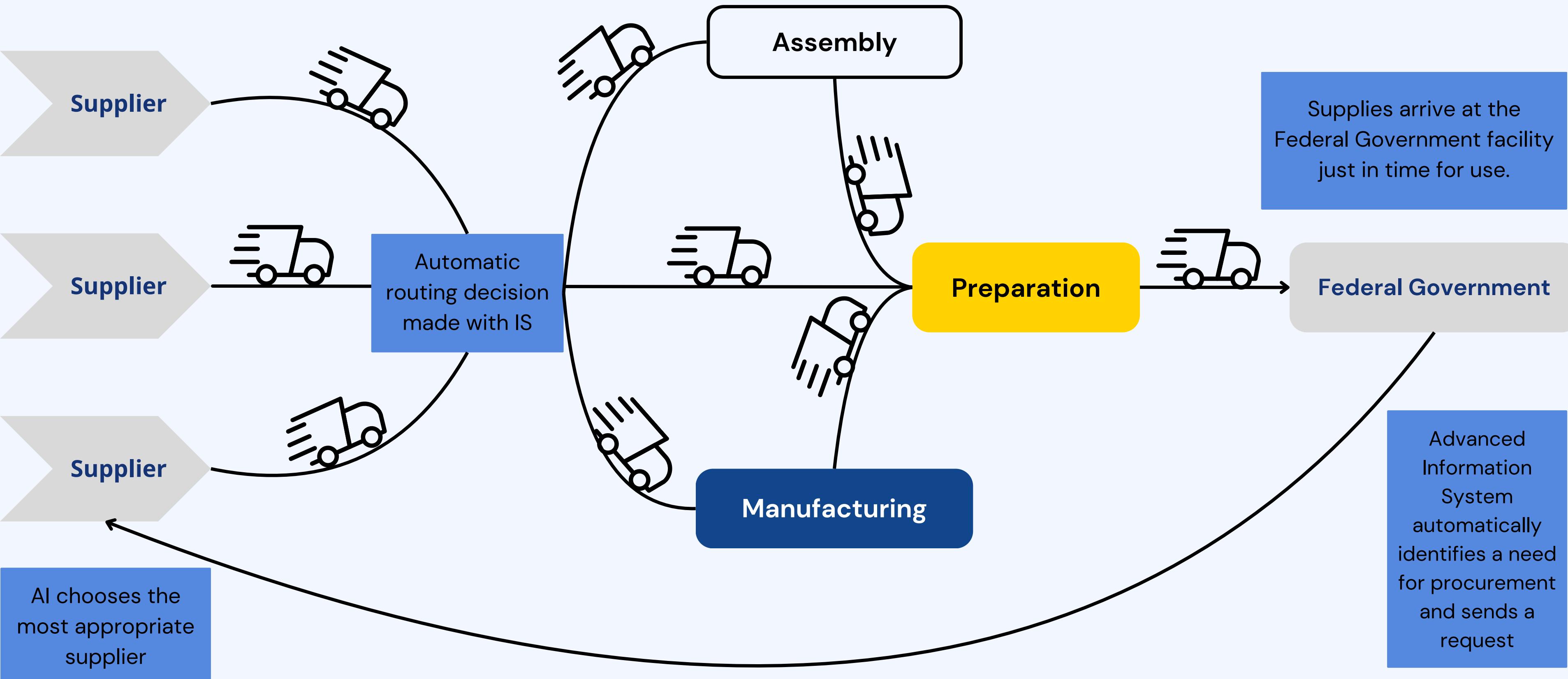
## Adhere to federal priorities

- Ensure PSPC upholds the unmet standards provisioned by the federal government.
- Relating to cybersecurity, indigenous economic prosperity, and sustainability.



04.

