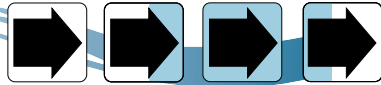


CANADIAN INSTITUTE
FOR PROCUREMENT AND
MATERIEL MANAGEMENT

INSTITUT CANADIEN
D'APPROVISIONNEMENT
ET DE GESTION DU MATERIEL



NATIONAL WORKSHOP ATELIER NATIONAL

On behalf of the Organizing Committee and the Board of Directors, I would like to welcome you to the **21st Canadian Institute for Procurement and Materiel Management (CIPMM) National Workshop**. This year will mark our second and final year in Montreal. So while you are here, in the exciting and historic city of Montreal, we encourage you to enjoy and experience the culture and charm of beautiful Montreal and all that it has to offer.

The Annual Workshop has become a significant training and professional development event for those with public sector responsibilities for procurement and materiel management. While promoting the advancement of professional knowledge, skills and standards for both operational and materiel managers, the Workshop is also a fantastic opportunity to network with peers and interact directly with industry leaders. Do take advantage of the Workshop to expand your professional network and share your personal experiences, both positive and less than positive, to contribute to the shared learning potential of this event, as such opportunities in the busy work lives of procurement and materiel management professionals are rare indeed. Relax and reflect on the sessions you attend.

You will hear about new cutting-edge initiatives and other key developments in the procurement environment. Every aspect of the Workshop is designed to ensure that you get the most out of your time here and there is sufficient choice of topics to interest all.

The theme for this year's Workshop is "Stewardship: From Planning to Disposal". The Workshop will showcase examples of effective stewardship relating to procurement and materiel management drawn largely from the federal government and highlight the contributions made by the procurement and materiel managers in these areas.

CIPMM is always looking for new ways to improve and we welcome all suggestions and feedback for topics you would like to see at our upcoming events. We also encourage you to get involved in the Institute by joining one of our Committees and directly contribute to the development of CIPMM in the future. In 2011, the Workshop will be returning to the National Capital Region and it will be exciting to be one of the first events to be held in the newly renovated Ottawa Convention Centre.

We hope you enjoy your time at the Workshop and find it professionally enriching.

Sharon Chamberlain
President,
Canadian Institute for Procurement
and Materiel Management

CIPMM 2010 NATIONAL WORKSHOP

Program-at-a-Glance

Workshop – Tuesday, May 11, 2010

7:30 am – 8:30 am	Registration and Continental Breakfast in Trade Show Area	SALLE DE BAL CENTRE & EST								
8:30 am – 9:00 am	Opening and Welcoming Remarks	SALLE DE BAL CENTRE & EST								
9:00 am – 10:00 am	Keynote Panel: Federal Government Procurement – An Industry Perspective	SALLE DE BAL CENTRE & EST								
10:00 am – 10:30 am	Refreshment Break in Trade Show Area	SALLE DE BAL CENTRE & EST								
10:30 am – 11:30 am	Supplier Session: Doing Business with the Government of Canada	SALLE DE BAL CENTRE & EST								
10:30 am – 11:45 am	Concurrent Breakouts									
	<table border="0"> <tr> <td>DRUMMOND EST</td> <td>DRUMMOND CENTRE</td> <td>DRUMMOND OUEST</td> <td>SALON 6 & 7</td> </tr> <tr> <td>1 – Planning and Dealing with Procurement Issues in a Pandemic!</td> <td>2 – RETScreen® – Clean Energy Decision-Making Software</td> <td>3 – Scrutinizing Contract Performance: Applying Balanced Scorecard Approach at Canada Post</td> <td>4 – Why SME's Matter in Procurement</td> </tr> </table>	DRUMMOND EST	DRUMMOND CENTRE	DRUMMOND OUEST	SALON 6 & 7	1 – Planning and Dealing with Procurement Issues in a Pandemic!	2 – RETScreen® – Clean Energy Decision-Making Software	3 – Scrutinizing Contract Performance: Applying Balanced Scorecard Approach at Canada Post	4 – Why SME's Matter in Procurement	
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11:45 am – 12:45 pm	Networking Luncheon	SALLE DE BAL CENTRE & EST								
12:45 pm – 1:15 pm	Dessert Break in Trade Show Area	SALLE DE BAL CENTRE & EST								

