

FAQs

COOPERATIVE PURCHASING
CONTRACT PROVIDES TURNKEY
ROOFING & BUILDING
MAINTENANCE FOR THE
BROADER PUBLIC SECTOR AND
MASH ENTITIES ACROSS CANADA

ROOFING AND BUILDING
MAINTENANCE

A ROOFING & RELATED SERVICES CONTRACT AWARDED
TO WTC (WEATHERPROOFING TECHNOLOGIES CANADA)



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WHO IS KINETIC GPO?

Kinetic GPO is a cooperative purchasing organization established for Broader Public Sector and MASH entities across Canada, with the specific purpose of reducing procurement costs by leveraging the purchasing power of group buying and saving members time by simplifying steps to procure. All Kinetic GPO contracts are awarded using a competitive solicitation process consistent with Chapter 5 of the Canadian Free Trade Agreement (CFTA) and other international trade agreements, including the Canada-EU Comprehensive Economic and Trade Agreement (CETA), as well as the Broader Public Sector (BPS) Procurement Directive.

Group Purchasing Organizations (GPOs) are widely used in Canada, especially in the medical health, municipal and education sectors.

WHO CAN USE KINETIC GPO'S CONTRACT RFSO 19-03 ROOFING SUPPLIES AND SERVICES, WATERPROOFING AND RELATED PRODUCTS AND SERVICES?

Eligible entities include:

- School Districts
- School Boards
- Cities/Municipalities
- Airports
- Churches
- Counties
- Charitable Organizations
- Hospitals
- Private Schools
- Colleges and Universities
- Water Authorities
- Housing Authorities
- Police/Fire Departments
- Parks and Recreation
- Provincial and Federal Entities
- Indigenous Organizations

WHAT TYPE OF WORK CAN BE PERFORMED UNDER THE CONTRACT?

All aspects of the roof and building envelope are included within the contract. Roof services include diagnostics, roof repairs, roof restoration and roof replacements for both low-sloped flat roofs and sloped metal/shingled roofs. Additional products and services include sustainable roofing systems, building envelope restorations, building envelope energy audits and air assessments, indoor air quality and HVAC assessments, leak response, disaster response maintenance services, construction services and rooftop safety solutions. There are three procurement options:

- 1) Materials can be purchased directly with precompeted material pricing,
- 2) Material and services can be sourced utilizing our turnkey solution, or
- 3) Materials and labour can be sourced directly via a qualified contractor through our Contractor Network program.

IS IT LEGAL?

YES. All Kinetic GPO contracts are awarded using a competitive solicitation process consistent with Chapter 5 of the Canadian Free Trade Agreement (CFTA) and other international trade agreements, including the Canada-EU Comprehensive Economic and Trade Agreements (CETA), as well as the Broader Public Sector (BPS) Procurement Directive, the New West Partnership Agreement (NWPTA), the Atlantic Trade and Procurement Partnership (ATPP), and other relevant trade legislation.

The Canadian Free Trade Agreement has been in force since July 1, 2017 and most of the provisions of the Comprehensive Economic and Trade Agreement have been in force as of September 21, 2017.

The Canadian Free Trade Agreement recognises “Group Buying” as a valid way for public sector organizations to procure goods and services. The following language is from Article 504.5-9: Scope and Coverage found on Page 40 of the CFTA:

Buying Groups

- 5 A procuring entity shall ensure that any procurement conducted through a buying group is carried out in a manner consistent with this Chapter.
- 6 A buying group shall publish a notice for each procurement. The notice must list the participating procuring entities and must outline the potential for other procuring entities to participate in the procurement after the procurement instrument has been put in place.
- 7 A procuring entity shall publish a notice of its participation with the buying group at least annually on one of the tendering websites or systems designated by its Party. That notice shall direct potential suppliers to the buying group tender notices website if it is different from its Party’s tendering websites or systems.
- 8 Subject to Article 503.1, when a procuring entity procuring through a buying group has little or no control over the procurement process, it is not required to ensure that the procurement is consistent with this Chapter.

Reference: cfta-alec.ca

A member’s ability to use Kinetic GPO’s contracts depends on the member’s local policies, guidelines and regulations. Some entities feel that Group Buying is like using a Standing Offer or Master Agreement from their province or federal government.



