

LOCAL HEALTH INTEGRATION NETWORK

Health Care Services

Project Lead	Evie Magill - Senior Strategic Sourcing Consultant - Strategic Workplace Solutions Inc.
Project Budget	\$90,000
Location:	Toronto, Ontario

Strategic Workplace Solutions (“SWS”) was introduced to Local Health Integration Network (“LHIN”) by Lee Billinkoff (Vice President Office Leasing) Cushman & Wakefield, Toronto. Lee not only recognized that LHIN required Office Furniture but was also instrumental in getting this project cost added to the Tenant Improvement budget, allowing LHIN to procure quality products not necessarily on their pre-approved vendor list and creating an opportunity for Cushman & Wakefield’s Strategic Sourcing Partner, SWS, to add additional value to his project.

Diligently interfacing with the project Designer, Project Manager, and the Property Manager, SWS provided objective sourcing expertise by synchronizing the client’s needs to the right solution while staying within budget.

While continuously displaying onsite leadership and support to numerous trades throughout the entire installation phase, SWS played an integral role towards the overall success of the project.

SWS Approach:

- Clearly defined client’s key performance indicators as they relate to business requirements, financial drivers, and schedule issues.
- Provided objective development of all applicable product solutions that align with LHIN’s needs
- Identified product sources by profiling manufacturers and clearly identifying SWS’s role and responsibility
- Clearly established performance management framework and provided accurate, upfront identification of all product costs
- Tracked and managed the entire procurement budget and schedule.

SWS Results:

- Identified specific sourcing categories –
 - ❑ Seating
 - ❑ Systems Furniture Stations
 - ❑ Private Offices
 - ❑ Meeting Rooms
- Provided single accountability for a quality controlled and risk mitigated delivery of the solution.
- Reconciled the end result with the initial needs and illustrated value created
- Partnered with the client to maintain product lifecycle functionality and sustainability.

