

The Times They Are a-Changin'

CANADIAN INSTITUTE
FOR PROCUREMENT AND
MATERIEL MANAGEMENT

INSTITUT CANADIEN
D'APPROVISIONNEMENT
ET DE GESTION DU MATERIEL



NATIONAL WORKSHOP
ATELIER NATIONAL

CIPMM 2012 NATIONAL WORKSHOP

MAY 7 - 10, 2012
OTTAWA CONVENTION CENTRE
OTTAWA, ON

PROGRAM

CANADIAN INSTITUTE FOR PROCUREMENT
AND MATERIEL MANAGEMENT

Partners

HOST DEPARTMENT



National
Defence

Défence
Nationale

The logo for BMO Financial Group, consisting of the letters "BMO" in white, a red circle containing a white crown, and the words "Financial Group" in white, all on a blue rectangular background.

BMO  Financial Group



GRAND&TOY[®]

An **OfficeMax** Company



Treasury Board of Canada
Secretariat

Secrétariat du Conseil du Trésor
du Canada

ORACLE[®]

THE·AIM·GROUP

Worldwide Provision and Recruitment of Personnel



Welcome

On behalf of the Organizing Committee, I would like to welcome you to the 2012 Canadian Institute for Procurement and Materiel Management (CIPMM) National Workshop. This year marks the 23rd anniversary of this event.

As a reflection of the currently changing environment within the public service, we have borrowed the theme of the Workshop from the legendary Bob Dylan - "The Times They Are a-Changin'".

The Workshop offers a cutting edge program within the following four streams:

- Human Resources Management
- Innovation / Best Practices
- Legal Framework
- Project Management

CIPMM would like to thank the Department of National Defence for acting as the Host Department and enthusiastically supporting this initiative from the beginning. DND has provided exceptional access to relevant and exciting speakers, as well as significant partnership support.

CIPMM's Annual National Workshop is an important training and professional development event for those with public sector responsibilities for procurement and materiel management. It is also a fantastic opportunity to network with peers and interact directly with industry leaders.

Thank you for your interest and support of the 2012 CIPMM National Workshop. I trust you will enjoy an interesting and professionally enriching Workshop.

Steve Johnston

*Chair, National Workshop Organizing Committee
Canadian Institute for Procurement and Materiel Management*

WEDNESDAY, MAY 9, 2012
National Workshop and Tradeshow

7:30 am – 8:30 am Registration and Continental Breakfast in Trade Show Area	2nd Floor Foyer
8:30 am – 8:45 am Opening and Welcoming Remarks	Ottawa Salon
8:45 am – 10:00 am Keynote Presentation <ul style="list-style-type: none"> Matthew King, Associate Deputy Minister, National Defence 	Ottawa Salon
10:00 am – 10:30 am Refreshment Break and Networking in Trade Show Area	2nd Floor Foyer
ORACLE	
10:30 am – 11:45 am Concurrent Breakout Sessions	
<i>Room 205</i>	
Breakout Session 1: BEYOND DIRECTIVES: DEFENCE ETHICS IN PROCUREMENT	
<i>Room 206</i>	
Breakout Session 2: PROFESSIONAL SERVICES NATIONAL PROCUREMENT STRATEGY - IMPLEMENTATION UPDATE	
<i>Room 207</i>	
Breakout Session 3: LEAN IN GOVERNMENT	
<i>Room 208</i>	
Breakout Session 4: ORGANIZATIONAL PROJECT MANAGEMENT CAPACITY AND PROJECT COMPLEXITY AND RISK ASSESSMENTS	
11:45 am – 12:15 pm Lunch	Ottawa Salon
12:15 pm – 1:00 pm Panel Discussion THE NATIONAL SHIPBUILDING STRATEGY – PANEL PRESENTATION	Ottawa Salon
1:00 pm – 1:15 pm Dessert Break and Networking in Trade Show Area	2nd Floor Foyer

WEDNESDAY, MAY 9, 2012

National Workshop and Tradeshow

1:15 pm – 2:30 pm

Concurrent Breakout Sessions

Room 205

Breakout Session 5:
LEADING A 21ST CENTURY
PROCUREMENT COMMUNITY
AT DFAIT

Room 206

Breakout Session 6:
TACKLING THE PROBLEMS
OF DOING BUSINESS IN THE
DIGITAL AGE - FORENSIC
SCIENCE AND INNOVATION
WEIGH IN

Room 207

Breakout Session 7:
INTERNATIONAL TRADE
AGREEMENTS

Room 208

Breakout Session 8:
OVERVIEW OF NEW PROJECT
MANAGEMENT METHODOLOGY
- MANAGEMENT OF COMPLEX
INFORMATION TECHNOLOGY
PROJECTS

Room 202

Breakout Session 8A:
SHAPING PROCUREMENT
TOGETHER

2:30 pm – 3:00 pm

Refreshment Break and Networking in Trade Show Area



Ottawa Salon

3:00 pm – 4:15 pm

Concurrent Breakout Sessions

Room 205

Breakout Session 9:
KNOWLEDGE TRANSFER AND
CHANGE MANAGEMENT

Room 206

Breakout Session 10:
TOWARDS EFFECTIVE
RECORDKEEPING IN THE
GOVERNMENT OF CANADA

Room 207

Breakout Session 11:
CONTRACT SECURITY: ARE
YOU ADEQUATELY PROTECTING
CANADIAN INFORMATION
AND ASSETS

Room 208

Breakout Session 12:
CANADIAN COMMERCIAL
CORPORATION (CCC)

Room 202

Breakout Session 12A:
CALL FOR PROPOSAL (CFP)
METHOD - INNOVATION
THROUGH PROCUREMENT AND
THE CANADIAN INNOVATION
COMMERCIALIZATION
PROGRAM (CICP)