Program-at-a-Glance

Workshop – Tuesday, May 11, 2010

1:15 pm – 2:30 pm	Concurrent Breakouts	
	DRUMMOND EST	DRUMMOND OUEST
	5 – Strategic Plan for Capacity Building	7 – Procuring Cyber-Security
		8 – Buying Green
	DRUMMOND CENTRE	SALON 6 & 7
	6 – The Coming Standard For Asset Management: PAS55. How Will You Score?	
2:30 pm – 3:00 pm	Refreshment Break in Trade Show Area	
	SALLE DE BAL CENTRE & EST	
3:00 pm – 4:15 pm	Concurrent Breakouts	
	SALON 6 & 7	DRUMMOND OUEST
	9 – New Labour Market Tools	11 – New PWGSC Tools for Professional Services
		12 – The New Website www.buyandsell.gc.ca
	DRUMMOND EST	DRUMMOND CENTRE
	10 – Requirements for Outcome-Based Contracting	
5:45 pm – 6:45 pm	Reception	
	FOYER CENTRE & EST	
6:45 pm – 11:00 pm	President's Dinner presented by BMO Financial Group	
	SALLE DE BAL CENTRE & EST	

Program-at-a-Glance

Workshop – Wednesday, May 12, 2010

7:30 am – 8:30 am	Registration and Continental Breakfast / Thematic Breakfast Roundtables	SALLE DE BAL CENTRE & EST								
8:30 am – 9:30 am	Keynote: Etiquette for Professionals in a New Millennium Louise Fox, Etiquette Ladies	SALLE DE BAL CENTRE & EST								
9:30 am – 10:00 am	CIPMM Annual General Meeting	SALLE DE BAL CENTRE & EST								
10:00 am – 10:30 am	Refreshment Break	FOYER/SALLE DE BAL EST								
10:30 am – 11:45 am	Concurrent Breakouts									
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Program-at-a-Glance

Workshop – Wednesday, May 12, 2010

12:45 pm – 2:00 pm	Concurrent Breakouts			
	SALON 6 & 7	DRUMMOND EST	DRUMMOND OUEST	DRUMMOND CENTRE
	17 – Spend Management and Procurement Business Intelligence	18 – Current Trends in Contracting	19 – 10 Tips to Ensure a Smooth Procurement	20 – Current Card Payment Trends and Best Practices
2:00 pm – 2:30 pm	Refreshment Break	FOYERSALLE DE BALEST		
2:30 pm – 3:45 pm	Concurrent Breakouts			
	SALON 6 & 7	DRUMMOND EST	DRUMMOND OUEST	DRUMMOND CENTRE
	21 – Green Lifecycle Asset Management	22 – Destination Everywhere: A Community of Practice for Procurement Professionals	23 – Procurement Ombudsman Report	24 – Technology Road Map for Electric Vehicles

Trade Show – May 10-11, 2010

Exhibitors

- The AIM Group Inc.
- BMO Financial Group
- Canadian General Standards Board (CGSB)
- Canada School of Public Service
- CORCAN, Correctional Service Canada
- EagleSpirit Marketing
- Elavon
- Fastenal Industrial & Construction Supplies
- Gadar Promotions
- Grand & Toy
- HD Supply
- Indian and Northern Affairs Canada
- LMB Interpretation Systems & Services Inc.
- Natural Resources Canada: Energy Star
- Paystation Inc.
- Public Works and Government Services Canada (PWGSC)
- PWGSC: Acquisition Branch
- PWGSC: Industrial Security Sector
- PWGSC: Office of Greening Government Operations
- PWGSC: Office of Small and Medium Enterprises
- The Retirement Planning Institute
- Sage Data Solutions
- Steelcase Canada
- Sterling Marking Products
- Sustainable Forest Initiative
- Sustainable Resource Management
- TBS Procurement, Materiel Management and Real Property Community Management Office

Workshop – Tuesday, May 11, 2010

7:30 am – 8:30 am

**Registration and Continental Breakfast
in Trade Show Area**

SALLE DE BAL CENTRE & EST

8:30 am – 9:00 am

Opening and Welcoming Remarks

SALLE DE BAL CENTRE & EST

Sharon Chamberlain, President, Canadian Institute for Procurement and Materiel Management
Marc O'Sullivan, Assistant Comptroller General, Treasury Board of Canada Secretariat
Tom Ring, Assistant Deputy Minister, Acquisitions Branch, Public Works and Government Services
Canada