WAS THE CONTRACT PUBLICLY AND COMPETITIVELY BID?

All Kinetic GPO contracts are awarded using a competitive solicitation process consistent with Chapter 5 of the Canadian Free Trade Agreement (CFTA) and other international trade agreements, including the Canada-EU Comprehensive Economic and Trade Agreements (CETA), as well as the Broader Public Sector (BPS) Procurement Directive, the New West Partnership Agreement (NWPTA), the Atlantic Trade and Procurement Partnership (ATPP), and other relevant trade legislation.

WHAT ARE THE ADVANTAGES OF THIS CONTRACT?

Using this contract will save members time and money compared to issuing their own bid because the bidding has been done for you. It allows the project to start faster because you don't have to prepare the bid documents, advertise for several weeks and evaluate bid responses. The contract also brings quality, local, best-in-class contractors to the job, thereby virtually eliminating expensive contractor-initiated change orders that occur on most traditionally bid jobs.

Kinetic GPO makes cooperative purchasing as simple as possible, with a compliance process that provides the legally required competition for our contracts. Additional advantages include:

- Voluntary access to contracts, with no spend or volume commitment.
- Continuously increasing choice of a wide-range of collaboratively-sourced and competitively-priced products and services available through our contracts.

- A fair, open and transparent procurement process to ensure compliance with Canadian trade agreements and procurement directives.
- Cost-efficient and time-saving way to meet your organization's procurement needs.

WHO IS WTC?

Weatherproofing Technologies Canada (WTC) is the Canadian construction services affiliate of Tremco Roofing and Building Maintenance. Both WTC and Tremco Roofing are part of Tremco Construction Products Group, the industry's only supplier of comprehensive solutions for all six sides of the building enclosure.

As a long-time leader in inspecting and managing roofs and building envelopes, WTC helps buildings stay in shape, lowering operating costs and removing a major headache for owners and facility managers. With exceptionally well-trained field technicians across Canada, WTC provides sophisticated analytical maintenance- and information-based roofing and building envelope services designed to help keep roofs leak-free and facilities dry, adding years to their useful life.

KINETIC GPO DOES THE WORK;
YOU SAVE TIME AND MONEY

WHEN PROCURING ROOFING AND BUILDING SOLUTIONS THROUGH KINETIC GPO, CAN MEMBERS USE THEIR OWN DESIGN PROFESSIONALS, CONSULTANTS, ARCHITECTS AND CONSTRUCTION MANAGERS?

YES. The WTC team has deep experience collaborating with design professionals, consultants, architects and construction managers at whatever level or capacity is preferred.

WHY WOULD A KINETIC GPO MEMBER USE THIS PROGRAM AS OPPOSED TO TRADITIONAL BIDDING?

Traditional bidding takes a considerable amount of time and resources that a member may not have available, which may require contracting the bid process to a third party. A traditional bid requires writing detailed specifications, the creation of an RFP, advertising for several weeks and expertly evaluating the bids submitted to determine which bidder meets the criteria established in the bid documents. Accepting low bids without first evaluating responsibility and responsiveness may result in poor performing contractors, shortcuts, inferior quality and change orders. With the Kinetic GPO contract, these problems are avoided, as the roofing bid has already been competed and competitively awarded.

CALL US WITH
YOUR QUESTIONS.



WITH ROOTS STRETCHING
BACK TO 1928, TREMCO
ROOFING AND WTC BRING
DECADES OF ROOFING
AND BUILDING ENVELOPE
EXPERTISE TO PUBLIC
ENTITIES THROUGHOUT
CANADA. COMBINED
WITH A CORE TEAM OF
DEDICATED CANADIAN
FIELD ADVISORS AND BEST-
IN-CLASS CONTRACTORS,
THE QUALITY AND
WORKMANSHIP DELIVERED
BY TREMCO ROOFING
AND WTC ARE SECOND TO
NONE IN THE INDUSTRY.



Cooperative Contracts

TRUST IN EXPERIENCE. STRENGTH IN NUMBERS.

Tremco Roofing and WTC are part of
Tremco Construction Products Group.



WHICH SUBCONTRACTORS CAN BE USED?