4:30 pm – 6:00 pm

President's Dinner Reception in the Trade Show Area, Presented by: Grand & Toy



2nd Floor Foyer

6:00 pm – 11:00 pm

President's Dinner and Awards, Presented by: BMO Financial Group



Ottawa Salon

THURSDAY, MAY 10, 2012
National Workshop and Tradeshow

<p>7:30 am – 8:15 am Registration and Continental Breakfast in Trade Show Area</p>	<p>2nd Floor Foyer</p>
<p>8:15 am – 8:45 am Welcoming Remarks and Annual General Meeting</p>	<p>Ottawa Salon</p>
<p>8:45 am – 9:00 am Plenary Address</p> <ul style="list-style-type: none"> Marc O'Sullivan, Assistant Comptroller General of Canada 	<p>Ottawa Salon</p>
<p>9:00 am – 10:00 am Keynote Presentation</p> <ul style="list-style-type: none"> Brian Thwaites, Braintrainer, "The Adaptable Brain" 	<p>Ottawa Salon</p>
<p>10:00 am – 10:30 am Refreshment Break and Networking in Trade Show Area</p>	<p>2nd Floor Foyer</p>
<p>10:30 am – 11:45 am Concurrent Breakout Sessions</p>	<p>Room 205</p>
<p>Breakout Session 13: NAVIGATING THE CERTIFICATION PROGRAM FOR THE FEDERAL GOVERNMENT PROCUREMENT AND MATERIEL MANAGEMENT COMMUNITIES</p>	<p>Room 206</p>
<p>Breakout Session 14: BUYING SOFTWARE: UNRAVELING THE COMPLEXITIES OF SOFTWARE PROCUREMENT</p>	<p>Room 207</p>
<p>Breakout Session 15: ADVANCING PROCUREMENT THROUGH CONSTRUCTIVE DIALOGUE</p>	<p>Room 208</p>
<p>Breakout Session 16: INTERNATIONAL PERSPECTIVE ON COMPLEX PROJECT MANAGEMENT</p>	<p>Ottawa Salon</p>
<p>11:45 am – 12:45 pm Lunch</p>	<p>Ottawa Salon</p>

THURSDAY, MAY 10, 2012
National Workshop and Tradeshow

12:45 pm – 2:00 pm Concurrent Breakout Sessions			
Room 205 Breakout Session 17: GREEN PROCUREMENT, AN ENABLER TO MEETING GOVERNMENT PRIORITIES	Room 206 Breakout Session 18: CUTTING EDGE GOVERNANCE AND PUBLIC PRIVATE PARTNERSHIPS	Room 207 Breakout Session 19: “THE CITT AND YOU...”	Room 208 Breakout Session 20: FOREIGN MILITARY SALES
Room 202 Breakout Session 20A: PRESENT AND FUTURE BUSINESS CHALLENGES: TOP PROCUREMENT LEADERS RESPOND			
2:00 pm – 2:30 pm Refreshment Break and Networking in Trade Show Area			
2:30 pm – 3:00 pm Keynote Presentation			
<ul style="list-style-type: none"> • Grant Westcott, <i>Chief Operating Officer, Shared Services Canada</i> 			
3:00 pm Closing Remarks			
2nd Floor Foyer			
Ottawa Salon			
Ottawa Salon			



Exhibitor List

Exhibitor	Booth
The AIM Group.....	7
Ahearn & Soper Inc.	2
A-R Business Machines Inc.	29
BMO Financial Group	14 & 15
Canadian Cancer Society.....	8
Canada School of Public Service	9
The Computer Media Group.....	16
CORCAN.....	30
Eagle Spirit Marketing / KRI Solutions Inc.....	5
Grand & Toy.....	24 & 25
Natural Resources Canada / Energy Star	28
Office of the Procurement Ombudsman.....	18
Paystation Inc.	17
Procurement Strategy for Aboriginal Business (PSAB) Aboriginal Business Directory Form.....	3
PWGSC: Industrial Security Program	23
PWGSC: Office of Small and Medium Enterprises - National Capital Region	19
RFPSolutions Inc.	26
Sage Data Solutions Inc.....	27
Sterling Marking Products Inc.	4
The Retirement Planning Institute	6
Treasury Board of Canada Secretariat Procurement, Materiel Management and Real Property Communities Management Office.....	20



CANADIAN INSTITUTE
FOR PROCUREMENT AND
MATERIEL MANAGEMENT

INSTITUT CANADIEN
D'APPROVISIONNEMENT
ET DE GESTION DU MATERIEL



NATIONAL WORKSHOP
ATELIER NATIONAL

MONDAY, MAY 7, 2012

Professional Development Day

7:30 am – 8:30 am

2nd Floor Foyer

Registration and Continental Breakfast

8:30 am – 4:30 pm

Training Sessions

Training Session 1:

Room 205

INTENTIONAL LEADERSHIP - 1 Day Course (*English*)

- Franklin Holtforster, *President and CEO of MHPM Project Managers Inc.*

MHPM's President and CEO Franklin Holtforster believes clients are looking for more than an effective project manager. They want a leader. Luckily leadership skills can be taught. During this workshop, Franklin will show attendees how to be an intentional leader. He will provide tangible skills that participants can incorporate into their job. He will cover presentation skills, communication skills – including email, leading teams and meetings intentionally and effectively, and more. But more importantly this is a hands-on workshop where everyone will have an opportunity to try and get valuable feedback. Communicating intentionally contributes significantly to being seen as an effective leader in any organization, regardless of role or function.

All of Franklin's training participants walk away inspired and motivated. More often than not they comment: It is the best in-class training!

Training Session 3:

Room 207

DISPOSAL OF SURPLUS MOVEABLE CROWN ASSETS CSPA (M715) - Day 1 of 2 (*English*)

- Gary Jeddrie, *CMM Corporate Materiel Management Policy, Materiel and Procurement Services, Department of Fisheries and Oceans (DFO)*

Functional specialists in the fields of procurement, materiel management and real property (PMMRP) are expected to make informed and cost-effective decisions about asset reuse, relocation and disposal. This course presents a practical approach to the disposal of surplus moveable assets within the context of legal and policy constraints. Participants will become familiar with the established framework for developing investment recovery plans at the departmental level. [M715]

Topics include:

- Objectives of asset management and investment recovery
-

- Legal framework and policies
- Environmental considerations
- The concept of investment recovery
- Recycling, reusing and disposing of assets

This activity has been designed for functional specialists in procurement, materiel management and real property and managers in the Public Service of Canada.