9:00 am – 10:00 am

**Keynote Panel:
Federal Government Procurement –
An Industry Perspective**

SALLE DE BAL CENTRE & EST

Moderator: Sylvain Cardinal, Senior Director, Special Procurement Initiatives Directorate, Public Works
and Government Services Canada

Linda Oliver, Vice President, Information Technology Association of Canada (ITAC),

Dorothy Milburn-Smith, CMC-Ontario, Eastern Ontario Chapter Chair, Canadian Association of
Management Consultants (CMC)

Janet Thorsteinson, Vice-President Government Relations, Canadian Association of Defence and
Security Industries (CADSI)

Claude Demers, President and General Manager, Association of Industrial Research of Quebec (ADRIQ)

Hear from some of the major industry associations in Canada about their views regarding the opportunities and challenges associated with working with the federal government, the largest buyer in Canada. Learn about the issues their members face and what they believe could be done to improve the government's purchasing and asset management practices and improve relationships with the vendor community.

10:00 am – 10:30 am

Refreshment Break in Trade Show Area

SALLE DE BAL CENTRE & EST

10:30 am – 11:30 am

**Supplier Session:
Doing Business with the Government of Canada**

SALLE DE BAL CENTRE & EST

Doing business with the Government of Canada? Do you want to sell your goods or services to the federal government? You don't know where to start? The Small and Medium Enterprises Sector is giving a training session to businesses wanting to learn more about the procurement process. The session will cover the following topics:

- An overview of the contracting process;
- Registering in supplier databases;
- Finding key purchasing contacts;
- Performing market research on previously awarded contracts;
- Finding contract opportunities on MERX™;
- Finding subcontracting opportunities; and,
- Obtaining security clearance.

Workshop – Tuesday, May 11, 2010

10:30 am – 11:45 am

Concurrent Breakouts

1 – Planning and Dealing with Procurement Issues in a Pandemic!

DRUMMOND EST

Vincent Robitaille, Director, Public Health Agency of Canada

Jean-Daniel Bourret, Manager, Public Health Agency of Canada

H1N1 pushed the Public Health Agency of Canada (PHAC) into the limelight in 2009 as the Agency became the focal point for providing Canadians with information and guidance on dealing with the pandemic. This presentation will outline the planning and logistics related to procurement and distribution of goods and services in the middle of a pandemic.

2 – RETScreen® – Clean Energy Decision-Making Software

DRUMMOND CENTRE

Nathalie Meloche, Project Manager, Natural Resources Canada

Get a basic overview of the RETScreen® Software, a proven enabler of clean energy projects worldwide, and learn about its applicability for various clean power, heating and cooling technologies. The RETScreen® Clean Energy Project Analysis Software (www.retscreen.net) is a comprehensive decision-making tool that helps engineers, architects and financial planners evaluate the financial viability of Renewable-energy and Energy-efficient Technologies (RETs). Watch a demonstration of the new energy efficiency model and learn how to use the software to evaluate existing or expected energy use, assess potential savings opportunities and prepare proper financial analysis for stand alone measures and an entire building as a system.

3 – Scrutinizing Contract Performance: Applying Balanced Scorecard Approach at Canada Post

DRUMMOND OUEST

Vijay Gandhi, Manager, Supplier Quality Assurance, Canada Post Corporation

Financial and performance objectives have traditionally been the focus and drivers of contract performance monitoring at Canada Post. However, even though these measurements were vitally important, there continued to be some gaps in the ability of contractors to meet both financial and performance obligations. Once Canada Post introduced the 'Balanced Scorecard' in a selected manner, the organization began to focus efforts and track performance in a more effective and selective way. Aligning Canada Post's objectives and goals directly with its contracts, without jeopardizing traditional contract content, has led to a strategic, targeted, reporting mechanism that rolls up and across the company.

4 – Why SME's Matter in Procurement

SALON 6 & 7

Shereen Benzvy Miller, Director General, Public Works and Government Services Canada

Making sure small and medium enterprises have access to government procurement can seem like one more in an ever-increasing list of objectives. On the other hand, SME's can offer some of the most innovative, best-value solutions to both goods and services requirements, and produce better value not only for government, but also for Canadians. Ensuring we can capture the value SME's can provide presents both challenges and rewards. Come to learn how to position yourself to decrease the challenges and increase the rewards.

11:45 am – 12:45 pm

Networking Luncheon

SALLE DE BAL CENTRE & EST

12:45 pm – 1:15 pm

Dessert Break in Trade Show Area

SALLE DE BAL CENTRE & EST

Workshop – Tuesday, May 11, 2010

1:15 pm – 2:30 pm

Concurrent Breakouts

5 – Strategic Plan for Capacity Building

DRUMMOND EST

Colleen Post, Senior Director, PMMRP Community Management Office, OCG, Treasury Board of Canada Secretariat

Élène Fromanger, Senior Advisor, Community Development, Procurement and Materiel Management, Treasury Board of Canada Secretariat

Susan Bridges, Senior Advisor, Community Development, Learning and Development, Treasury Board of Canada Secretariat

Noreen Leblanc, Senior Project Officer, Capacity Building, Treasury Board of Canada Secretariat

Over 400 community members from across Canada participated in a diagnostic to identify capacity challenges and provide possible solutions. Our community leaders are creating a 5 year Capacity Building Strategy in support of PS renewal and the achievement of business goals using the four pillars of the Clerk's Priorities: Planning, Professional Development, Recruiting and Branding and Enabling Infrastructure. How do we plan to build a strong, professional, skilled community over 10,000 strong? Come and find out what lies ahead. This will include an interactive dialogue between the participants and the Procurement, Materiel Management and Real Property Community Management Office. Look for our Community Champion, Marc O'Sullivan, Assistant Comptroller General, to drop in and join us.

6 – The Coming Standard For Asset Management: PAS55. How Will You Score?

DRUMMOND CENTRE

John Rivenell, President, SageData

In January 2010, the International Standards Organization (ISO) formed a new committee to start developing a world-wide standard for Asset Management. The existing British Standards Institute PAS55:2008 standard will be the starting point for ISO deliberations.

The Institute of Asset Management (IAM) has been a strong promoter of PAS55 and it is a leader on the ISO initiative. SageData's strong relationship with IAM, their own inputs to the standards deliberation process, and prior experience with ISO9001 quality standards have given them unique insights into what these developments will mean to professional asset managers.

This presentation will give an overview of some of the highlights of PAS55 and present views on how the world of materiel management will change over the next few years – both in terms of standards practices and technological advances.

7 – Procuring Cyber-Security

DRUMMOND OUEST

Carey Frey, Director, Industry Program, Communications Security Establishment Canada

Learn how emerging IT Security requirements can be incorporated into procurement frameworks. This presentation will:

- Discuss the relationship between procurement and new security controls being developed to protect computer systems and networks from cyber threats; and
- Examine the effects of market forces on innovation and technology development, including procurement strategies to create incentives for security functionality.

Case studies will include commercial hardware and software products, new security technologies and managed services.

8 – Buying Green

SALON 6 & 7

Magdalena Mika, Green Procurement Advisor, Public Works and Government Services Canada

Smart planning is the first step to greener government operations and healthier future for generations to come. Learn how to begin the greening process, to plan for it and what to expect. An update on the implementation of the Policy on Green Procurement along with case studies is sure to motivate all departments and agencies to integrate environmental performance considerations into the procurement decision-making process.

Workshop – Tuesday, May 11, 2010

2:30 pm – 3:00 pm

Refreshment Break in Trade Show Area

SALLE DE BAL CENTRE & EST

3:00 pm – 4:15 pm

Concurrent Breakouts

9 – New Labour Market Tools

SALON 6 & 7

Kevin Maynard, Executive Director, Supply Chain Sector Council Canada

The supply chain sector employs over 738,000 people across Canada. This session will explore the labour market in this vast sector with specific reference to Labour Market Information (LMI) in the areas of public procurement and asset management. The session will touch on resources developed by the Canadian Supply Chain Sector Council (CSCSC) including the LMI Toolbox, the National Accreditation Program (NAP) and Occupational Standards. Algonquin College, one of the learning system providers that contribute to the development of skills, knowledge and competences in supply chain management will outline how their programs meet industry needs, and contribute to the objectives of the Council. Takeaways will include an understanding of labour market trends for procurement specialists, and an understanding of competencies and knowledge that are in demand.

