



COLLABORATIVE SUCCESS:

Roth IAMS, City of Vancouver, and Canoe
Procurement Group of Canada Unite for
Facility Excellence

PROJECT DATES: 2018, 2022, 2025



PROJECT OVERVIEW

It all started in 2018 when FCAPX, a division of Roth IAMS won the public RFP issued by the City of Vancouver to find a partner to undertake Facility Condition Assessments (FCAs) on the city's large portfolio. This partnership has evolved into a long-term, robust collaboration aimed at equipping the city with consistent and defensible data to guide its asset management strategies.

THE POWER OF COLLABORATION

From the outset, the project was a model of teamwork. Extensive consultations established clear project goals, leading to a comprehensive assessment of over **650** buildings across diverse services, including administrative, recreational, social housing, emergency services, libraries, and maintenance facilities. Through the seamless integration of data into the City's Asset Planner database, valuable insights were now within reach.

LEVERAGING THE CANOE PROCUREMENT ADVANTAGE

In 2022, the City of Vancouver wanted to extend the project contract, and this time, they decided to partner with Roth IAMS through the Canoe Procurement Group of Canada.

This would be the first time the city used a Canoe collaborative procurement contract. A key factor in the extension was the strategic use of Canoe's cooperative purchasing contract. This allowed the City of Vancouver to continue to secure expert FCA services from Roth IAMS but with significant cost efficiencies through 2025. The continued partnership, supported by Canoe, not only reinforced the City's commitment to excellence in asset management but also highlights Roth IAMS' role as a trusted advisor and service provider.

In 2025, as the City and Roth's contract was set to expire, Roth IAMS secured a new Canoe contract through 2029 (Canoe Contract 102424-RTH). Given the City's continued satisfaction with its relationship with Roth IAMS, the City is once again negotiating a contract to continue the valued partnership with Roth IAMS ensuring consistency in its FCA program.

REAL RESULTS

The impact of this collaboration is clear:

- **Reliable Data:** Roth IAMS provided consistent, defensible data to drive informed asset management decisions.
- **Operational Efficiency:** The tailored processes streamlined data collection, saving time and resources.
- **Financial Value:** By using the Canoe contract from 2022 - 2025, the City benefited from preferred pricing, mitigating the impact of inflation and ensuring cost-effective services. Accessing Roth IAMS rates through Canoe saved the city approximately \$256,000 to-date with additional savings accruing from 2026 through 2029.

CONCLUSION

This project is a testament to what can be achieved through collaboration. Roth IAMS, the City of Vancouver, and the Canoe Procurement Group of Canada demonstrated that when public entities and service providers align their goals, cooperative procurement agreements lead to powerful results: efficient processes, fiscal responsibility, and above all, thriving public assets.