Training Session 4:

Room 208

FUNDAMENTALS 2: LEGAL AND POLICY ENVIRONMENT FOR PROCUREMENT, MATERIEL MANAGEMENT AND REAL PROPERTY (M714) - Day 1 of 2 (English)

- *Lucie Leclerc-Cowell, Facilitator / Faculty Member, Functional Communities, Authority Delegation and Orientation, Learning Programs Branch, Canada School of Public Service*

Specialists in the fields of procurement, materiel management and real property (PMMRP) should be aware of the policy and legislative frameworks that govern their work. This course provides an overview of the policies, laws, national and international agreements and ongoing government initiatives related to PMMRP frameworks. Participants will learn how the management of PMMRP supports government program delivery. [M714]

Topics include:

- Procurement policies
- Materiel management policies and directives
- Real property policies, directives and standards
- Foundation framework for Treasury Board policies

This activity has been designed for public servants and functional specialists in procurement, materiel management and real property in the Public Service of Canada.

Training Session 5:

Room 206

PROJECT MANAGEMENT FOR PROCUREMENT PROJECTS - Day 1 of 2 (English)

- *Anna-Carolle Bougie, Principal of Integrated Learning International Inc.*

This two-day training workshop on Project Management based on the Project Management Book of Knowledge (PMBok), will address procurement type projects. The approach is based on the “building-block approach”: theory, discussions and practice at each step of the workshop. The workshop will touch on the nine Knowledge Areas and the five processes. Project exercises will be mostly on Work Breakdown Structure (WBS), risk management and a high-level project plan. Participants will have the opportunity to discuss on sample projects.

10:00 am – 10:30 am

Ottawa Salon

Refreshment Break

12:00 pm – 1:00 pm

Ottawa Salon

Lunch

2:30 pm – 3:00 pm

Ottawa Salon

Refreshment Break



CANADIAN INSTITUTE
FOR PROCUREMENT AND
MATERIEL MANAGEMENT

INSTITUT CANADIEN
D'APPROVISIONNEMENT
ET DE GESTION DU MATERIEL



NATIONAL WORKSHOP
ATELIER NATIONAL

TUESDAY, MAY 8, 2012

Professional Development Day

7:30 am – 8:30 am

2nd Floor Foyer

Registration and Continental Breakfast

8:30 am – 4:30 pm

Training Sessions

Training Session 2:

Room 205

CONTRACT MANAGEMENT CSPS (M720) - 1 Day Course (*English*)

- Carolyn Montague, *Perfocus Management Inc.*

Procurement and materiel management specialists involved in managing contracts must be proactive in the way that they manage their activities throughout the procurement process. This course provides the tools and best practices needed to manage activities throughout the four phases of the procurement process. Participants will learn how to minimize the risks associated with the procurement process by adhering to established rules and regulations. [M720]

Topics include:

- Definition of contract management versus contract administration
- Roles and responsibilities of key players
- What to plan for and what to monitor
- Managing the evaluation process
- Contract disputes and file close-out procedures

This activity has been designed for functional specialists in procurement, materiel management and real property in the Public Service of Canada.

Training Session 3:

Room 207

DISPOSAL OF SURPLUS MOVEABLE CROWN ASSETS CSPS (M715) - Day 2 of 2 (*English*)

- Gary Jeddrie, *CMM Corporate Materiel Management Policy, Materiel and Procurement Services, Department of Fisheries and Oceans (DFO)*

Functional specialists in the fields of procurement, materiel management and real property (PMMRP) are expected to make informed and cost-effective decisions about asset reuse, relocation and disposal. This course presents a practical approach to the disposal of surplus moveable assets within the context of legal and policy constraints. Participants will become familiar with the established framework for developing investment recovery plans at the departmental level. [M715]

Topics include:

- Objectives of asset management and investment recovery
- Legal framework and policies
- Environmental considerations
- The concept of investment recovery
- Recycling, reusing and disposing of assets

This activity has been designed for functional specialists in procurement, materiel management and real property and managers in the Public Service of Canada.

Training Session 4:

Room 208

FUNDAMENTALS 2: LEGAL AND POLICY ENVIRONMENT FOR PROCUREMENT, MATERIEL MANAGEMENT AND REAL PROPERTY (M714) - Day 2 of 2 (English)

- *Lucie Leclerc-Cowell, Facilitator / Faculty Member, Functional Communities, Authority Delegation and Orientation, Learning Programs Branch, Canada School of Public Service*

Specialists in the fields of procurement, materiel management and real property (PMMRP) should be aware of the policy and legislative frameworks that govern their work. This course provides an overview of the policies, laws, national and international agreements and ongoing government initiatives related to PMMRP frameworks. Participants will learn how the management of PMMRP supports government program delivery. [M714]

Topics include:

- Procurement policies
- Materiel management policies and directives
- Real property policies, directives and standards
- Foundation framework for Treasury Board policies

This activity has been designed for public servants and functional specialists in procurement, materiel management and real property in the Public Service of Canada.

Training Session 5:

Room 206

PROJECT MANAGEMENT FOR PROCUREMENT PROJECTS - Day 2 of 2 (English)

- *Anna-Carolle Bougie, Principal of Integrated Learning International Inc.*

This two-day training workshop on Project Management based on the Project Management Book of Knowledge (PMBok), will address procurement type projects. The approach is based on the “building-block approach”: theory, discussions and practice at each step of the workshop. The workshop will touch on the nine Knowledge Areas and the five processes. Project exercises will be mostly on Work Breakdown Structure (WBS), risk management and a high-level project plan. Participants will have the opportunity to discuss on sample projects.