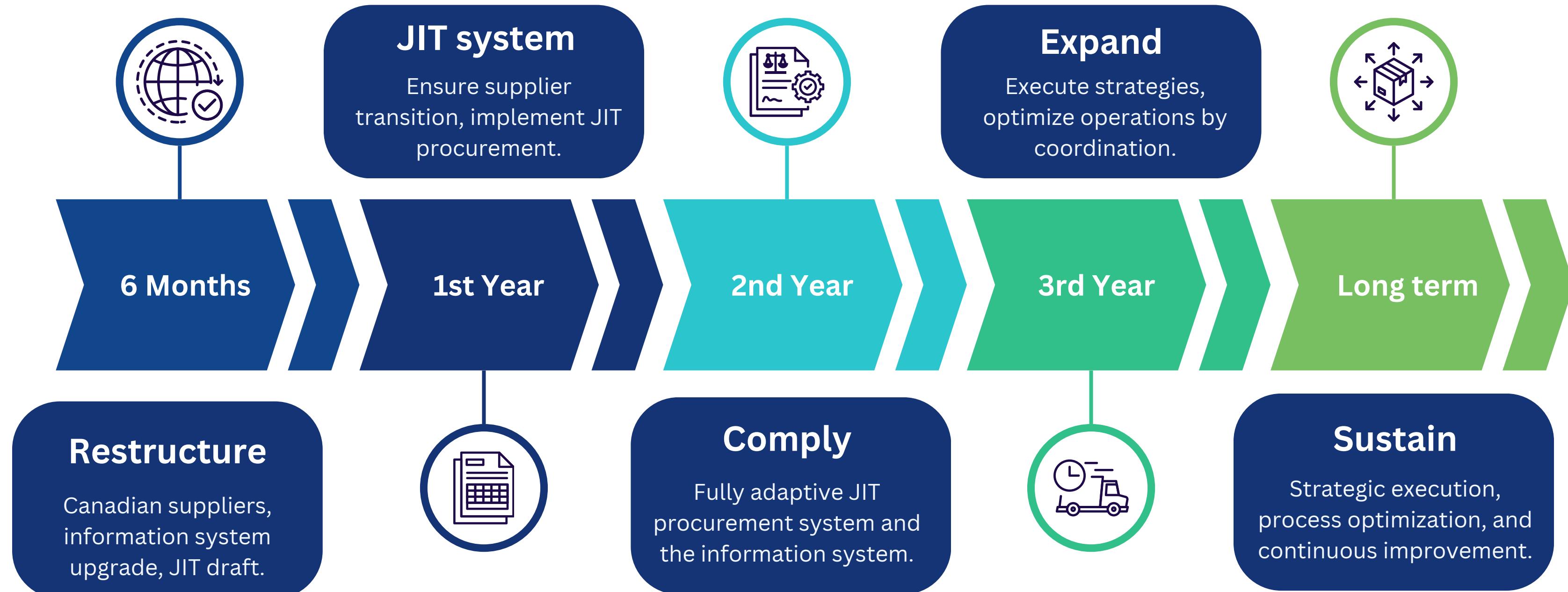
# AI POWERED JUST-IN-TIME PROCUREMENT



# IMPLEMENTATION



Our implementation plan exists in multiple stages, broken down into the first six months, first, second, and third year and beyond.



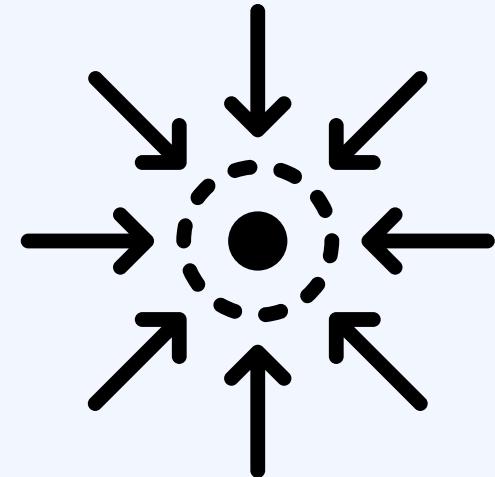


Focus, Action, Goal™

# FRAMEWORK



# IMPLEMENTATION



## FOCUS

What is the focus of the initiative?



