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TORONTO

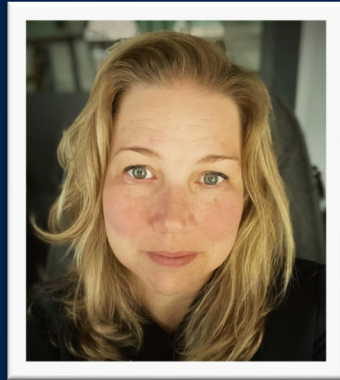
# Being a Collective Force for Good

Nicole Fowler, NISCL-CSCL, MCIPS, SCMP  
Director, Strategic Procurement Services  
Queen's University

Sandra Nelson, MBA, CPA  
Executive Director, University Procurement  
University of Toronto

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# Today's Presenters



**Nicole Fowler, NISCL-CSCL, MCIPS, SCMP**  
Director, Strategic Procurement Services  
Queen's University  
Chair, SCUU



**Sandra Nelson, MBA, CPA**  
Executive Director, University Procurement  
University of Toronto  
Chair, OUPPMA



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# Why talk about collaboration today?

# Session Overview

With our ever-changing landscape in public procurement, there is comfort in knowing you have peers to help you 'weather the storm'. In Ontario, the university sector is a strong collaborative procurement group who have been diligent in working together to ensure our institutions are well positioned to handle changes and challenges in public procurement. This collaborative approach ensures our procurement resources are used as a collective force for good.



# What is OUPPMA?

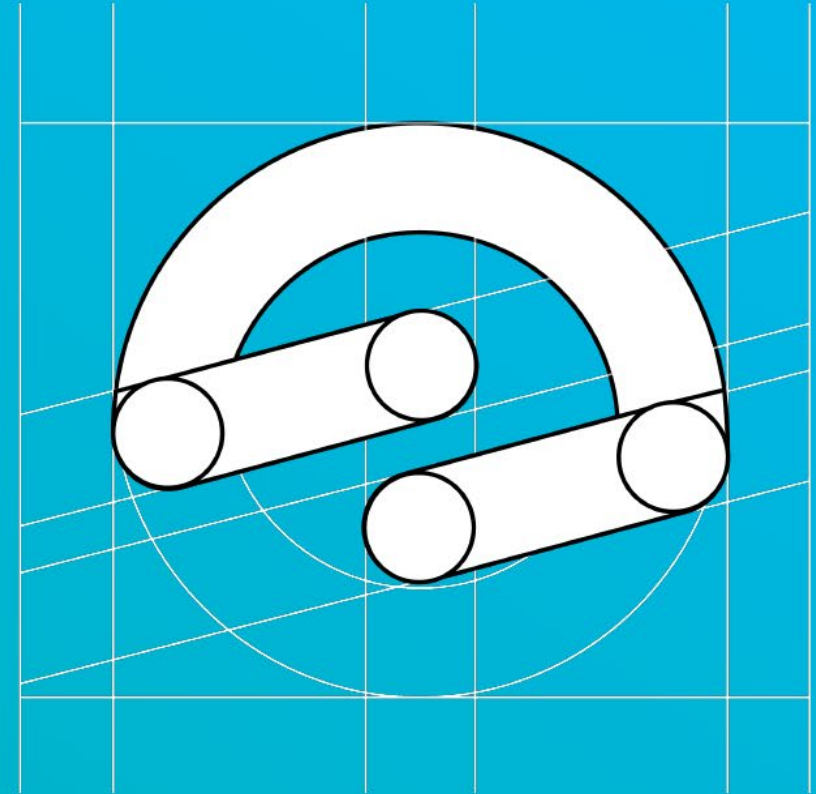
The Ontario University Professional Procurement Management Association (OUPPMA, formerly OUPMA) was established in 1965 by a small group of like-minded procurement professionals who came together in the spirit of collaboration to discuss issues of common interest.

Since that first meeting, collaboration and cooperation has been a primary focus for our Association, and we acknowledge the many benefits joint purchasing ventures bring to all participating parties.

NOTE: OUPPMA is not a group purchasing organization.

# BRAND RATIONALE

The OUPPMA brand refresh emphasizes the support, collaboration and professionalism outlined in their pillars through an innovative logo icon, accessible typography, and a bright, modern colour palette. The initial conception of this logo was created by weaving a line through each letterform to connect and unite the acronym. This shape was then modified and refined to resemble the top half of the letter “O”, with arm-like extensions folding inward to represent the support OUPPMA provides its members. The result is a fresh brand solution that stands out amongst competitors while remaining polished and professional.