Professional Development Day - Tuesday, May 8, 2012

10:00 am – 10:30 am
Refreshment Break

Ottawa Salon

12:00 pm – 1:00 pm
Lunch

Ottawa Salon

2:30 pm – 3:00 pm
Refreshment Break

Ottawa Salon

TRADESHOW EXHIBITORS INCLUDE:

THE·AIM·GROUP

Worldwide Provision and Recruitment of Personnel

BMO  Financial Group

 **Ahearn & Soper Inc.**
AUTO-ID SOLUTIONS



Canada School
of Public Service

École de la fonction
publique du Canada

A-R DISTRIBUTORS
www.a-r-distributors.com



GRAND&TOY
An **OfficeMax** Company

**WE GET
GOVERNMENT.**

**SERVICE. VALUE.
SIMPLICITY.**

Visit us at booths 24 & 25 to learn more.

INTERIORS | TECHNOLOGY | OFFICE SUPPLIES | FACILITY SUPPLIES | IMAGING



CANADIAN INSTITUTE
FOR PROCUREMENT AND
MATERIEL MANAGEMENT

INSTITUT CANADIEN
D'APPROVISIONNEMENT
ET DE GESTION DU MATERIEL



NATIONAL WORKSHOP
ATELIER NATIONAL

WEDNESDAY, MAY 9, 2012

National Workshop and Tradeshow

7:30 am – 8:30 am

Registration and Continental Breakfast in Trade Show Area

2nd Floor Foyer

8:30 am – 8:45 am

Opening and Welcoming Remarks

Ottawa Salon

8:45 am – 10:00 am

Keynote Presentation

Ottawa Salon

- **Matthew King**, *Associate Deputy Minister, National Defence*

10:00 am – 10:30 am

Refreshment Break and Networking in Trade Show Area

2nd Floor Foyer

ORACLE[®]

10:30 am – 11:45 am

Concurrent Breakout Sessions

Room 205

Breakout Session 1:

BEYOND DIRECTIVES: DEFENCE ETHICS IN PROCUREMENT

- **David Brigden**, *Director Special Examinations and Inquiries Chief Review Services – Disclosure Office, Department of National Defence*
- **Louis-Philippe Rouillard**, *Manager, Conflict of Interest and Programme Administration, Department of National Defence*
- **Ann-Louise Gratton**, *Group Ethics and Harassment Prevention Advisor, Department of National Defence*

This session targets procurement personnel from both government and industry. By learning more about DND's ethical challenges and responses related to procurement, attendees increase their knowledge which can be used to improve their own organizations response to ethical challenges.

- DND history – Presentation of anecdotes of previous ethical challenges and incidents.
- Defence Ethics Programme – Discussion of DND Defence Ethics Program and Conflict of Interest/ Post-Employment Guidelines.
- Ethics Cascade – Allow attendees an opportunity to participate in an ethics cascade including sharing their opinions on the case study.

Breakout Session 2:

Room 206

PROFESSIONAL SERVICES NATIONAL PROCUREMENT STRATEGY - IMPLEMENTATION UPDATE

- **Vincent Robitaille**, *PMP, CFA, MBA. Senior Director - Professional Services Procurement Directorate, Public Works and Government Services Canada*
- **Peggy Gilmour**, *Supply Team Leader, On-line Services Division, Public Works and Government Services Canada*

Resulting from 12 months of extensive consultation with federal departments and suppliers, the Professional Services National Strategy is being implemented to reduce red tape, increase access and reduce the administrative burden when procuring professional services.

At the session, you will learn about how the strategy is being implemented by PWGSC.

Breakout Session 3:

Room 207

LEAN IN GOVERNMENT

- **Olivier Fichet**, *B. Eng., Dipl.-Ing., ECP91, Leader, Lean National Practice in Ottawa & Toronto, Master Black Belt Lean Six Sigma, Fujitsu Consulting (Canada) Inc.*

The system introduced several decades ago by automotive companies to successfully increase their operational performance has developed into a comprehensive management system now being deployed in Government administrations globally.

Lean is steeped in the philosophy of “the complete elimination of all waste” imbuing all aspects of services and products delivery in pursuit of the most efficient methods. Lean is a proven management approach to business process optimization and work organization, providing impressive measurable and sustainable results. Lean improves the performance of any process, helping organizations and managers to reach their corporate goals.

Lean is different from the traditional improvement methods: It uses advanced innovative concepts integrated into a rigorous optimization methodology which involves all stakeholders in identifying solutions that are truly adapted to their needs. Lean is a world class best practice.

After speaking of the Lean principles, tools and methodology, the speaker will describe successful application of the concept into a government environment. He will also focus on the material management dimension of the system and describe how Lean can in particular be used to optimize procurement processes.

Breakout Session 4:

Room 208

ORGANIZATIONAL PROJECT MANAGEMENT CAPACITY AND PROJECT COMPLEXITY AND RISK ASSESSMENTS

- **Greg Kenney**, *Senior Director, Investment and Project Management Policy Division Treasury Board of Canada Secretariat*

The Treasury Board Standard for Organizational Project Management Capacity and the Standard for Project Complexity and Risk establish the requirements for two standardized assessment tools (OPMCA and PCRA) in support of the Treasury Board Policy on the Management of Projects. The level of risk and complexity of a project, along with the department’s project management capacity class,

determines the project approval and expenditure authority limits for projects. These assessment tools further support project managers in identifying the appropriate processes and controls necessary to ensure effective project management and the successful delivery of expected results. Having an understanding of these tools will allow operational and business planners, project and program managers along with procurement specialists to make more informed planning and management decisions.

