

food

- 1- buy it with thought
 - 2- cook it with care
 - 3- use less wheat & meat
 - 4- buy local foods
 - 5- serve just enough
 - 6- use what is left
-

don't waste it

U. S. FOOD ADMINISTRATION

What's Cooking in
Healthcare?
A Values-based
Model

AGENDA

- **Welcome**
- **Context**
- **Values-based procurement definition and model**
- **Speed dating breakouts**
 - **Partnerships**
 - **Group Purchasing Organizations**
 - **Moving Markets**
- **A Regenerative Agriculture point of view**
- **Discussion - Call to Action**

BUILDING A CASE FOR VALUE

- **Healthcare food procurement is characterized by fragmented and regionalized efforts to build meaningful procurement tools.**
- **Trade agreements can be ambiguous and encourage price only shopping.**
- **This creates disincentives against evaluation criteria using a values-based strategy of sustainably sourced local foods.**
- **Food budgets and a culture that food is ancillary in healthcare compound the challenges.**

ANCHOR INSTITUTIONS

There is a growing trend towards embracing responsibility as publicly funded institutions to spend in ways that enhance the communities we serve.

Many public service organizations across Canada are beginning to balance the environmental and social impacts of their menu choices for patients with their budgets



DISCOVERY

Procurement has a critical opportunity to advance the *food is health* agenda.

How?

Healthcare food purchasers can build health and wealth in their communities by supporting the well-being of their patients and residents through the food choices they make.



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WHERE TO BEGIN?

Fortunately, our field is filled with champions who are leading the way:

- *Quebec – Sustainable Menus initiative*
- *Canada – Traditional Foods Guide*
- *Canada- Good Food Project*
- *British Columbia – FeedBC*
- *Thunder Bay, Ontario – Forward contracting with producers*
- *Canada – Request for Proposal models that incorporate values-based decision making*
- *USA - Healthcare Without Harm using values based policies and procurement*

WHAT IS POSSIBLE?

- **You can specify any product you wish in your procurement process as long as you evaluate your responses fairly and objectively**
- **Working within your region, you can contract directly with small producers/partners to complement other sourcing options**
- **Menu choices have always been made to accommodate budgets. What if we continue this work, but add another level of scrutiny such as social procurement?**

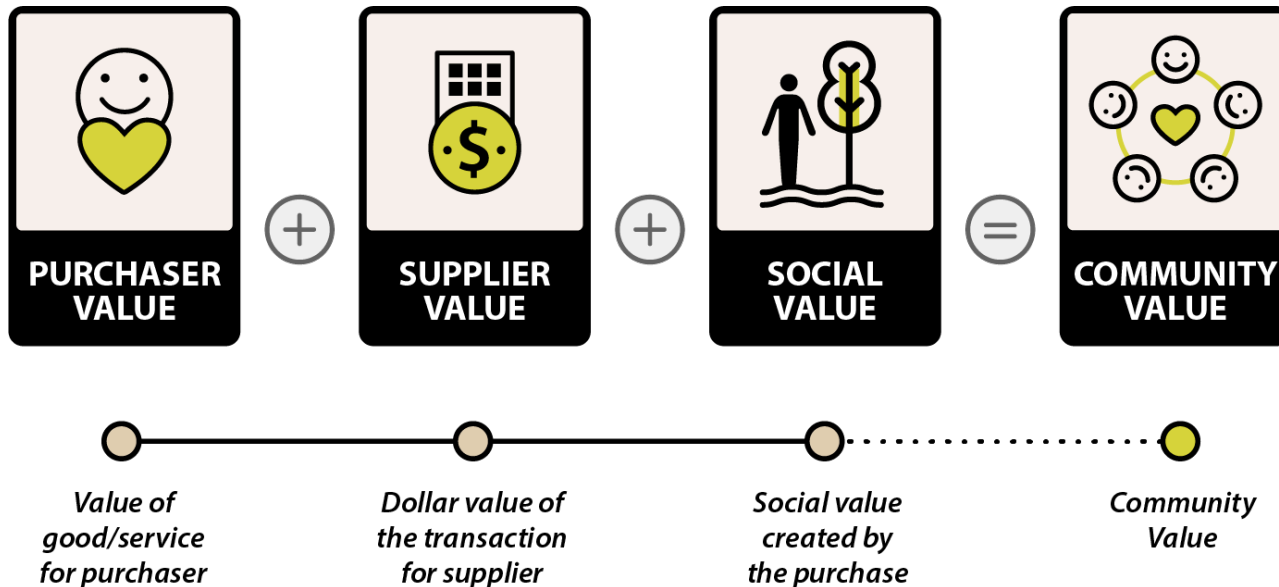
WHAT IS SOCIAL PROCUREMENT?

*Social procurement is the transition from
making good deals,
to making deals that do good*

- Larry Berglund SCMP MBA FSCMA

WHAT IS SOCIAL PROCUREMENT?

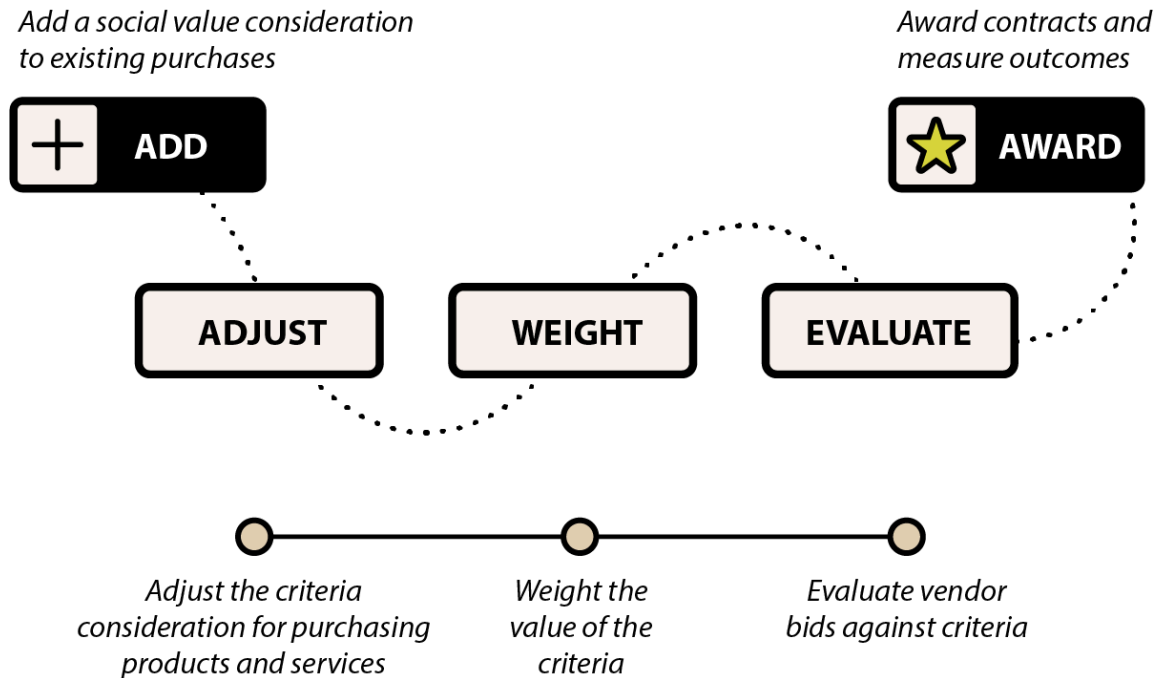
Social Procurement adds a social value to existing purchasing



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WHAT IS SOCIAL PROCUREMENT?

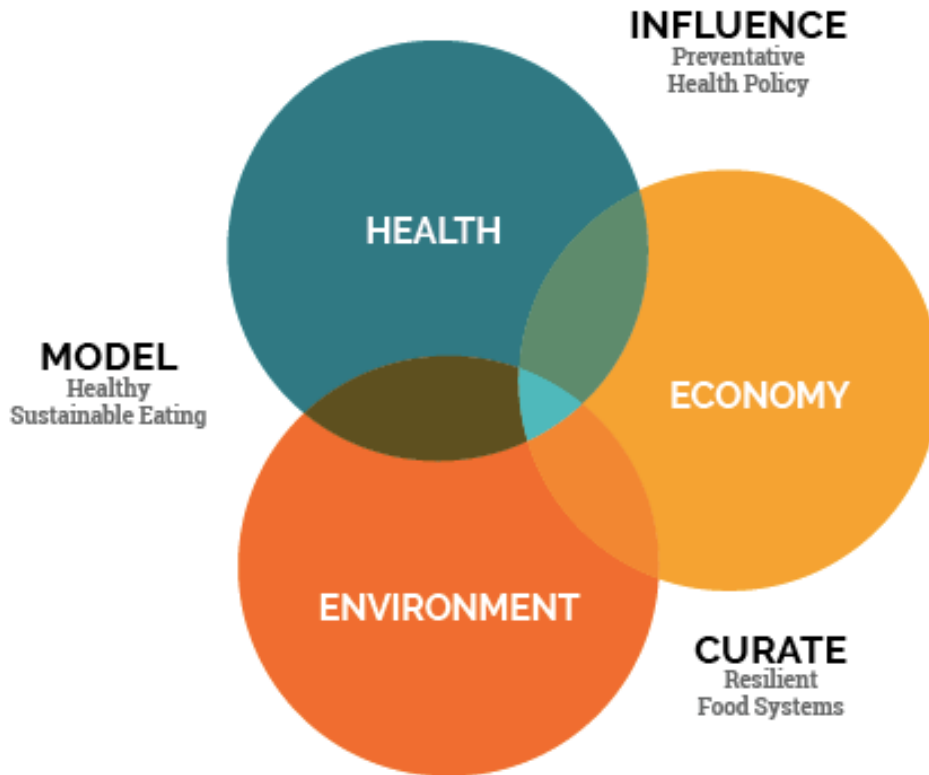
*Social procurement of **goods and services**:*



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WHAT IS SOCIAL PROCUREMENT?

How does social procurement apply to healthcare food?



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BILL 36 – Ontario LOCAL FOOD ACT 2013

- *On March 18, 2019 the Ontario government launched the final pillar of Bill 36 – The Local Food Act. This is the result of a series of Greenbelt Fund Grants funding champions so that they had the resources necessary to show success*
- *There are programs and policies showing varying degrees of readiness right across Canada*



LOCAL
Foodland
ONTARIO

VALUES-BASED CRITERIA

- **Ecological**
- **Social impact**
- **Economic**
- **Logistics**
- **Product selection**
- **Governance**
- **Service**

BEST VALUE vs LOWEST PRICE EXAMPLE

	A	B	C	D
Ecological	7.8	7.0	7.9	8.1
Social impact	5	5	5	5
Logistics	7	7	8.4	8.5
Governance	8	8	8	8.3
Products	5	5	5	5
Service	6	7.4	8.5	8.5
Total value points	38.8	39.4	42.8	43.4

Highest non-financial score

BEST VALUE vs LOWEST PRICE

i.e. Bids come in from (4) suppliers for similar goods:

Supplier	A	B	C	D
\$	560,000	558,000	555,000	562,000



Highest bid

WHO WOULD YOU WANT TO CONTRACT WITH?

The lowest bidder with some of your values

or

the highest bidder with more of your values?

BEST VALUE!

	A	B	C	D
\$ Value-per-point	14,433	14,162	12,967	12,949

Lowest cost on a value-per-point basis

LET'S EXPLORE

- **Partnerships with Impact**
- **Group Purchasing – ally or barrier?**
- **Moving Markets**

CALL TO ACTION DISCUSSION

- **What inspired you? (Review the BINGO card)**
- **What could you bring to your facility?**
- **What could we do together?**

NEXT STEPS

Beta-testing procurement tool - Summer 2019
Contact Wendy Smith wsmith@sjhs-gpo.ca

And....