## FOCUS

## ACTION

### ACTION

What actions are being taken?



## GOAL

## GOAL

What goal is to be reached?





# DETAILED IMPLEMENTATION



## FIRST 6 MONTHS

### FOCUS

- Begin first steps of each major goal:
  - Sourcing Canadian
  - Improving the Information system,
  - Restructuring with a Just-In-Time procurement system

### ACTION

- Register for Indigenous Business Directory (IBD) and begin Canadian supplier outreach
- Begin implementation of the new advanced information system.
- Draft structure of the Just-In-Time system.

### GOAL

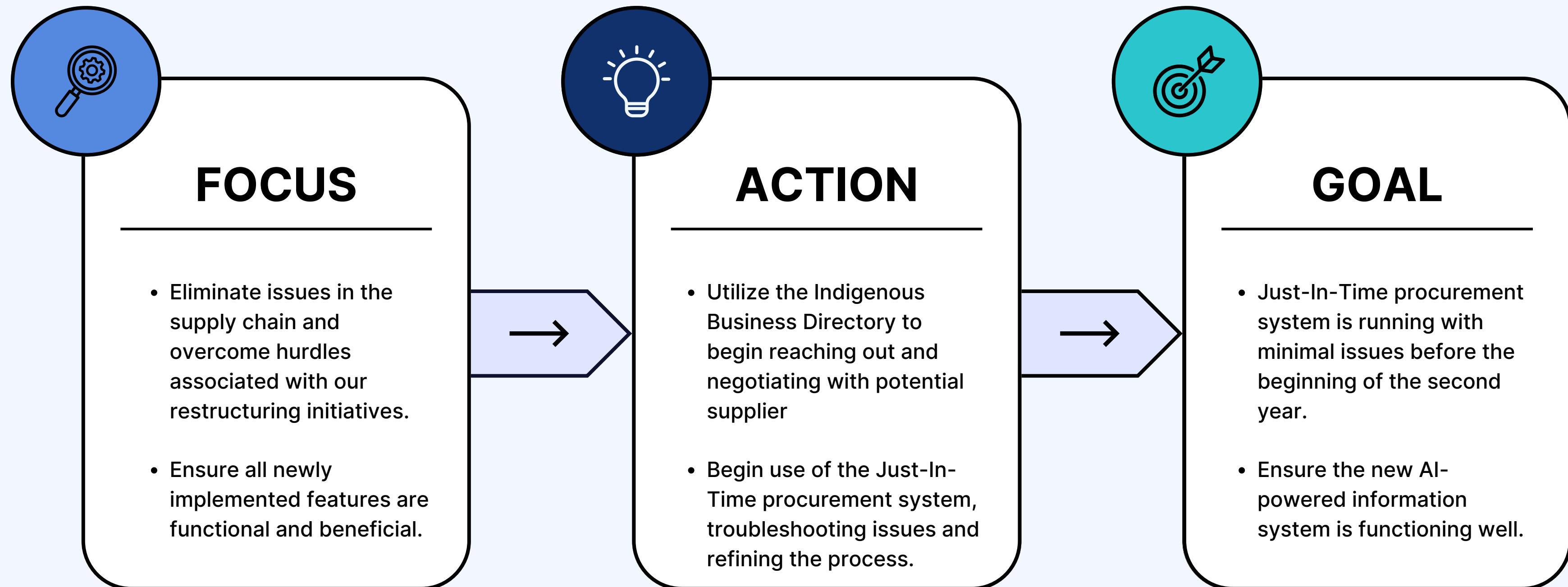
- By the end of the first six months, there will be solid foundations in place to begin the finalization and utilization of our new systems.



# DETAILED IMPLEMENTATION



## 1ST YEAR





# DETAILED IMPLEMENTATION



## 2ND YEAR



### FOCUS

Improve upon the foundations built for the new production system by focusing on harder-to-reach federal alignment goals



### ACTION

Pilot blockchain technology for contract transparency and explore quantum computing for accurate supply chain modeling and data analytics.