11:45 am – 12:15 pm

Ottawa Salon

Lunch

12:15 pm – 1:00 pm

Ottawa Salon

Panel Discussion

THE NATIONAL SHIPBUILDING STRATEGY - PANEL PRESENTATION

- **Ian Mack**, *CMM, CD, Director General Major Project Delivery (Land & Sea), Department of National Defence (Moderator)*
- **Gregory A. Lick**, *Project Manager/ Offshore Fisheries Science Vessel and Offshore Oceanographic Science Vessel, Canadian Coast Guard*
- **Peter Cairns**, *Vice Admiral RCN (Ret'd), President, Shipbuilding Association of Canada*
- **Scott Leslie**, *Director General, Marine Sector, Public Works and Government Services*

For decades, Canada has procured Coast Guard and Navy ships through discrete competitive processes to different build classes of vessels. This has led to a "boom and bust" cycle which was problematic for both the Crown and the marine sector in Canada, shipyards included. Following two unsuccessful shipbuilding solicitations in 2008, the Government embarked upon a new shipbuilding strategy more aligned to what other nations have done, whereby a supply arrangement would be completed and put in place with two Canadian shipyards to build the nation's combat and non-combat vessels. The National Shipbuilding Procurement Strategy (NSPS) has now selected two shipyards with which Canada will develop new relationships, in the case of one case shipyard potentially spanning 20-30 years. The panel will explore the NSPS initiative, highlighting what was done differently, lessons learned and challenges ahead.

1:00 pm – 1:15 pm

2nd Floor Foyer

Dessert Break and Networking in Trade Show Area

1:15 pm – 2:30 pm

Concurrent Breakout Sessions

Breakout Session 5:

Room 205

LEADING A 21ST CENTURY PROCUREMENT COMMUNITY AT DFAIT

- **Christine Perry**, *Special Advisor to the Chief Financial Officer and ADM Corporate Finance and Operations, Department of Foreign Affairs and International Trade*
- **Patricia Slauwhite**, *Senior Planning and Communication Strategist, Department of Foreign Affairs and International Trade*

In 2006, the Federal Government launched the Professional Development Certification Program for the Procurement, Materiel Management and Real Property community to provide employees with the tools to acquire the skills, knowledge and expertise to meet evolving and complex business needs, government priorities and management initiatives.

DFAIT recognized the benefits of investing in this cadre of specialists and to this end created the Procurement Community Development Initiative (PCDI); whose objective is to foster a sense of community which motivates and promotes productivity, a culture of continuous learning and talent management, provides long term career development and encourages employee success and retention.

The PCDI creates a consistent management tool based on the development of a common approach to knowledge, competencies and experience and supports our staff in moving forward to successful completion of the professional designation of Certified Federal Specialist in Procurement – CFPS for procurement and the Certified Federal Specialist in Materiel Management - CFSMM for those in materiel management.

This presentation will highlight key components of the PCDI including innovative approaches and best practices for both employees and managers.

Breakout Session 6:

Room 206

TACKLING THE PROBLEMS OF DOING BUSINESS IN THE DIGITAL AGE - FORENSIC SCIENCE AND INNOVATION WEIGH IN

- **Samiah Ibrahim**, *Manager, Forensic Document Examination, Canada Border Services Agency - Information, Science and Technology Branch*
- **Tanay Patel**, *B.Sc., M.S.Pharm. Department of Foreign Affairs and International Trade, Contracting Policy, Monitoring and Operations*

Explore the challenges risks, and solutions to doing business in the Digital Age with some of the country's leading experts in the area of Forensic Science and Innovation from Canada Border Services Agency's Information, Science and Technology Branch.

The session considers current and emerging technological advances as well as their limitations when doing business in the public sphere. Explore topics related to the growing trend toward e-business, such as alternatives to the handwritten signature and the use of paper in addressing everyday business needs common to decision-makers and functional specialists in the area of public procurement and materiel management.

The subject matter delves into a wide variety of practical and legal considerations with respect to technology's impact on the use of written communications, the submission of electronic bids, the issuance of contractual documents, other electronic business and financial transactions and the use of everyday currency.

Breakout Session 7:

Room 207

INTERNATIONAL TRADE AGREEMENTS

- **Kevin Thompson**, *Director, Government Procurement, Trade and Environment Division, Foreign Affairs and International Trade Canada*

For procurement obligations under international agreements, this year's National Workshop theme of "The Times They Are a-Changin'" is right on the mark. The past few years have seen an important evolution in international procurement obligations. In 2010, Canada and the United States concluded an agreement to broaden procurement commitments at the provincial, territorial and state levels

in response to expanded “Buy American” restrictions in the United States. In late December 2011, Canada and other member countries of the World Trade Organization completed negotiations to revise the WTO’s Government Procurement Agreement (GPA), strengthening, clarifying and increasing the flexibility of its obligations. Moreover, expanded procurement commitments at all levels of government in Canada are a key demand of the European Union in negotiations for a Comprehensive Trade and Economic Agreement with Canada.

This session will provide an overview of the important changes to the international landscape for procurement obligations, what the future may hold and implications for Canadian domestic and export interests.

Breakout Session 8:

Room 208

OVERVIEW OF NEW PROJECT MANAGEMENT METHODOLOGY - MANAGEMENT OF COMPLEX INFORMATION TECHNOLOGY PROJECTS

- **Don Messier**, *Director – Project Delivery for Communications and Sense Capabilities for the Department of National Defence*

A key element to ensure effective results in managing complex projects is to divide the project delivery process into a series of manageable phases and ensuring that resource implications and results are made fully visible to executives at logical, predetermined checkpoints or “gates.” Gates afford executives the opportunity for informed assessment of progress and issues, ultimately leading to better decisions on future plans and investments. This session shares the best practices used by DND to manage complex IM/IT projects, such as the Project Executive Dashboards, Portfolio Management Meetings and independent reviews to support the gate decision process.