# OUPPMA Members

**Algoma**  
UNIVERSITY

**Brock**  
University

**Carleton**  
University

**KING'S**  
Western University - Canada

**Lakehead**  
UNIVERSITY

**Laurentian University**  
Université Laurentienne

**LAURIER**  
WILFRID LAURIER UNIVERSITY

**McMaster**  
University

**NIPISSING**  
UNIVERSITY

**NOSM**  
UNIVERSITY

**OCAD**  
UNIVERSITY

**OntarioTech**  
UNIVERSITY

**Toronto Metropolitan**  
University

**TRENT**  
UNIVERSITY

**UNIVERSITY**  
of **GUELPH**

**uOttawa**

**UNIVERSITY OF**  
**WATERLOO**

**Queen's**  
UNIVERSITY

**University**  
of Windsor

**Western**

**YORK** **U**

**UNIVERSITY OF**  
**TORONTO**

**Uof**  
Université de  
l'Ontario français

# What does OUPPMA mean to you/your institution?



*As a small University, we often feel like the “little fish in a big pond” and we are incredibly grateful for the support, knowledge sharing, collaboration, mentorship, advocacy, and guidance provided by this group! We truly benefit from the extensive combined experience within OUPPMA, generously offered to all members regardless of their size or capacity to contribute.*

~Northern Ontario School of Medicine (NOSM)



# What do you think is OUPPMA's greatest success and/or biggest benefit?

*We rely on the procurement expertise at the table, including legal round table direction as we don't have an in-house legal (was much appreciated with BOBIA). I often hear from my leadership when taking forward initiatives "what does OUPPMA say?" – it is easy for me to get buy in from my executive when OUPPMA is standardizing or endorsing an initiative. OUPPMA has a strong voice.*

~Trent University



# Our Pillars



Support our members through advocacy and leadership



Promote collaborative strategic sourcing to leverage spend



Provide professional development and learning opportunities



Act as trusted advisors on public sector procurement matters



# Unified Approach to Government Changes and Requests



**OUPPMA works together** to have joint response and action plan to government changes or requests.





# Common Approach to Supplier Management

The background of the slide is a photograph of a construction site. In the foreground, two construction workers are silhouetted against a bright, hazy sky. One worker is standing and looking towards the right, while the other is walking towards the left. In the background, a multi-story building is under construction, with its steel framework visible. A construction crane is also visible on the left side of the frame.

**OUPPMA members**  
have common  
suppliers. We share  
information about  
suppliers like  
payment methods,  
payment terms, etc.



# Collaboration to Enhance the Sector

The background of the slide is a photograph showing several hands of different skin tones stacked on top of each other. The hands are positioned in the lower-left and center of the frame. The person whose hand is on top is wearing a bright blue long-sleeved shirt. Other hands are wearing various clothing, including a grey jacket and a dark blue sweater. The overall scene conveys a sense of unity and teamwork.

**OUPPMA members**  
take on initiatives to  
serve purposes  
beyond their own  
institution.

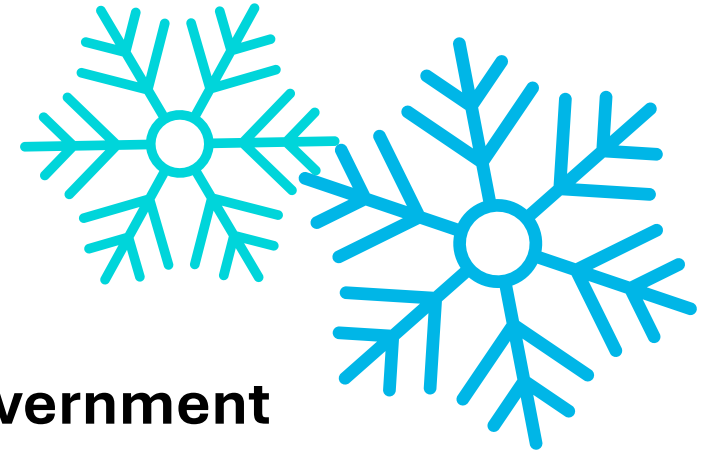


**OUPPMA members**  
work together to  
strengthen sector  
resources, tools and  
processes.



**OUPPMA** aims to make professional development and learning accessible for everyone.

# Are we so different?



## Universities

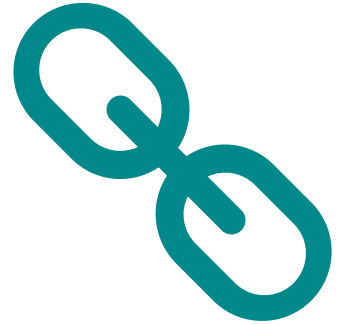
- More institutional autonomy
- Fewer layers of centralized control
- Higher tolerance for informal networks
- Less political visibility on individual procurements

## Government

- Strong central agencies and oversight
- Higher audit and media scrutiny
- More rigid interpretation of fairness and transparency
- Less room for informal decision-making

# Transferable Opportunities

- Pre-procurement collaboration
- Shared interpretation of policy
- Centers of expertise
- ...maybe some procurement



# Think on this.

Collaboration isn't faster. It isn't easier. And it definitely isn't automatic. But when it's **intentional**, it's one of the few levers we have to reduce duplication, strengthen our decisions, and manage the pressure we're all under.

**Look at your current workload and ask: where are we all solving the same problem in parallel?**

**Thank  
You!**

The graphic features the words "Thank" and "You!" stacked vertically. "Thank" is in white, bold, sans-serif font. "You!" is in a bright yellow, bold, sans-serif font. The text is surrounded by several small, colorful rays in white, yellow, and teal. A teal brushstroke underline is positioned beneath the word "You!".