

Meeting with RR Donnelley, PMD and City Clerk's Office
 June 30, 2011 – 2:30 p.m.
 City Hall – West Tower – 17th Floor Meeting Room

Present: Allen Hallis, President
 A.I. (Drew) Sullivan, VP Sales Central Canada
 Rael Fisher, VP Digital Solution & Strategic Development
 Barry M. Waddick, Director Sourcing Services
 Alp Selcuk, Director Ontario Government Marketing and Development
 Lou Pagano, Director Purchasing & Materials Management
 Daphne Gaby Donaldson, Executive Director Corp Information Management Services
 Vito Farella, Supervisor Information Production
 Arlene Waxman, Supervisor Business Support (minutes)

Minutes

No.	Item	Lead	Minutes
1.	Reasons for meeting	L. Pagano	Original meeting with Mayor Ford and Councillor Doug Ford resulted in RR Donnelley (RRD) wanting to propose a better way for the City to do things with concern to printing. Lou explained that the purpose of the meeting was to discuss their suggestions and that we could not entertain any unsolicited proposals or quotations at the meeting.
2.	Proposal for the City	Allen Hallis	RRD currently does business with the City and appreciates the relationship they have. However, they

			<p>feel they can add more value than printing parking permits, garbage tags, etc. They want to come up with a strategy to help the process be more efficient and cost effective. The Mayor had previously toured their facilities and they had discussions around the government processes. They (RRD) believe that although they may be more expensive on a product (when they City gets 3 bids) they can eliminate steps in the process which would result in lower prices at the end of the project.</p>
3.	Review of Printing	L. Pagano Daphne Gaby Donaldson (DGD)	<p>Lou asked if they were looking at doing a review of printing. DGD explained the Information Production (IP) had undergone 5 reviews since 1999. The last review in 2005 resulted in the unit being designated by City Council as the Printer of Record for the City of Toronto.</p>
4.	ABC's	L. Pagano	<p>A. Hallis expressed concern about opportunities for re-engineering the process to include ABC's. Lou explained that PMMD does not purchase for the ABC's and RRD would have to go to them individually. DGD added that IP did do printing for some ABC's.</p>
5.	Strategic Business Review	A. Hallis	<p>RRD wants to look at the total picture to help drive costs down and are prepared to do a Strategic Business Review, that as the experts, they could look at the processes from start to finish. For example, the report would cost \$20,000 and with the recommendations they proposed, they could save the City \$100,000. If they found that there are no cost savings, the report would be free. Lou explained that whoever comes up with the specs</p>