Breakout Session 8A:

Room 202

SHAPING PROCUREMENT TOGETHER

- **Shereen Benzvy Miller**, *M.A., LL.B, Director General, Office of Small and Medium Enterprises, Public Works and Government Services Canada*

Topics will include the PWGSC Acquisition Branch Engagement Sector’s mandate and services, commodity management initiatives, procurement strategies for goods and services, Buyandsell.gc.ca website (our one-stop government procurement portal to simplify access to federal procurement information), as well as the Canadian Innovation Commercialization Program (CICP).

2:30 pm – 3:00 pm

2nd Floor Foyer

Refreshment Break and Networking in Trade Show Area



3:00 pm – 4:15 pm

Concurrent Breakout Sessions

Breakout Session 9:

Room 205

KNOWLEDGE TRANSFER AND CHANGE MANAGEMENT

- **Lynden Hillier**, *Director General, Asset Management and Capital Planning, Agriculture and Agri-Food Canada.*

1. Transition and Change: What is the Difference and Why does it Matter?
2. Where are we in the PG Community Today and What Challenges are in Front of Us?
3. Lessons Learned:
 - PG Development Programs – relationships with business programs, mentoring etc.
 - Succession Planning
 - Service Delivery
4. What Next?

While organizational change is an ongoing process, there are points in time when the change process gets accelerated for various reasons setting in motion the development of short, medium and long term plans to enable the organization to achieve the change or transition that is required. This session will look at our current environment within the federal government and what impact it will have on the Materiel Management Community. Lessons learned from recent years combined with some current practices in the areas of Knowledge Transfer and Change Management will be discussed in light of the change and transition that is upon us.

Breakout Session 10:

Room 206

TOWARDS EFFECTIVE RECORDKEEPING IN THE GOVERNMENT OF CANADA

- **Johanna Smith**, *Acting Director of the Aboriginal and Infrastructure Division, Appraisal and Acquisition Branch, Library and Archives Canada.*

Corporate information is the Government of Canada's (GC) most valuable asset which ensures GC accountability and transparency and protects the democratic rights of Canadians. Join Johanna Smith to learn how Library and Archives Canada's (LAC) recordkeeping tools can simplify your information management and help prepare your organization for compliance with the Treasury Board Secretariat Directive on Recordkeeping. In this presentation, you will:

- Receive an overview of the Recordkeeping Methodology;
- Hear "Lessons Learned" in the development and implementation with Early Adopters departments;
- Learn about the next steps for deployment of the Recordkeeping Methodology within the GC.

Breakout Session 11:

Room 207

CONTRACT SECURITY: ARE YOU ADEQUATELY PROTECTING CANADIAN INFORMATION AND ASSETS

- **Nina Goodwin**, *Senior Client Relations Officer, Outreach Division, Industrial Security Sector, Public Works and Government Services Canada*

The Government of Canada uses protected and classified information and assets to govern the country. For this very reason, the Canadian government is responsible for ensuring the adequate

safeguarding of sensitive information and assets that are entrusted to industry. It is important to educate all key players in the contracting process to preserve the confidentiality and integrity of information and assets.

This presentation will highlight the importance of security in federal government contracting and the ways in which procurement plays a vital role in protecting federal government information and assets. Attendees from the procurement and contracting communities will gain an understanding of the contracting process, as well as the roles and responsibilities of all government departments in the contracting process. Participants will learn how to integrate security into government contracting.

Breakout Session 12:

Room 208

CANADIAN COMMERCIAL CORPORATION (CCC)

- **Stan Jacobson**, *Director, Global Defence and Security, Canadian Commercial Corporation (CCC)*

As the Government of Canada lead for international contracting and procurement for foreign military sales, CCC can simplify the buying process through a government-to-government arrangement. Through its in-depth product and industry knowledge, CCC can then help allied militaries access Canada's leading-edge defence industrial base in order to enhance preparedness and interoperability. Options exist to purchase through the Government of Canada to fulfill requirements or, where appropriate, through the U.S. Foreign Military Sales Program (FMS).

Breakout Session 12A:

Room 202

CALL FOR PROPOSAL (CFP) METHOD - INNOVATION THROUGH PROCUREMENT AND THE CANADIAN INNOVATION COMMERCIALIZATION PROGRAM (CICP)

- **Daniel Lalonde**, *Manager, Defence Sciences Division Science Procurement Directorate, Public Works and Government Services Canada*
- **Joseph Hulse**, *Supply Specialist, Canadian Innovation Commercialization Program, Science Procurement Directorate, Services and Specialized Acquisitions Management Sector, Public Works and Government Services Canada*

The CFP is an innovative method of supply that is used to competitively solicit proposals to meet specific program objectives. It meets strategic government requirements, promoting excellence and stimulating innovation in soliciting proposals based on specific problems or research areas and priorities. The presentation will outline the birth of the methodology, how it has evolved, current programs that are leveraging this innovative approach and specifically how it is used for the CICP which was part of Budget 2010 commitment that "the Government will support innovation in Canada's small business sector by launching a new Small-and Medium-sized Enterprise Innovation Commercialization Program."

4:30 pm – 6:00 pm

2nd Floor Foyer

President's Dinner Reception in the Trade Show Area

Presented by: Grand & Toy



GRAND&TOY.
An OfficeMax Company

6:00 pm – 11:00 pm

President's Dinner and Awards

Presented by: BMO Financial Group

Ottawa Salon



Guest Speaker:

- Jim Ralston, *Comptroller General of Canada, Treasury Board of Canada*

Entertainment:

- Derek Edwards, *Comedian*



Derek is the only Canadian winner of the prestigious Vail, Colorado Invitational Comedy Competition, is a two time Gemini nominee and has been nominated five times as Best Standup Comic at the Canadian Comedy Awards.

Derek is currently touring his one-man show, "The Other Shoe Drops", in a 60 city cross-Canada tour.

"5 STARS the funniest man on earth" - Winnipeg Free Press

"4 STARS a first rate comic, the crowd howled" - Victoria Times Colonist

"still the funniest man in Canada" - Toronto Sun

"Edwards reigns as King of Canadian comedy"
- Charlottetown Guardian

"Derek Edwards is hysterical" - Calgary Sun

TRADESHOW EXHIBITORS INCLUDE:



BMO SPEND® & PAYMENT SOLUTIONS®



Client Driven Solutions. Powerful Results.