10 – Requirements for Outcome-Based Contracting

DRUMMOND EST

Keith Ellis, Vice-President, Information Architecture Group

Ron Mison, Vice-President, Planet4IT Federation

Great outcome-based requirement definition practices put teeth into contracts for system development and integration and ensure a more successful relationship with your vendor. Not only can they dramatically compress the time needed to get systems into production, these best practices are about defining and managing business outcome – without also dictating solution. This means opening options for fair competition while procuring solutions that are tightly scoped and less subject to cost overruns.

1. What is the impact of requirements quality on project outcome?
2. How can business requirements be made effective for controlling outcome-based contracts?
3. How do you contract for great requirements on projects?
4. What do you need to consider in measuring RFP responses?

11 – New PWGSC Tools for Professional Services

DRUMMOND OUEST

Réal Benoit, Manager, Public Works and Government Services Canada

Jason Storm, Manager, Public Works and Government Services Canada

Learn all about PWGSC's newest methods of supply, the Task-Based and Solutions-Based Professional Services methods of supply (TSPS) – pronounced “teaspoons”! Part of the session will also focus on recent enhancements to TBIPS and SBIPS. It will be a great forum to share and ask questions about TSPS, TBIPS and SBIPS.

**TBS Procurement, Materiel Management and Real Property
Community Management Office** The Procurement, Materiel
Management and Real Property (PMMRP) Community Management Office
provides strategic direction and central leadership for the collaborative
development and implementation of strategies, programs and initiatives
to support capacity building, community development and the
professional recognition of the federal government PMMRP Community.

Workshop – Tuesday, May 11, 2010

3:00 pm – 4:30 pm**Concurrent Breakouts (continued)****12 – The New www.buyandsell.gc.ca Website**

DRUMMOND CENTRE

David McColl, Senior Advisor, Office of Small and Medium Enterprises, Public Works and Government Services Canada

The Acquisitions Branch of Public Works and Government Services Canada (PWGSC) has created a simple, streamlined and user-friendly website for procurement information called buyandsell.gc.ca. This website will make it easier for business and government users to learn about the procurement process and to find online tools and information. buyandsell.gc.ca will evolve to meet the needs of users as more information and tools are delivered via the Internet by Acquisitions Branch. A series of consultations across Canada with government procurement professionals and Canadian businesses highlighted the same set of problems: they can't easily find procurement information or tools making it difficult to do business with the Government or on behalf of Government.

Come and have a look at the initial phase of buyandsell.gc.ca, provide your feedback and help create this streamlined and user-friendly procurement website.

5:45 pm – 6:45 pm**Reception**

FOYER CENTRE & EST

6:45 pm – 11:00 pm**President's Dinner and Dance
Featuring the Mick Armitage Band
Presented by BMO Financial Group**

SALLE DE BAL CENTRE & EST

The logo for BMO Financial Group, featuring the letters "BMO" in a bold, sans-serif font, followed by a circular icon containing a stylized mountain range, and then the words "Financial Group" in a smaller, sans-serif font.

BMO Financial Group BMO Spend & Payment Solutions, a division of BMO Financial Group (BMO), is a market leader in commercial cards and total spend management solutions. BMO helps organizations manage expenses more efficiently with a full range of payment solutions – from commercial card products to electronic payments. Our alliances with leading financial institutions around the world enable our clients to do business globally. BMO Financial Group is one of the largest providers of diversified financial services in North America with average assets in excess of \$388 billion. BMO provides a broad range of retail banking, wealth management and investment banking products and services.



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Workshop – Wednesday, May 12, 2010

7:30 am – 8:30 am

**Registration and Continental Breakfast /
Thematic Breakfast Roundtables**

SALLE DE BAL CENTRE & EST

8:30 am – 9:30 am

**Keynote Speaker
Etiquette for Professionals in a New Millennium**

SALLE DE BAL CENTRE & EST

Louise Fox, Etiquette Ladies

There is a tangible cost of rudeness in business today. Applying powerful business etiquette tools, directly and indirectly, enhances the bottom line as customers repeat business if they feel comfortable and valued by you and your organization. Conducting your business interactions with confidence and a professional demeanor gives you a powerful edge and creates a more productive and harmonious workplace. Learn the importance of business etiquette and the secrets to transforming your professional presence.

9:30 am – 10:00 am

CIPMM Annual General Meeting

SALLE DE BAL CENTRE & EST

10:00 am – 10:30 am

Refreshment Break

FOYER/SALLE DE BAL EST



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SOLUTIONS**
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**UNDERSTAND
GOVERNMENT**

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INTERIORS | TECHNOLOGY | OFFICE SUPPLIES | PROFESSIONAL SERVICES | FACILITY SUPPLIES | IMAGING

CIPMM 2010 NATIONAL WORKSHOP

Workshop – Wednesday, May 12, 2010

10:30 am – 11:45 am

Concurrent Breakouts

13 – Intellectual Property

DRUMMOND OUEST

Marko Zatokaniuk, Senior Policy Analyst at Copyright Policy Branch, Canadian Heritage

Learn when and how to consider copyright issues in procurement contracts, select the appropriate mechanism for your needs, ensure that a license will grant the rights needed, and think about future needs in copyright related procurement matters.

14 – Professionalism in the 21st Century Workplace

DRUMMOND EST

Louise Fox, Etiquette Ladies

Hear about issues pertinent to today's business arena and the value and importance of civility in the workplace. Learn important skills including how to project confidence, competence and credibility, make a great impression, polish your communications skills, build instant rapport and put your social skills to work for you.

Topics covered will include:

- Social intelligence and the new business etiquette;
- Seven steps to professional presence – creating a positive first impression, packaging and presenting yourself like a professional projecting confidence, competence and credibility;
- Secrets of civility – office etiquette; and,
- Techno Etiquette – your virtual presence in the digital age.

15 – The Benefits of the Certification Program

DRUMMOND CENTRE

Martin Desnoyers, Manager, Personnel Certification Division, Canadian General Standards Board, Public Works and Government Services Canada

Amy Thomas, Certification Specialist, Canadian General Standards Board, Public Works and Government Services Canada

Èlène Fromanger, Senior Advisor, Community Development, Procurement and Materiel Management, Treasury Board of Canada Secretariat

Learn how the Certification Program supports government wide initiatives and can improve departmental assessments against the Management Accountability Framework (MAF).

Investing in certification is beneficial for its own sake in terms of succession planning, attraction and retention of skilled employees, consistency of knowledge and skills, capacity building, and morale. It also supports a number of government wide initiatives including MAF by providing evidence of managing human resources for procurement and ensuring that qualified people are in place. In this session, managers will also learn concrete measures they can take to support the program and their employees who want to pursue certification.

16 – Contracting Obligations Under Comprehensive Land Claim Agreements

SALON 6 & 7

Dennis Brunner, Senior Advisor, Indian and Northern Affairs Canada

As you are aware, the Government of Canada contracting process can be complex. Officers responsible for contracting must take a number of variables into account to ensure that the contracting process is undertaken in a manner that reflects the Government of Canada regulations and policies. What is not always evident are the other frameworks within which contracting should be conducted, such as the obligations contained in 21 of the 23 Comprehensive Land Claims Agreements (CLCAs) that Canada has concluded with First Nations signatories across the country.

This presentation will cover Canada's contracting obligations when the final deliverable of a good, service or construction is in a Land Claim Agreement area.

Workshop – Wednesday, May 12, 2010

11:45 pm – 12:45 pm

Networking Luncheon

SALLE DE BAL CENTRE & EST

12:45 pm – 2:00 pm

Concurrent Breakouts

17 – Spend Management and Procurement Business Intelligence

SALON 6 & 7

Stéphan Déry, Senior Director, Public Works and Government Services Canada

Government of Canada spend-related data resides in numerous disparate sources. By consolidating spend data and providing the appropriate analysis and reporting tools, use of the information can be optimized, including the reduction of a department's reporting burden by automating mandatory reports. Spend data can be cleansed, normalized and linked to numerous other data elements such as Contract; Vendor; Location; Procurement Instrument and Program-Activity. The resulting business intelligence can be provided to departments via a sophisticated online dashboard and utilized for managing, tracking, reporting and strategic decision-making.

18 – Current Trends in Contracting

DRUMMOND EST

Robert Worthington, Worthington & Associates

This presentation will discuss current Canadian court cases of vital interest to public procurement. Topics include leading case law on exclusion of liability in competitive bidding, electronic bidding, waiver of non-compliance and the AIT. The following specific cases will be discussed:

- Exclusion of liability – Tercon Contractors v. B.C. (2009 SCC)
- Electronic Bidding – Coco Paving v. Ontario (2009 ONCA)
- Waiver Of Non-Compliance – Bot Construction v. Ontario (2009 ONDC)
- Limiting Fairness In Competitions – Hub Excavating v. Orca (2009 BCCA)
- Agreement On Internal Trade – Northrup Grumman v. Canada (2009 SCC)

19 – 10 Tips to Ensure a Smooth Procurement

DRUMMOND OUEST

Carolyn Montague, Partner, Perfocus Management Inc.

Gabriel Cormier, Director, National Defence

Tired of your procurement bogging down in a quagmire of rules, processes and paper? Then come to the session and hear from two experienced practitioners about various ways you can ensure that your future procurements proceed smoothly. Learn about the basic steps, guiding principles and processes that you will need to follow. Practical ideas and tips will be highlighted for the procurement lifecycle – from requirements definition, through solicitation, contract approval and administration.

20 – Current Card Payment Trends and Best Practices

DRUMMOND CENTRE

Sylvie Parent, Elavon

Yves Delisle, Elavon

This session explores current trends in public sector payments and the challenges every organization is facing, especially in today's economy. With tight budgets and increasing pressure to reduce operating costs, hear how card payments provide tangible benefits across organizations including increased control, improved visibility and transparency, and enhanced cash management. Discover card program best practices that deliver the results most needed by public sector organizations as they procure and pay for goods and services.

2:00 pm – 2:30 pm

Refreshment Break

FOYER/SALLE DE BAL EST

Workshop – Wednesday, May 12, 2010

2:30 pm – 3:45 pm

Concurrent Breakouts

21 – Green Lifecycle Asset Management

SALON 6 & 7

Caroline MacIntosh, Senior Policy Advisor, Public Works and Government Services Canada

PWGSC is committed to effective implementation of the Policy on Green Procurement and of a federal e-waste stewardship strategy. Significant progress has been made toward achieving these goals. The presentation will focus on key elements of our approach, and provide departments with practical information on procurement, use and disposal practices.

22 – Destination Everywhere: A Community of Practice for Procurement Professionals

DRUMMOND EST

Jennifer Robinson, Senior Communications Advisor, Public Works and Government Services Canada

Denyse Cousineau, Account Executive, Public Works and Government Services Canada

Be part of the collaborative revolution! Using GCPEDIA – the Government of Canada wiki – government departments and agencies have established a Community of Practice for procurement. Procurement professionals are working collaboratively, building on the great work of others and sharing valuable knowledge and expertise. They're doing it! See it first hand and find out how to become involved and to contribute to your procurement community.

23 – Procurement Ombudsman Report

DRUMMOND OUEST

Shahid Minto, Procurement Ombudsman, Office of the Procurement Ombudsman

The Office of the Procurement Ombudsman has been in operation since May 2008 and is well known from the Canadian suppliers and the procurement community of the Government of Canada. Its three lines of business: Procurement Practice Reviews; Inquiries & Investigations; and, Alternative Dispute Resolutions services are serving its main objective of strengthening the confidence of Canadians in Public Procurement. The Ombudsman will share with us his findings and discuss potential areas for reviews and improvement for the road ahead.

24 – Technology Road Map for Electric Vehicles

DRUMMOND CENTRE

Mike Elwood, Electric Mobility Canada

Electric Mobility Canada, in collaboration with the Government of Canada, has completed a Technology Roadmap for Electric Vehicles in Canada. A Technology Roadmap (TRM) concept is a consultative process that is designed to help industry, its supply-chain, academic and research groups, and governments come together to jointly identify and prioritize the technologies needed to support strategic R&D, marketing and investment decisions. Procuring vehicles with these technologies will be of critical importance in the next five to ten years.



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