WTC can provide a listing of all approved, best-in-class, local subcontractors. WTC has very strict certification requirements to ensure customers will receive quality workmanship that WTC will stand behind.

WHAT IS THE CANADIAN COOPERATIVE CONTRACTOR NETWORK?

When using the Kinetic GPO contract RFSO 19-03 for ROOFING SUPPLIES AND SERVICES, WATERPROOFING AND RELATED PRODUCTS AND SERVICES, Kinetic GPO members are offered the unique ability to work compliantly with their preferred roofing and weatherization contractors who qualify.

The Canadian Cooperative Contractor Network Program, administered by Tremco, allows members of Kinetic GPO to award work to pre-approved, In-Network Contractors who meet a range of qualifications, including quality, past performance, financial stability, safety and insurance requirements.

Kinetic GPO members are encouraged to contact their local Tremco representative for a list of local approved contractors. You can also request more information about the Canadian Cooperative Contractor Network by emailing nccadministrator@tremcoinc.com.

ARE PERMITS INCLUDED?

YES. WTC and their subcontractors are responsible for securing all permits.

WHAT DELIVERY METHODS ARE AVAILABLE?

Through the contract, you can choose to procure solutions three ways:

- 1 Full turnkey labour and material solutions with project oversight by WTC General Contracting.**
 - This is a labour and material solution
 - WTC is the prime contractor and assumes all risk
 - Utilizes best-in-class local subcontractors
 - Delivers the highest level of control over all aspects of your project
 - Includes project management and onsite supervision
- 2 Work with a local approved contractor through the Canadian Cooperative Contractor Network.**
 - This is a labour and material solution
 - Your preferred In-Network Contractor is the prime contractor
 - Gives you the ability to select best-in-class local contractors to propose work under the contract
 - Reduces risk of low bid project quality issues
 - Tremco administers the program
- 3 Material Only Solution.**
 - No labour component; labour bid by public entity
 - Similar to traditional bid process
 - Dependent on low bid labour

DO KINETIC GPO MEMBERS HAVE TO USE THIS ROOFING CONTRACT?

No. It is an option. Members who conduct their own bid should consider the costs of bid preparation, specifications, advertising, bid evaluation, change orders, as well as job site and safety coordination. In addition to increasing the project cost by 10-15%, the member is not guaranteed a quality contractor. And if an alternative is bid, there is no guarantee it is an equivalent.


IS THERE A REFERENCE LIST OF KINETIC GPO MEMBERS THAT HAVE USED THE CONTRACT?

YES. Kinetic GPO can provide a reference list and refer you to members who have used the contract.

TO SUM IT UP

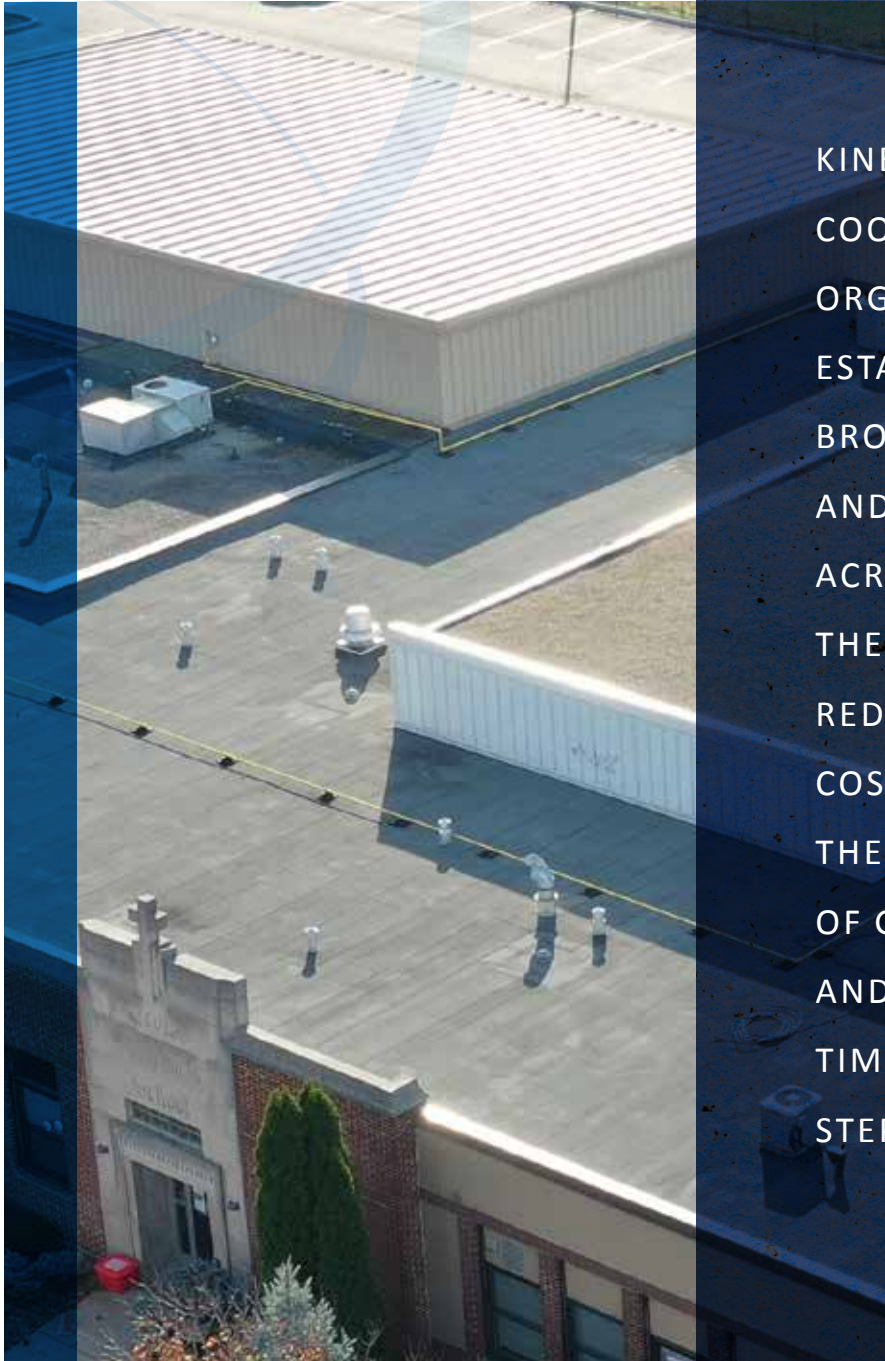
KINETIC GPO'S ROOFING AND RELATED SERVICES CONTRACT WITH WTC PROVIDES PUBLIC ENTITIES THE FOLLOWING:

- // Turnkey solutions for roof repair, maintenance, restoration and replacement as well as the entire building envelope.
- // Installation oversight and a parapet-to-parapet warranty.
- // Member's ability to choose the contractor and roofing or building envelope solution.
- // Comfort knowing the contract was awarded based on best value.
- // WTC's experience in collaborating with construction managers, architects, consultants, and other design professionals.
- // Ability to procure roofing and building envelope solutions pre-competitively compliant solicitation.
- // Ability to secure material-only solutions.
- // Procurement through proven and experienced local contractors and sub-contractors.
- // Maximum pricing to eliminate surprises and realize fewer contractor-initiated change orders.
- // Ability to start the job faster because a member does not need to prepare specifications, advertise for several weeks and then evaluate bid responses, allowing a project to start in as little as 2-4 weeks.
- // Peace of mind knowing WTC is responsible for all aspects of the project.



DELIVERING PEACE OF MIND TO BUILDING OWNERS AND FACILITY MANAGERS BY MANAGING ROOFING AND BUILDING LIFE CYCLES SINCE 1928.

ROOFING & WEATHERPROOFING PEACE OF MIND.



KINETIC GPO IS A
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ORGANIZATION
ESTABLISHED FOR
BROADER PUBLIC SECTOR
AND MASH ENTITIES
ACROSS CANADA, WITH
THE SPECIFIC PURPOSE OF
REDUCING PROCUREMENT
COST BY LEVERAGING
THE PURCHASING POWER
OF GROUP BUYING
AND SAVING MEMBERS
TIME BY SIMPLIFYING
STEPS TO PROCURE.



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