To learn more contact us at: **1-888-838-4401**,
bmo.sps@bmo.com or **bmo.com/spendandpayment**

BMO  Financial Group



CANADIAN INSTITUTE
FOR PROCUREMENT AND
MATERIEL MANAGEMENT

INSTITUT CANADIEN
D'APPROVISIONNEMENT
ET DE GESTION DU MATERIEL



NATIONAL WORKSHOP
ATELIER NATIONAL

THURSDAY, MAY 10, 2012
National Workshop and Tradeshow

7:30 am – 8:15 am

2nd Floor Foyer

Registration and Continental Breakfast in Trade Show Area

8:15 am – 8:45 am

Ottawa Salon

Welcoming Remarks and Annual General Meeting

8:45 am – 9:00 am

Ottawa Salon

Plenary Address

- **Marc O'Sullivan**, *Assistant Comptroller General of Canada*
-

9:00 am – 10:00 am

Ottawa Salon

Keynote Presentation: "THE ADAPTABLE BRAIN"

- **Brian Thwaites**, *Braintrainer*

Worried the old gray matter just isn't generating the juice the way it used to?
Well, you're not alone. 'Brain drain' can affect us all!

But combining what we've learned from neuroscience research with what we already know about proven learning methods can lead to startling improvements in the way we use our heads.

This provocative and enlightening presentation will give that three-pound organ inside your head an adjustment you'll never forget. It's a memorable and entertaining performance that demonstrates how learning to use your brain better will significantly enhance the way you think, learn and communicate. And it will have an immediate and powerful impact on just about everything you do – both personally and professionally!

10:00 am – 10:30 am

2nd Floor Foyer

Refreshment Break and Networking in Trade Show Area

10:30 am – 11:45 am

Concurrent Breakout Sessions

Breakout Session 13:

Room 205

NAVIGATING THE CERTIFICATION PROGRAM FOR THE FEDERAL GOVERNMENT PROCUREMENT AND MATERIEL MANAGEMENT COMMUNITIES

- Noreen LeBlanc, *AV/Senior Analyst, Capacity Building, Acquired Services and Assets Sector, Office of the Comptroller General, Treasury Board of Canada*
- Tanguy Etoga, *Supply Specialist, Personnel Certification Division, Public Works and Government Services Canada*

A must attend! This session is designed to demystify the Certification Process and will provide managers and employees with an overview of the benefits of Certification.

Breakout Session 14:

Room 206

BUYING SOFTWARE: UNRAVELING THE COMPLEXITIES OF SOFTWARE PROCUREMENT

- Emilio Franco, *Supply Team Leader, Software Methods of Supply, Software and Shared Systems Procurement Directorate, Public Works and Government Services Canada*
- Gabriele Mathieu Monger, *Supply Officer, Software Methods of Supply, Software and Shared Systems Procurement Directorate, Public Works and Government Services Canada*

Software is a complex commodity posing ongoing challenges for procurement and materiel management specialists. Learn how to deal with the complexities of software procurement and develop a greater understanding of how to buy software in the Federal Government (including details on the new Software Licensing Supply Arrangement).

Breakout Session 15:

Room 207

ADVANCING PROCUREMENT THROUGH CONSTRUCTIVE DIALOGUE

- Frank Brunetta, *Procurement Ombudsman*

An opportunity to gain some insight in to the issues being raised to the Office, and provide your views on how the procurement system can be improved. We will present a summary of the Office's role in federal procurement, best practices learned along the way, and common areas of concern. We will also stimulate dialogue focussed toward identifying issues facing procurement specialists within the federal procurement system.

Breakout Session 16:

Room 208

INTERNATIONAL PERSPECTIVE ON COMPLEX PROJECT MANAGEMENT

- Tim Cummins, *CEO, International Association for Contract & Commercial Management*

This session will be discussing global interconnections and interdependencies in contract management. This international perspective will highlight some of the strategic and operational value of contracting for organizations around the world. New contracting principles and new skills need to be considered in the new global and international environment we are currently required to meet future commercial challenges.

11:45 am – 12:45 pm

Ottawa Salon

Lunch

12:45 pm – 2:00 pm

Concurrent Breakout Sessions

Breakout Session 17:

Room 205

GREEN PROCUREMENT, AN ENABLER TO MEETING GOVERNMENT PRIORITIES

- Margaret Bailey, *Policy Development, Office of Greening Government Operations, Public Works and Government Services Canada*
- Cindy O'Driscoll, *Acting Team Leader - Green Procurement, Green Procurement Team, Acquisitions Branch, Public Works and Government Service Canada*

In this time of economic restraint, the federal procurement and materiel management community has many competing priorities; reduce cost, achieve efficiencies, increase collaboration, and spark innovation. Integrating environmental considerations into procurement and materiel management processes supports all these priorities. This presentation will close with an interactive session on greening services. Learn about examples of best practices in procurement where these seemingly competing priorities are all being achieved and how you can also achieve these.

Breakout Session 18:

Room 206

CUTTING EDGE GOVERNANCE AND PUBLIC PRIVATE PARTNERSHIPS

- Marcel Chiasson, *Director at the Institute on Governance*

In the next decade and beyond, governments will have to contend with challenges that cut across institutional or operational divisions. The reality of demographic, economic, and fiscal transformations – long awaited but now upon us – will play a central role influencing governmental decision-making and the shape of the policy and program decisions taken.

Governments have begun exploring new ways of developing policy and implementing policy decisions - through greater partnerships with the private and non-profit sectors, even citizen themselves.

The Institute on Governance will present its research on cutting edge governance and its implications for public-private partnerships. There is much debate around these increasingly popular arrangements. IOG presents the positive viewpoint.