### GOAL

- Achieve \$20M annual savings from reduced warehousing
- Incorporate indigenous economic prosperity in 20% of our operations
- Improve JIT system efficiency by 20%



# DETAILED IMPLEMENTATION



## LONG TERM (3+)



### Focus

Improve global reputation as an ESG leader in procurement with renowned procurement speed, effectiveness, technological innovation, and cybersecurity.

01

02



### Action

Pilot blockchain technology for contract transparency and explore quantum computing for accurate supply chain modeling and data analytics.



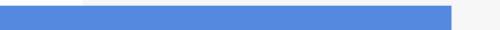
### Goal

Serve as an inspiration for procurement services world-wide. Continually improve with 10% efficiency gains year over year and maintain <5% foreign suppliers.

03



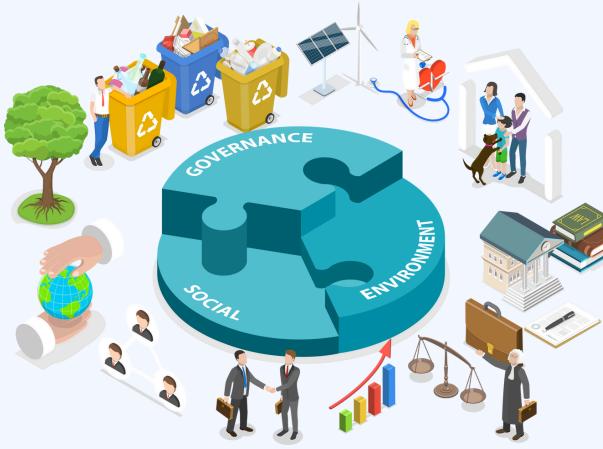
# IMPLEMENTATION GANTT CHART

TASKS	SIX MONTHS	FIRST YEAR	SECOND YEAR	THIRD YEAR	LONG TERM
Source Canadian					
Implement New IS					
JIT System Prototype					
Testing / Debug Phase					
Diversify Supplier Network					
Update AI Systems					
Research and Development					
Long-Term Management					



## Supplier Dependency and Diversification

Reduces reliance on foreign suppliers



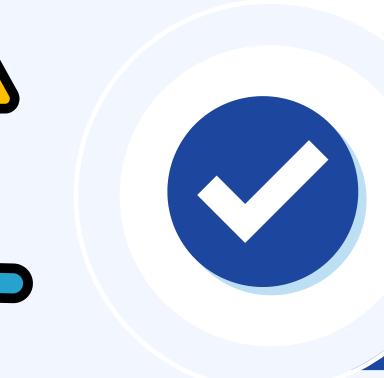
## Regulatory Compliance and ESG Priorities

Meet federal standards for ESG initiatives



## Technology and Cybersecurity Risks

Expand IT team and invest in technology R&D

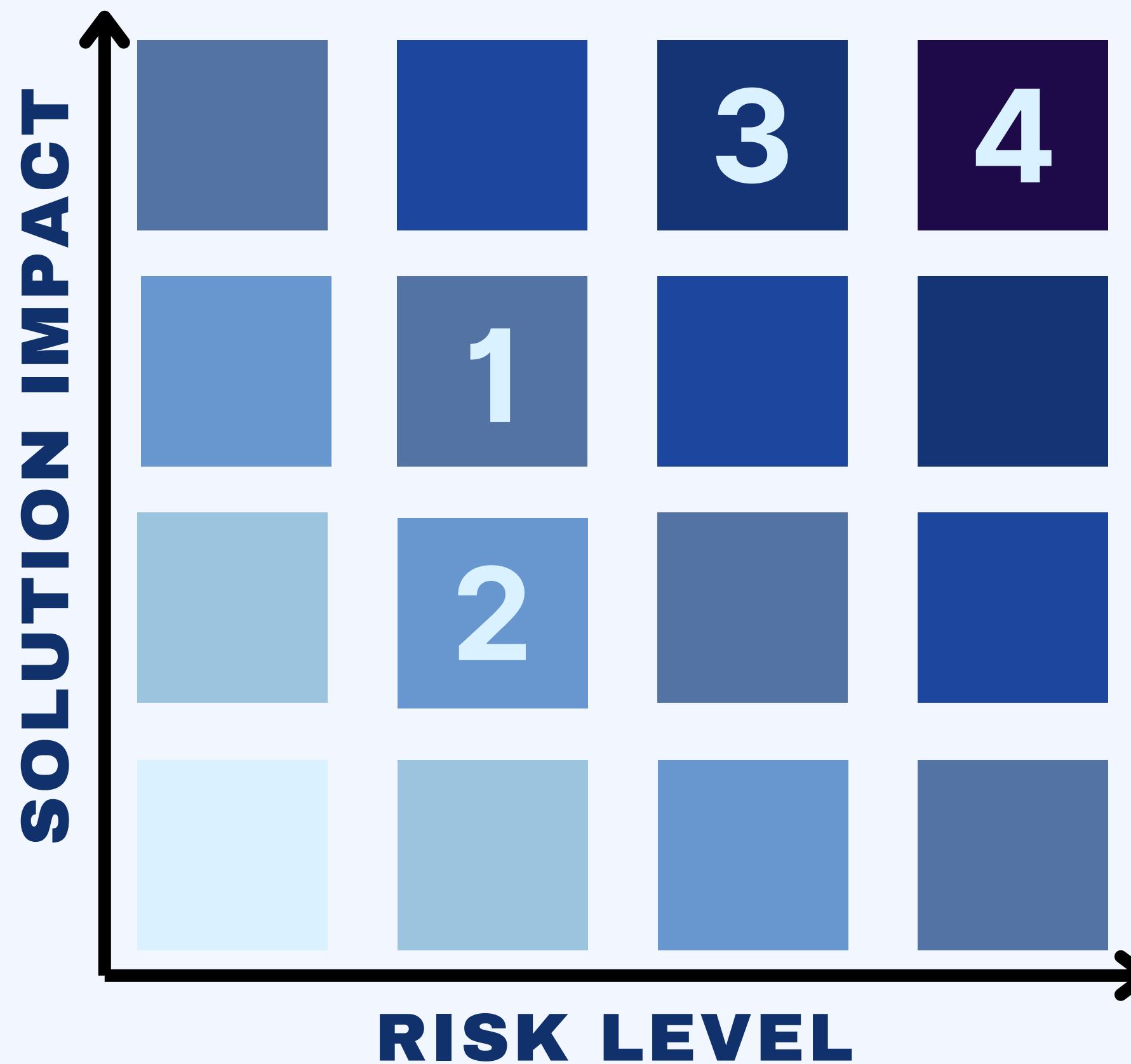


## Crisis Readiness and Emergency Procurement

Innovative adaptability and backup suppliers

# WHY OUR SOLUTION?

# RISK MITIGATION



## Supplier dependency and diversification

- ① a. Repositioning our supplier network within Canada

## Regulatory compliance and ESG priorities

- ② a. Used IBD to obtain indigenous supplier

## Technology and Cybersecurity systems

- ③ a. Expand IT team and invest in R&D  
b. Revamp Information System and incorporate AI

## Crisis Readiness and Emergency Procurement

- ④ a. Network of back-up supplier contracts  
b. Adaptability resulting from the JIT system

# FINANCIAL BREAKDOWN



## PRICING TABLE

INITIATIVE	COST DETAILS	TIME FRAME
LEASE/ENERGY REVIEW	\$500K (consulting fees, audits, retrofits)	6–12 months
PAYROLL SYSTEM REPLACEMENT	\$8M (IT development, testing, training)	1–2 years
COMPLIANCE AUDITS	\$1.2M/year (internal/external audit teams, software)	Annual
SERVICE COST RECOVERY SETUP	\$300K (process automation, training)	6 months

Upfront Costs

~\$10M (YEAR 1-2)

Annual Savings

\$11.5M+ (BY YEAR 3)

ROI: 115%+



## OPERATIONAL

Handling property management, acquisitions, payment services (including Phoenix), translation support, and specialized programs like managing seized assets.

## FINANCIAL ANALYSIS



\$3.32 Billion



\$6.94 Billion



\$7.7 Billion

# FINANCIAL CORRELATION (2023)



Achieve \$20M annual savings from reduced warehousing costs

Total Financial assets (2023)

**\$12.3M**

13% increase from last period

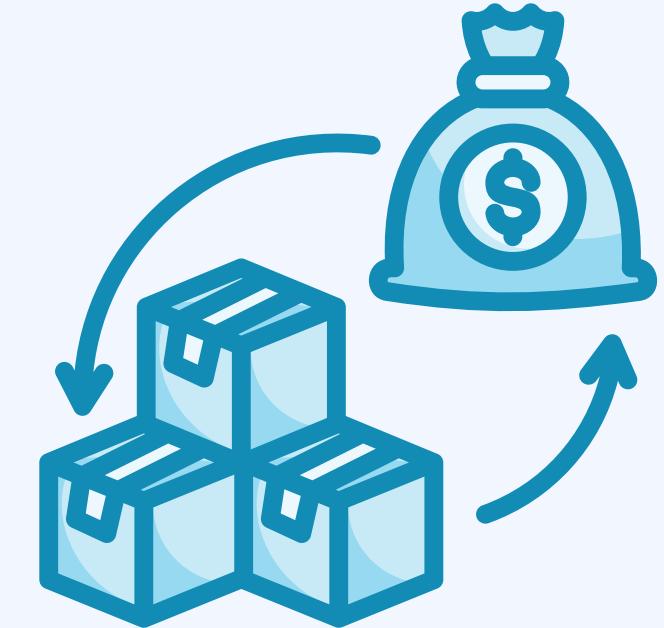


Reduce procurement delays by 15% with enhanced AI predictive analytics

Department net financial position (2023)

**\$542k**

14% increase from last period



Improve procurement efficiency by 20% with JIT

Net cost of operations before government funding and transfers (2023)

**\$122.3M**

14% increase from last period



TEAM AMBER

**THANK  
YOU  
FOR YOUR ATTENTION!**

March 22, 2025





# ANY QUESTIONS?

Do you have questions or want to learn more? Reach out to us! Our friendly team is here to assist. Contact us via email, phone, or visit our website for further information and inquiries.



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[consulting@teamamber.ca](mailto:consulting@teamamber.ca)

**PHONE**  
(613)-574-7032

**WEBSITE**  
[www.teamamber.ca](http://www.teamamber.ca)



# APPENDIX A



Government  
of Canada    Gouvernement  
du Canada

Search 

MENU ▾

[Canada.ca](#) > [Indigenous Services Canada](#)

## Detailed company search - Indigenous Business Directory

Find companies that can supply your organization with the goods, services and technology it needs.

**Detailed Search:**

<b>Search Format</b>	<b>Search For:</b>	<b>Look In:</b>
<input type="radio"/> CSV	<input checked="" type="radio"/> All of these words	<input checked="" type="radio"/> All text
<input checked="" type="radio"/> HTML	<input type="radio"/> Any of these words	<input type="radio"/> Company name
	<input type="radio"/> Look for this phrase	<input type="radio"/> Product description

**Company Name:**

**Province/Territory:**   
Alberta  
British Columbia  
Manitoba

**City:**

**Postal Code:**

**Company Profile:**

**NAICS Code:**  or

**GSIN Code**  or

<https://www.sac-isc.gc.ca/rea-ibd>



# APPENDIX B

## Financial Statements - For the year ended March 31, 2023

## Public Service Commission of Canada - Key Data

**Statement of Financial Position (unaudited)**  
As of March 31, 2023 (in thousands of dollars)

	2023	2022
<b>Liabilities</b>		
Accounts payable and accrued liabilities (Note 4)	\$12,240	\$9,398
Vacation pay and compensatory leave	5,238	5,265
Employee future benefits (Note 5)	2,099	2,188
<b>Total liabilities</b>	<b>19,577</b>	<b>16,851</b>
<b>Financial assets</b>		
Due from the Consolidated Revenue Fund	8,052	5,230
Accounts receivable and advances (Note 6)	4,298	5,601
<b>Total financial assets</b>	<b>12,350</b>	<b>10,831</b>
<b>Departmental net debt</b>	<b>7,227</b>	<b>6,020</b>
<b>Non-financial assets</b>		
Tangible capital assets (Note 7)	7,769	8,960
<b>Total non-financial assets</b>	<b>7,769</b>	<b>8,960</b>
<b>Departmental net financial position</b>	<b>\$542</b>	<b>\$2,940</b>
Contractual obligations (Note 8)		
Contingent liabilities (Note 9)		
The accompanying notes form an integral part of these Financial Statements.		

**Statement of Cash Flows (unaudited)**  
For the Year Ended March 31, 2023 (in thousands of dollars)

	2023	2022
<b>Operating activities</b>		
Net cost of operations before government funding and transfers	\$122,304	\$105,729
<b>Non-cash items:</b>		
Amortization of tangible capital assets	(1,787)	(666)
Services provided without charge by other government departments (Note 10)	(23,041)	(22,363)
Transfer of assets to other government departments	8	193
<b>Variations in Statement of Financial Position:</b>		
Decrease (increase) in accounts receivable and advances	(1,303)	1,349
Increase (decrease) in accounts payable and accrued liabilities	(2,842)	(1,160)
Decrease (increase) in vacation pay and compensatory leave	27	1,368
Decrease (increase) in employee future benefits	89	457
<b>Cash used in operating activities</b>	<b>93,455</b>	<b>84,907</b>
<b>Capital investment activities</b>		
Acquisition of tangible capital assets	596	1,063
<b>Cash used in capital investment activities</b>	<b>596</b>	<b>1,063</b>
<b>Net cash provided by Government of Canada</b>	<b>\$94,051</b>	<b>\$85,970</b>
The accompanying notes form an integral part of these financial statements.		



# APPENDIX B - CONTINUED

## Financial Statements - For the year ended March 31, 2023 Public Service Commission of Canada - Key Data

Statement of Operations and Departmental Net Financial Position (unaudited)			
For the year ended March 31, 2023 (in thousands of dollars)			
	2023 Planned Results	2023	2022
<b>Expenses</b>			
Public Service Hiring and Non-partisanship	\$88,969	\$85,122	\$76,292
Internal Services	41,050	46,884	38,277
<b>Total expenses</b>	<b>130,019</b>	<b>132,006</b>	<b>114,569</b>
<b>Revenues</b>			
Assessment and counselling services revenues	14,252	9,697	8,836
Miscellaneous revenues	1,192	1,900	1,376
Revenues earned on behalf of Government	(1,178)	(1,895)	(1,372)
<b>Total revenues</b>	<b>14,266</b>	<b>9,702</b>	<b>8,840</b>
<b>Net cost of operations before government funding and transfers</b>	<b>115,753</b>	<b>122,304</b>	<b>105,729</b>
<b>Government funding and transfers</b>			
Net cash provided by Government of Canada	94,051	85,970	
Change in amount due from Consolidated Revenue Fund	2,822	896	
Services provided without charge by other government departments ( <a>Note 10</a> )	23,041	22,363	
Transfer of assets to other government departments	(8)	(193)	
<b>Net cost of operations after government funding and transfers</b>	<b>2,398</b>	<b>(3,307)</b>	
<b>Departmental net financial position - Beginning of year</b>	<b>2,940</b>	<b>(367)</b>	
<b>Departmental net financial position - End of year</b>	<b>\$542</b>	<b>\$2,940</b>	
Segmented information ( <a>Note 11</a> )			
The accompanying notes form an integral part of these financial statements.			