Breakout Session 19:

Room 207

“THE CITT AND YOU...”

- Reagan Walker, *General Counsel, Canadian International Trade Tribunal, Ottawa*
- David Attwater, *Lawyer, Private Practitioner, Ottawa*

Through the novel approach of a statistical breakdown of recent decisions, Reagan Walker will show how the Canadian International Trade Tribunal handles procurement complaints and why the legislation requires it to act in a rigorous manner.

David Attwater will address the obligations imposed by government policies and the trade agreements on federal departments and agencies to maintain complete records regarding their procurements and the consequences before the CITT and courts of not doing so.

Breakout Session 20:

Room 208

FOREIGN MILITARY SALES

- **Sandi Branker**, *Manager of Foreign Military Sales Procurement at the Canadian Embassy in Washington, DC*

The presentation is on the basics of Foreign Military Sales and is intended for junior officers or procurement officers wanting to learn more about the US Government FMS process.

Breakout Session 20A:

Room 202

PRESENT AND FUTURE BUSINESS CHALLENGES: TOP PROCUREMENT LEADERS RESPOND

- **Michael Power**, *Editor of Purchasing b2b (Moderator)*
- **Michael Williams**, *Senior Director of Strategic Sourcing Energy, Office Max, Inc.*
- **Stephen Davies**, *Vice-President Corporate (Finance, IT and Human Resources) Pearson PeaceKeeping*
- **Jim Jones**, *Director, Sourcing Management, Canada Post*

One of the biggest business challenges for senior executives today is the ability to act rapidly to respond to competitive threats and market opportunities. As a result, senior executives in the procurement, supply chain, finance, operations & IT fields are under pressure to achieve the agility that will enable them to run supply chain and procurement at the speed of business. The moderator will introduce highlights from a new Grand & Toy sponsored research study on the changing supply chain and procurement landscape, and the key trends and technologies that are driving supply chain, procurement and business transformation. A panel of industry leaders will first provide their general commentary/reaction to the study, and then illustrate how their organizations are responding to the study results with case studies.

Each panelist's mini-case study will highlight supply chain and procurement meeting the challenge of maintaining or increasing its relevance to the business. Each mini-case study will adhere to the following format:

- What was the challenge identified in the study that you responded to?
- What did you do to meet the challenge?
- How did you do it?
- What were the lessons learned?

The moderator will conclude the mini-case study portion of the session by initiating a panel discussion on two topics:

- Key tools, tips and techniques the panelists have identified in dealing with the challenges identified by the study that can help integrate supply chain and procurement with the business
- Real world best practices (also low hanging fruit, quick ROI ways) for handling transformative change, showing business value – and running at the speed of business

The moderator will then move the panel discussion to information and insights on new and emerging procurement issues: what are the panelists' specific commentary/reaction to the key trends and technologies the study identifies as driving future changes in supply chain and procurement? And what do the panelists see as the key business factors influencing how the supply chain and procurement functions evolve?

Learning Outcomes:

- Practitioner case studies on showing / delivering business value
- Practical tools, tips, techniques and best practices for dealing with business management, integrating procurement with the business, and maintaining/increasing business relevance
- Exposure to new thoughts on how supply chain and procurement function will evolve, and on key trends and technologies that will drive future changes

Format:

Panel discussion with individual presentation of mini-case studies.

2:00 pm – 2:30 pm

2nd Floor Foyer

Refreshment Break and Networking in Trade Show Area

2:30 pm – 3:00 pm

Ottawa Salon

Keynote Presentation

- **Grant Westcott**, *Chief Operating Officer, Shared Services Canada*

3:00 pm

Ottawa Salon

Closing Remarks

TRADESHOW EXHIBITORS INCLUDE:



Government of Canada
Gouvernement du Canada



Aboriginal Affairs and
Northern Development Canada

Affaires autochtones et
Développement du Nord Canada



Public Works and
Government Services
Canada

Travaux publics et
Services gouvernementaux
Canada



Treasury Board of Canada
Secretariat

Secrétariat du Conseil du Trésor
du Canada



CIPMM BOARD OF DIRECTORS

Steve Johnson, *President*

RFP Solutions Inc.

Sharon Chamberlain, *Past-President*

Chamberlain Consulting

Gabriel Cormier, *Vice-President*

National Defence

Stephen Smye, *Treasurer*

Shared Services Canada

Elaine Ford

Human Resources and Skills
Development Canada

Lynn Morris

Public Works and Government Services
Canada

Roloin Vetsch

National Energy Board

Lorna Kettles

Justice Canada

Al Pilcher

Professor, Algonquin School of Business

Chris Clark

Public Works and Government Services
Canada

Gary Jeddrie

Fisheries and Oceans Canada

Rosa Paliotti

Treasury Board Secretariat

**CIPMM NATIONAL WORKSHOP
ORGANIZING COMMITTEE**

Steve Johnston

RFP Solutions Inc. (Chair)

Jackie Archambault

Library and Archives Canada

Maurice Boileau

Public Works and Government Services
Canada

Gabriel Cormier

National Defence

Brenda Harlow

Natural Resources Canada

Gary Jeddrie

Fisheries and Oceans Canada

Lorna Kettles

Justice Canada

Carolyn Montague

Perfocus Management Inc.

Tanay Patel

Foreign Affairs and International Trade Canada

Stephen Smye

Shared Services Canada

AJ Wittinger

Agriculture & Agri-Food Canada

Proud supporter



Canadian Cancer Society
Société canadienne
du cancer

**The Canadian Cancer Society
is pleased to accept proceeds from this
community initiative.**

A donation has been made on behalf of the 2012 CIPMM National Workshop speakers to the Canadian Cancer Society.

Thanks to the generosity of our donors and to the work of our volunteers and staff, the Canadian Cancer Society funds research on all types of cancer, offers comprehensive and credible information on cancer, risk reduction and treatment and also provides support for people living with cancer, family members and friends.

Notes:
