

28TH ANNUAL CIPMM NATIONAL WORKSHOP



Canadian Institute for Procurement and Material Management
Institut canadien d'approvisionnement et de gestion du matériel

2017 PROGRAM
JUNE 6 & 7, OTTAWA

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Message from the Premier Partner



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Canada

Global Affairs Canada (GAC) believes that there are real, meaningful and significant benefits for the Government of Canada (GoC) and private enterprises from investing in the learning, development and professionalization of its procurement and materiel management officer communities. As such, we are honoured to be the Premier Partner of the CIPMM National Workshop this June. GAC manages Canada's diplomatic and consular relations, promotes the country's international trade and leads Canada's international development and humanitarian assistance. GAC is responsible for procurement, contracting and materiel management for its domestic operations but also for all the GoC missions abroad. This unique responsibility provides interesting challenges and opportunities not experienced elsewhere in the Federal Public Service. This is one reason why we are committed to transforming and modernizing our procurement and materiel management functions, and to developing our capacity. Our objectives include investing in strategic procurement, innovative sourcing, logistics and service delivery models, collaborative and joint initiatives both domestic and international and supporting our clients in sound commodity management.

The CIPMM National Workshop is a great opportunity to discover the diverse challenges and opportunities that procurement and materiel management officers can experience throughout their career. It is also an excellent forum for our specialists to showcase their achievements. The role of the procurement and materiel management officer has evolved – we are our clients' strategic partners, are depended on to provide value added advice and guidance and are leading our own modernization agenda.

We are sure that you will find your participation in the Conference a rewarding and useful experience and that you will connect, learn and grow! Welcome to all.

Dan Danagher and Arun Thangaraj



Dan Danagher
Assistant Deputy Minister,
International Platform
Branch, Global Affairs



Arun Thangaraj
Assistant Deputy Minister
and Chief Financial Officer,
Global Affairs Canada



Message from the President



On behalf of the Canadian Institute for Procurement and Materiel Management (CIPMM), I am very pleased to welcome you to our 28th National Workshop.

The world of procurement and materiel management is evolving quickly. Our professions, once seen as back office functions, are increasingly seen as the key enablers to achieving the strategic objectives of private and public organizations. With this growing role comes growing responsibilities. We need to invest in our talent and those of our colleagues, to Connect, Learn and Grow. Our National Workshop is the best opportunity to do so.

The 28th National Workshop is an important milestone of an outstanding year for CIPMM. It also concludes a year where we expanded the availability of professional development opportunities for procurement and materiel managers from coast to coast. Indeed, we have offered regional workshops in Halifax and Winnipeg and we are planning to organize events in Montreal and Vancouver next year. Both the new program and the additional events demonstrate how CIPMM delivers on its mission to advance our professionalism and effectiveness in our professions.

Let me be clear, during the next 2 days, the presentations themselves are not what will make this workshop successful. Please take this opportunity to meet new colleagues and develop your network with presenters, ask questions, provide your views and launch the conversation. I firmly believe that we can learn as much from each others as we can learn from the presenters.

Thank you again for joining us.

Vincent Robitaille

President, CIPMM

Message from the **Workshop Co-Chairs**

Welcome to the 28th National Workshop for the Canadian Institute for Procurement and Materiel Management!

The Organizing Committee has had a very exciting year planning for this spectacular event. With so many advancements in the procurement and materiel management world, it was quite a challenge to squeeze everything we wanted to share with you into just two days. To maximize your experience, we are introducing some innovative formats. In addition to the popular Keynote Presentations, Expert Panels and Breakout Sessions, we've added new opportunities to network with colleagues, learn new skills, and grow personally and professionally.

This year's offerings include 90-minute Master Classes for the seasoned procurement and materiel management specialists. Or, bring your career questions for Speed Mentoring with senior leaders. In addition, the expanded Trade Show offers 3 Learning Lounges where there will be targeted 30-minute mini sessions, exploring workshop themes. And don't forget to join in the newly added Portfolio Working Group Breakfasts - it's a great place to network with people who are dealing with the same daily challenges that you face. As an added bonus, CIPMM is pleased to announce that we have partnered with the Canada School of Public Service to provide a private course offering to attendees of our National Workshop.

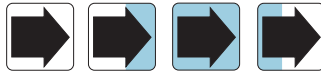
We hope you enjoy this workshop as much as we enjoyed planning it!



Carolyn Montague
Vice President, CIPMM
National Workshop
Co-Chair



Melody Jeurond
Vice President, CIPMM
National Workshop
Co-Chair



Canadian Institute for Procurement and Material Management
Institut canadien d'approvisionnement et de gestion du matériel

2017 CIPMM Workshop Committee

Carolyn Montague

*Perfocus Management Inc.
CIPMM VP, 2017 CIPMM National Workshop
Organizing Committee Co-Chair*

Melody Jeaurond

*Treasury Board of Canada Secretariat
CIPMM VP, 2017 CIPMM National Workshop
Organizing Committee Co-Chair*

Guylaine Lacombe

Global Affairs Canada

Charlotte Berry

Canada Border Services Agency

Brenda Harlow

Natural Resources Canada

Blair Hurd

Health Canada

Catherine St-Louis

Public Services and Procurement Canada

Samantha Walker

Public Services and Procurement Canada

Nancy Savaria

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Meghan Smith

Indigenous and Northern Affairs Canada

Rebecca Callaghan

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CIPMM Awards Lunch

JUNE 7, 2017

11:30 am – 1:30 pm

The CIPMM Awards Program recognizes exemplary contributions in the fields of procurement and materiel management. These awards provide an opportunity to celebrate your employees or your peers, individually or as part of a team, and to raise the profile of the procurement and materiel management professions.

Awards presentations will be made at the Awards Luncheon to recipients of the most prestigious awards, whose contributions are the cornerstones of the profession. Join the CIPMM community on Wednesday, June 7 as we recognize the achievements of your colleagues.

THE 2017 CIPMM AWARDS COMMITTEE MEMBERS

Jessica Sultan

CIPMM Director
Canada Border Services Agency

Steve Johnston

CIPMM Past President
RFP Solutions Inc.

Patricia Slaunwhite

CIPMM Director
Global Affairs Canada

Laura Clowater-Peters

CIPMM Director
Royal Canadian Mounted Police

Thank you to our partner for the Awards Lunch!



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CIPMM Awards – Categories

David Swift Exceptional Contribution Award (Individual)

Established in 2010, this award was created to honour David Swift, 1966-2010, who was the founder of RFP Solutions, and a long-time member, contributor and thought leader to CIPMM. David Swift was recognized for his high ethics, integrity, and intelligence, as well as practical and implementable ideas. This award is focused specifically on an individual who, by virtue of their experience and expertise, makes a significant contribution in the operation of their division, group or department on a daily basis. The Award is presented annually to an individual whose commitment and service to the procurement community is deemed to represent the values that David Swift practiced.

Project Management Award (Individual or Team)

This category will recognize an individual or a team who has worked toward the successful completion of procurement or materiel management related project. Projects should demonstrate significant achievement, quality, and leadership in some or all of the following: research, analysis, project management, partnering, communications, client relations, human resources or materiel savings and profit.

Community Builder Award (Individual or Team)

This category will recognize the exceptional contribution of an individual or a team who has actively worked to build up the procurement and/or materiel management communities. Initiatives should focus on improving the community through capacity building, learning, professional development, partnerships, and engagement. Initiatives may involve employees within one organization or employees from two or more public sector organizations in either a single-function or cross-disciplinary mode.

Gary Jeddrie Memorial Lifetime Achievement Award (Individual)

This award was established in memory of Gary Jeddrie; a long-time champion of the importance of effective materiel management. The award will recognize an individual for unique or special accomplishments with identifiable impacts that have provided a significant impression in the procurement and/or materiel management fields. This individual has demonstrated an exceptional and sustained contribution, or made a variety of important contributions over a prolonged period of time. Nominees should demonstrate an outstanding level of personal involvement, effort, leadership, and achievement, of significant duration.

Excellence for Innovation Award (Individual or Team)

To recognize an employee, or team of employees, who have developed and/or implemented an innovation in procurement or materiel management which has led to a significant outcome for their department, agency or organization. Nominations should highlight the development of an innovative idea, solution, practice and/or project that has led to demonstrable result in advancing their departmental procurement and/or materiel management operations, by promoting a measurable increase in effectiveness, efficiency and/or productivity. The innovation developed can be replicated or adapted in other parts of the department or in other organizations.

Bursary Award for Full- or Part-time Students (\$500)

This award is presented to a full-time student working in the public sector, or a full-time indeterminate employee enrolled as a part-time student, who has demonstrated a marked interest in furthering their career within public procurement and/or materiel management.

This is the only category for which an individual may nominate themselves. Candidates are required to submit the following:

1. 500-word essay on "Why I find a career in Procurement or Materiel Management interesting and how I can or will actively engage and contribute to the community";
2. Letter of recommendation from their direct supervisor; and,
3. Proof of enrolment in a post-secondary program leading to a certificate, diploma or degree in a field related to procurement or materiel management (i.e. Supply Chain, Logistics, Business, Commerce, etc.)



Certified Federal Specialists

Congratulations to the following individuals who have obtained certification or advanced standing within the Certification Program for the Federal Government Procurement and Materiel Management Communities over the past year.

Their success will be celebrated and acknowledged at the Certification & Keynote Speaker Lunch on June 6 at 11:30 am – 1:00 pm.

Certified Federal Specialists in Procurement- Level 1

<i>Cindy Dawson</i>	Public Services and Procurement Canada
<i>Heather Ferrier</i>	Public Services and Procurement Canada
<i>Andrea Field</i>	Public Services and Procurement Canada
<i>Mario Legault</i>	Public Services and Procurement Canada
<i>Stefan Wetscher</i>	Public Services and Procurement Canada
<i>Emily Baxter</i>	Public Services and Procurement Canada
<i>Katherine Large</i>	Public Services and Procurement Canada
<i>Caroline Seguin</i>	Public Services and Procurement Canada
<i>Ivy Pui</i>	Public Services and Procurement Canada
<i>Jeff Schmidt</i>	Public Services and Procurement Canada
<i>Carolyn Marcichiw</i>	Department of Fisheries and Oceans
<i>Heather Bartlett</i>	Innovation, Science and Economic Development Canada
<i>Hicham Laassouli</i>	Public Services and Procurement Canada
<i>Lily Nakhle</i>	Correctional Service Canada
<i>Nancy Baessler</i>	Public Services and Procurement Canada
<i>Sarah Hadi</i>	Department of National Defence
<i>Lee Anne</i>	Forward Public Services and Procurement Canada
<i>Cheney Boutillier</i>	Public Services and Procurement Canada

Certified Federal Specialists in Procurement- Level 2

<i>Jessica Sultan</i>	Canada Border Services Agency
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Advanced Standing in Procurement

<i>Sal Pillay</i>	Public Services and Procurement Canada
<i>Martin Rhéaume</i>	Department of National Defence



KEYNOTE SPEAKERS

GROW



JUNE 6, 2017

Bill Carr

Communication Expert & Award-Winning Humourist

Session #10

Deep Service

11:30 am - 1:00 pm

For over thirty years, Bill Carr has been making people laugh at what's trivial while helping them think deeply about what counts. His unique blend of humour and insight inspires laughter and offers his audiences a fresh perspective on what they face every day. An award-winning journalist, actor, and humorist. Carr's career has seen him perform on stages across the country most notably in Nova Scotia at Neptune Theatre, Mermaid Theatre and the Atlantic Theatre Festival. He has written and performed in numerous radio dramas and news programs for CBC and has appeared on countless television programs, several movies and more advertisements than he would care to think about. Carr is a dedicated volunteer and serves in various capacities for a number of good causes such as the Alzheimer Society of Nova Scotia, Community Justice Society, ACTRA, Unicef, Canadian Breast Cancer Society, CNIB, YMCA, and the Abilities Foundation. He is an honorary Trustee of the IWK Hospital for Children and helps to host the IWK Telethon each year. He is a founding partner of the Atlantic Restorative Company, a social entrepreneurship focused on creating space for authentic human exchange and the use of restorative practices in all aspects of social life.

CONNECT



JUNE 6, 2017

Eric Termuende

Co-Founder & Director of The DRYVER Group

Session #16

The future of the Workplace

2:30 pm - 3:30 pm

Eric Termuende is the Founder of DRYVER, leading the change in Intergenerational Management, specializing in Millennials and the next generation of the workforce. Through the work of DRYVER, Eric Termuende is a thought-leader on optimizing workplace culture, the future of work, and engagement in the workplace. He's recognized as one of only '100 emerging innovators under 35' globally by American Express and an active 'Global Shaper' with the World Economic Forum. Having co-developed a tool that quantifies workplace culture, Eric and his team help pinpoint strengths and opportunities in an organization to optimize culture, improve attraction, and mitigate poor retention numbers. Believing that collaboration is a key to success, Eric has helped develop a partnership network in Canada to emphasize the importance of teamwork and the delivery of great work. Due to the rapid development of Eric's career and take on leadership and workplace development, he joined the Canadian G20 delegation in 2014. In 2015 Eric was elected to sit on the Leadership Committee as the delegates represented in Turkey. Additionally, he was recognized as a Gamechanger by BRANDED magazine. Eric has spoken at events ranging from leadership and development to success and happiness, education and innovation, and the future of work and workplace culture. He is focused on developing the ideals of DRYVER, and believes that if he can help make people's lives better at work; he can make people's lives better.



KEYNOTE SPEAKERS

LEARN



JUNE 7, 2017

Max Valiquette

Innovation & Trends Expert

Session #33

Trends with Benefit

3:00 pm - 4:00 pm

Max Valiquette helps companies, organizations, and brands find solutions to their problems by better understanding their employees, customers, and communities. Named one of Canada's "Most Influential Marketers" by Marketing magazine, he has worked with some of the biggest brands around the world throughout the course of his career as a leading marketing and brand strategist. His varied expertise makes him one of the most sought-after public speakers on trends, innovation, marketing, and youth culture. Valiquette's unyielding passion for thought leadership, culture, and understanding "what makes people tick" led to his award-winning career as a consumer and cultural strategist. He founded and ran Youthography, North America's first youth-market focused research and communications firm, and is currently the VP of strategic planning at Publicis. Prior to joining Publicis, he was the Managing Director of Strategy for Benson Byrne. Over the course of his career, Valiquette has worked with some of the biggest brands in the world – from Nike to Budweiser to Scotiabank – and everything in between. He also held a three-year term on the Board of the Canada Media Fund, Canada's single largest cultural production endowment.

As a journalist and broadcaster, Valiquette hosted TVOntario's weekly youth-oriented current affairs show, VoxTalk; was a frequent contributor to the internationally syndicated television programs Listed and Evolution; and has made frequent appearances as both a panelist and guest-host for the Business News Network's daily wrap-up show, SqueezePlay. He can be heard every two weeks as a "Round One" panelist on Moore in the Morning, and every month on AM1010's weekly radio rewind, Viewpoints. Valiquette has appeared on the CBC's Lang and O'Leary Exchange, written and delivered columns for CBC Radio's Day One, and appeared on Q and The Current. He also writes for the pages of Canadian Business, Marketing, and Strategy magazines. His insights and opinions have been featured in The Financial Post and The Globe and Mail; on NPR and MuchMusic; and in scores of other media outlets. Valiquette holds a BA from the University of Ottawa, is a former Central Canadian Debating Champion, and has performed, as a sketch comedian, on the main stage at Second City Toronto.

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JUNE 6, 2017

SPEED MENTORING

2:00 pm - 4:30 pm

Do you find it difficult to see a career path within procurement or materiel management? Are you wondering what comes next for you? Are you unsure which job opportunities to pursue to give you the knowledge, competencies and skills desired by hiring managers? Are you looking for career advice but aren't getting anywhere?

Take advantage of the opportunity to meet with current or recently retired senior leaders within the fields of procurement and materiel management for a one-on-one career mentoring session. Each session will only last 15 minutes, so come prepared to ensure you get the most out of this rare opportunity.

How to Register: To ensure your spot, make sure to stop by the "Speed Mentoring" area near the registration booth during breakfast on June 6th and select the time and the person you wish to meet with. Registration will be open until 11:30 am. In order to maximize the number of delegates who speak with a Mentor, we ask that you sign up for only 1 session. You may put your name on a waiting list and return to registration after 11:30 am to see if there are additional spots available.

What to expect: This is not a recruiting session, but rather a discussion regarding career planning. You are asked to ensure that your questions reflect the intended nature of the discussion. Here are some quick guidelines to help you prepare:

- Remember to briefly describe your education, competencies and career path so far.
- Provide your own perspective on future opportunities.
- Create a positive impression and build rapport.
- Ask questions and be sure to prepare them in advance.
- Be relaxed, professional and open-minded.
- Be ready to listen and willing to learn and grow.
- Respect your allotted time. Don't arrive late (or not show up at all!).
- Silence your cell phone.



MEET THE 2017 CIPMM MENTORS

Jean-Claude Azar, Director, Contracting Division, Canada Revenue Agency

Dominique Bélanger, Director General, ACM Branch Corporate Services Global Affairs Canada

Guylaine Carrière, Director, Contracting Services (SGC), Global Affairs Canada

Dan Danagher, Assistant Deputy Minister, International Platform Branch, Global Affairs Canada

Andrew Francis, Chief Financial Officer, Canadian Heritage

Heather MacDonald, Director General, Procurement and Contracting, Royal Canadian Mounted Police

Tamara McNulty, Director, Procurement Parks Canada Agency

Normand Masse, Special Advisor, Procurement Modernization Integration Team Public Services and Procurement Canada

Nicolas Neveu, Director, Contracting and Materiel Management, Canadian Heritage

Christine Perry, Retired Public Servant

Richard Quinn, DSCO – Compliance Manager, Department of National Defence

Lisa Reynolds, Senior Director, Investment Planning and Project Management, Treasury Board of Canada Secretariat

Vincent Robitaille, Executive Director, Treasury Board Secretariat of Canada and President, CIPMM

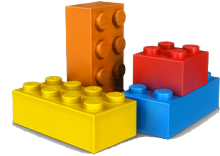
Richard Steele, Director General, Procurement Services, Department of National Defence

Arun Thangaraj, Assistant Deputy Minister and Chief Financial Officer, Global Affairs Canada

Christine Walker, CFO and Vice-President, Comptrollership Branch, Canada Border Services Agency



LEGO ACTIVITY



With a theme of ***Connect, Learn and Grow*** there are certainly lots of ideas to get the creative juices going. But who would win amongst the sub themes? In your delegate bag you will find a few Lego blocks of the specific color and you will need to contribute to your team to build the best Tower. A panel of judges will determine which Tower is the best (and it is not just for the tallest Tower!) and will announce the winner at the Closing Remarks.

Once the Workshop is over, we will donate the Lego blocks to one of 3 Community Houses (Russell Heights, Blair Court and Michelle Heights) that are part of the Ottawa Coalition of Community Houses that serve social housing communities across Ottawa. Community Houses are unique social service agencies, located within Ottawa Community Housing Corporation communities making access to programs easier for residents. Transportation is often a major obstacle for residents to attend programs outside their community. Hence, the location of these Houses is in the heart of the community. Thus the mission of these Community Houses within the Coalition is to build strong communities and improve the quality of life of multicultural diverse individuals, children, youth and families living in poverty in low-income social housing neighborhoods across the City of Ottawa. Some common joint initiatives among the Community Houses have included Early Learning Preschool Programs, Homework Clubs, Community Kitchens as well as sports and summer camps.

In lieu of the traditional keynote speakers' gifts, this year we will make donations to these three Community Houses on behalf of our keynotes.





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Venez nous visiter au kiosque no 10 pour en savoir plus!

Schedule at a Glance



Tuesday, June 6, 2017

7:00 am – 4:00 pm Atrium	Registration		
7:30 am – 8:30 am Atrium	Networking Breakfast		
7:30 am – 11:30 am Atrium	Registration for Speed Mentoring at the registration desk		
8:15 am – 8:30 am Room 118	Opening Remarks & Welcome		
8:30 am – 9:00 am Room 118	Opening Keynote - Premier Partner		
9:00 am – 10:30 am Room 110	Session 1	Best Practices in Contract Negotiations Master Class (Pre-registration required)	
9:00 am – 10:00 am <i>Concurrent Sessions</i>			
Room 106H	Session 2	Room 209	Session 3
Global Procurement Strategy for Vehicles at Missions - Collaboration with the U.K.		TBS Policy Suite Reset Initiative for the Acquired Services and Assets Sector	
Room 106FG	Session 4	Room 210	Session 5
Things that Make you Go Hmmm: Tales from the Office of the Procurement Ombudsman		Lean Procurement	

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10:00 am – 10:30 am
Exhibit Hall

Trade Show & Refreshment Break

10:00 am – 10:30 am
Learning Lounges

Mini Sessions

**Mini Session A
CONNECT LOUNGE**

"The Supplier is in the Room!"

**Mini Session B
GROW LOUNGE**

Construction Insurance

**Mini Session C
LEARN LOUNGE**

Doing Business with the Government of Canada

10:30 am – 11:30 am

Concurrent Sessions

Room 106H

Session 6

Specialized Procurement at Global Affairs Canada in Support of Diplomacy and Security

Room 209

Session 7

SAP and Policy Changes - Proactive Disclosure

Room 106FG

Session 8

Supplier Engagement Strategies

Room 210

Session 9

Introduction of the New Government of Canada Procurement Competency Dictionary

11:30 am – 1:00 pm

Session 10

Certification & Keynote Speaker Lunch
Deep Service

Room 118

1:00 pm – 1:30 pm
Exhibit Hall

**Trade Show & Dessert
Meet & Greet with Keynote Speaker**

1:00 pm – 1:30 pm
Learning Lounges

Mini Sessions

**Mini Session D
CONNECT LOUNGE**

Connecting Technology and People in the New World of Work

**Mini Session E
GROW LOUNGE**

Transfer Payments at Global Affairs Canada

**Mini Session F
LEARN LOUNGE**

Getting the Best Possible Outcome

Tuesday, June 6, 2017

1:00 pm – 2:30 pm

Room 110

Session 11

Strategic Thinking
Master Class (Pre-registration required)

1:30 pm – 2:30 pm

Concurrent Sessions

Room 209

Session 12

Transportation of Hazardous Materiel

Room 106FG

Session 13

Procurement in the Age of Deliverology

Room 106H

Session 14

What is a Materiel Manager? Update on
the Working Group

Room 210

Session 15

PSAB and the New Policy Dealing with NLCA

2:00 pm – 4:30 pm

Speed Mentoring

(Registration from 7:30 am - 11:30 am at Registration Desk)

2:30 pm – 3:30 pm

Room 118

Session 16

Keynote Speaker
The Future of the Workplace

3:30 pm – 4:30 pm

Concurrent Sessions

Room 106H Session 17

Advancing Provincial-
Territorial Use of Public
Services and Procurement
Canada's (PSPC)
Procurement Instruments

Room 106FG Session 18

Construction Contracts,
Insurance and Bonding

Room 210 Session 19

Management of Heritage
Materiel Assets in Federal
Buildings: Your Challenges
and Opportunities

Room 110 Session 20

RFPs Quality Assurance: Select the Appropriate Supplier and
Increase the Transparency of Procurement Processes!

4:30 pm – 6:30 pm

Exhibit Hall

Networking Reception

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Network: OCEC Wifi Username: cipmm@ocecc.com Password: 2017



7:00 am – 3:00 pm

Atrium

Registration

7:45 am – 8:45 am

Portfolio Breakfasts

Room 118

Session 21.1

Defence, Security & Public Safety

Room 209

Session 21.2

Small Agencies & Crown Corporations

Room 106FG

Session 21.3

Science & Research-based Organizations

Room 106H

Session 21.4

Social, Economic & Cultural Organizations

Room 110

Session 21.5

Common Service Agencies

Room 210

Session 21.6

Transportation & Infrastructure

8:45 am – 9:00 am

Room 118

Welcome Remarks

9:00 am – 10:00 am

Room 118

Session 22

Panel
Procurement Modernization Across the Federal Government

10:00 am – 11:30 am

Room 110

Session 23

Collaboration with Foreign Governments
on Diplomatic Mail
Master Class (Pre-registration required)

10:00 am – 10:30 am

Exhibit Hall

Trade Show & Refreshment Break

10:00 am – 10:30 am

Learning Lounges

Mini Sessions

**Mini Session G
CONNECT LOUNGE**

Connecting Technology and
People in the New World of
Work

**Mini Session H
GROW LOUNGE**

Supplier Relationships and
Performance Management

**Mini Session I
LEARN LOUNGE**

Secure Storage Solutions:
Cabinets - Lockers -
Weapons

10:30 am – 11:30 am

Concurrent Sessions

Room 106FG

Session 24

Parliamentary Precinct Project

Room 209

Session 25

Commodity Management - Advantages and Disadvantages - CBSA CCTV Project

Room 106H

Session 26

Update on Shared Services: Lessons Learned and New Developments

Room 210

Session 27

Innovation in Materiel Management and Disposal

11:30 am – 1:30 pm

Room 118

Awards Ceremony & Lunch

1:30 pm – 3:00 pm

Room 110

Session 28

Lessons in Procurement Planning Master Class (Pre-registration required)

1:30 pm – 2:30 pm

Concurrent Sessions

Room 209

Session 29

Social Procurement: Maximizing your Community Impact from Existing Purchasing

Room 106FG

Session 30

Strategies to Recruit and Retain Staff

Room 106H

Session 31

Panel on Specialized Training in Supply Chain Management

Room 210

Session 32

Quantifying Value

2:30 pm – 3:00 pm

Exhibit Hall

Trade Show & Refreshment Break

2:30 pm – 3:00 pm

Learning Lounges

Mini Sessions

Mini Session J CONNECT LOUNGE

SSC PVR: forward thinking,
forward moving

Mini Session K GROW LOUNGE

Contract Security Program:
PSPC

Mini Session L LEARN LOUNGE

Are you sitting yourself to
death?

3:00 pm – 4:00 pm

Room 118

Session 33

Keynote Speaker
Trends with Benefits

4:00 pm – 4:30 pm

Room 118

Closing Remarks

4:30 pm – 5:00 pm

Room 118

Annual General Meeting



Locating Specialized Talent



102 Bank Street • Suite 300
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EXHIBIT HALL

Learning Lounges Salons d'apprentissage

Grow

Croissance



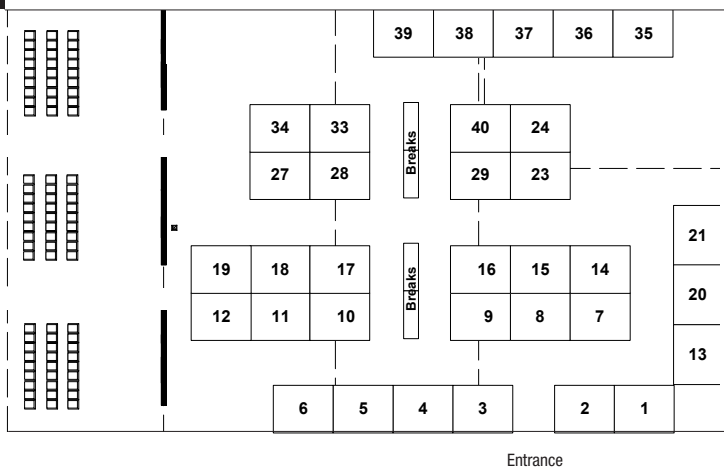
Learn

Apprentissage



Connect

Réseautage



THANK YOU TO OUR EXHIBITORS

Exhibitor

Booth

Exhibitor

Booth

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CIPMM NATIONAL WORKSHOP

GOLD LEVEL EXHIBITORS



Booth #10

www.aon.com/canada/default.jsp

Over the past 20+ years, Aon has been providing the Federal Government with consultation services in all areas of insurance, risk management and specialized projects. Under consecutive standing offers and supply arrangements, Aon has developed value added solutions to numerous departments, Agencies and Crown Corporations. Our Canadian network of offices can deliver both local and regional services to any government locations as well as offering a centralized service team in Ottawa to better service the high concentration of government activity. We tailor Risk Transfer Portfolios keeping the Federal Government's unique risk tolerance at the forefront.



Public Services and
Procurement Canada

Services publics et
Approvisionnement Canada

Booth #9

Public Services and Procurement Canada , Office of Small and Medium Enterprises and Stakeholder Engagement

The Government of Canada is committed to giving small and medium-sized enterprises (SMEs) access to compete for government business. The Office of Small and Medium Enterprises and Stakeholder Engagement (OSME-SE) supports SMEs by working to reduce barriers and by simplifying requirements for SMEs that want to do business with the Government of Canada. OSME maintains a network of six regional offices across Canada to ensure support for smaller suppliers no matter where they are located. For up-to-date information on how to navigate the government procurement system, please visit the buyandsell.gc.ca Web site



We Love Procurement ... *It's all we do!*

RFP SOLUTIONS INC. (RFPs) provides public sector organizations with trusted Request-for-Proposal (RFP) development and evaluation support services, expert advisory services, and training.

We enable public agencies to realize significant efficiencies and to reduce risk in their procurement programs through innovative strategies and intellectual and technological assets. Our team thrives on navigating the complex procurement landscape and helping our Clients achieve a successful outcome.

RFP SOLUTIONS has been in business since 1992 (incorporated in 1993). We are a dedicated team of public sector procurement specialists, with a proud record of working **exclusively for Public Sector Clients**.

We support the **full procurement process life-cycle** from procurement planning through to contract management. **Compliance & Assurance** is built into all of the services we provide – one of the key reasons why our Clients contract with us.

We support a thorough definition of client requirements, and develop a variety of effective solicitation documents. We support evaluation of responses to solicitations, provide Evaluation Committee Training, Fairness Advisory Services, as well as Market Assessment tools and services. We support procurement audits and studies aimed at improving Client operations, as well as provide training related to all aspects of procurement, contracting, and materiel management.



We *LOVE*
Procurement



We are
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Tuesday, June 6, 2017

NATIONAL WORKSHOP PROGRAM

7:00 am – 4:00 pm

Registration

Atrium

7:30 am – 11:30 am

Registration for Speed Mentoring at the registration desk

Atrium

7:30 am – 8:15 am

Breakfast

Atrium

8:15 am – 8:30 am

Opening Remarks

Vincent Robitaille, *CIPMM President*

Room 118

8:30 am – 9:00 am

Opening Keynote – Global Affairs Canada – Premier Partner

Dan Danagher, *Assistant Deputy Minister, International Platform Branch, Global Affairs Canada*

Room 118

9:00 am – 10:30 am

MASTER CLASS (Pre-registration is required)

MASTER CLASS

Session

1

Room 110

Best Practices in Contract Negotiations



Louis Poliquin, *MBA, Université de Genève, Senior Training Consultant in Public Procurement, Devex International Inc.*

How do contract negotiations differ from any other forms of negotiations? In a public procurement environment what are the challenges to conclude a successful contract negotiation? Preparing for a sole source negotiation in a government context. How will your personal style influence a contract negotiation outcome? Best practices when negotiating a contract.



9:00 am – 10:00 am

CONCURRENT SESSIONS**Session****2****Room 106H****Global Procurement Strategy for Vehicles at Missions - Collaboration with the U.K.****Josephine Dahan**, *Director of Missions Procurement Operations (AAO), Global Affairs Canada***Nathan Lyon**, *Contracting Specialist, Mission Procurement Operations (AAO), Global Affairs Canada***Benoit Cardinal**, *Manager, Mission Procurement Operations (AAO), Global Affairs Canada*

Global Affairs Canada is responsible for the conduct of Canada's international relations, including foreign affairs, international trade and commerce, and international development across a network of 177 missions in 109 countries which requires the procurement of approximately \$400M per year in goods and services. Often times due to being geographically dispersed it cannot obtain the economies of scale as too many purchases are required in small quantities across many missions. This was one of the challenges with GAC's passenger vehicles and light trucks requirement required by the missions. We will explore how we dealt with the challenges in procuring for this mission requirement while incorporating a total cost of ownership approach and collaborating with the U.K. to increase our economies of scale.

Session**3****Room 209****TBS Policy Suite Reset Initiative for the Acquired Services and Assets Sector****Glenn Richardson**, *ADirector, Strategic Policy, Procurement Policy Division, Treasury Board of Canada Secretariat***Allison Christie**, *Manager, Real Property and Materiel Policy Division, Office of the Comptroller General, Treasury Board of Canada Secretariat*

This session will provide an update on the TBS Policy Suite Reset initiative for the Acquired Services and Assets Sector, including an overview of proposed changes and next steps.

Session**4****Room 106FG****Things that Make You Go Hmmm: Tales from the Office of the Procurement Ombudsman****Lorenzo Ieraci**, *Interim Procurement Ombudsman*

Lorenzo Ieraci, Interim Procurement Ombudsman from the Office of the Procurement Ombudsman will provide insight into their business lines by presenting case studies of issues that have been raised to the Office. This will be followed by an exchange with workshop participants.

Session

5

Room 210

Lean Procurement



Craig Szelestowski, *President, Lean Agility Inc.*

Craig Szelestowski of Lean Agility Inc. will provide an overview of how Procurement and Materiel Management Professionals can apply principles of Lean to:

- prevent or eliminate backlogs;
- deal with high-volume seasons, such as year-end;
- deliver faster to clients, without working harder; and
- create early clarity and reduce back-and-forths, giving the first draft of SOW's, RFP's, and other documents a chance to be the final draft
- energize your staff.

10:00 am – 10:30 am

Exhibit Hall

Refreshment Break and Trade Show

Thank you to our Refreshment Break Partner:



10:00 am – 10:30 am

Learning Lounges

MINI SESSION

Mini Session

A

CONNECT
LOUNGE

“The Supplier is in the Room!” Using Commercially Confidential/Collaborative Meetings to Inform Your Procurement Process: a Practitioner’s Perspective.



Steve Johnston, *Managing Director, RFP Solutions Inc.*
Cathryn Kallwitz, *Director, Operations, RFP Solutions Inc.*

Increasingly, public sector organizations are consulting with industry to better inform the buying organization’s requirements, contract structure, or provide greater insight into the capacity within the marketplace. This session will look at the use of Commercially Confidential/Collaborative meetings as a form of industry engagement from a practitioner’s perspective. We will discuss ways to gain the most benefit of a CCM for both parties, mitigate risks during the process, confidentiality and full disclosure and steps to complete following a CCM. Join us for an enlightening session to help you achieve success with industry engagement during your next procurement process!

Thank you to our Connect Lounge Partner:



10:00 am – 10:30 am
MINI SESSIONS

Learning Lounges

Mini Session

B

**GROW
LOUNGE**

Construction Insurance: Advantages of an Owner Controlled vs. Contractor Controlled Insurance Program.



Maurice Audet, *Senior Vice President, Aon*

In an Owner Controlled construction program, the owner maintains all control including the selection of the insurers, the terms, conditions and deductibles along with the administration of the program. We will discuss these advantages as they relate to government construction projects given the Federal Government’s unique risk tolerance approach to managing risk.

Mini Session

C

**LEARN
LOUNGE**

Doing Business with the Government of Canada: BuyandSell.gc.ca - Enhancements of Procurement Tools and Processes.



Matthew Matchett, *Regional Director, Office of Small and Medium - National Capital Region, Public Services and Procurement Canada*

The presentation will focus on enhancements and improvements that Public Services and Procurement Canada is undertaking on BuyandSell.gc.ca to provide suppliers and client departments an improved platform for procurement opportunities.

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Rethink Requirements

qracorp.com/qvscribe



10:30 am – 11:30 am
CONCURRENT SESSIONS

Session
6

Room 106H

Specialized Procurement at Global Affairs Canada in Support of Diplomacy and Security



Minh Khai Trinh, *Director of Domestic Procurement Operations, Global Affairs Canada*

Claude Montreuil, *Team Leader, Domestic Procurement Operations, Global Affairs Canada*

Donna Roman, *Contracting Officer, Domestic Procurement Operations, Global Affairs Canada*

What type of equipment, such as armoured vehicles, does Global Affairs Canada purchase to protect its employees posted in high risk missions abroad? How much maple syrup does GAC procure each year for Canada's missions around the world? Come hear about the procurement of goods and equipment to support our diplomatic mandate, and to protect our employees deployed overseas. The presentation will shed some light on how some routine purchases are sometimes critical in furthering the Government's diplomatic and economic agenda.

Session
7

Room 209

SAP and Policy Changes - Proactive Disclosure



David Abraha, *Analyst/Advisor, Acquired Services and Assets Sector, Treasury Board of Canada Secretariat*

Lyndsay Rajaram, *Manager, Policy, Analysis and Reporting, Agriculture and Agri-Food Canada*

Deborah Bellocchi-Covella, *Functional Analyst, Procurement Policy Analysis and Reporting Unit, Natural Resources Canada*

Tarigh Afrand, *Systems Analyst – MM, SAP Application and Design – Procurement to Payment, Agriculture and Agri-Food Canada*

This concurrent session will provide participants with information regarding the new rules on disclosure reporting, along with some of the related challenges with using SAP for reporting. We will also take a look at the successful collaboration between departments sharing a single platform.

Session
8

Room 106FG

Supplier Engagement Strategies



Alison Campbell, *Senior Director, Supplier Engagement and Regional Coordination, Public Services and Procurement Canada*

Andrea Zervos, *Acting Manager for Supplier Engagement Division, Supplier Engagement and Regional Coordination, Public Service and Procurement Canada*

This concurrent session will provide participants with suggestions as to best practices to engage the supplier community and to improve the effectiveness of the relationship.

10:30 am – 11:30 am
CONCURRENT SESSION

Session
9

Room 210

Introduction of the New Government of Canada Procurement Competency Dictionary



Martine Rack, *Senior Policy and Program Analyst Central Agency, ASAS Community Management Office, Treasury Board of Canada Secretariat*

Over the past two years, Treasury Board of Canada (TBS) has been leading the review of the existing procurement competencies with a view to establishing a competency framework that better meets the current and future needs of the procurement community. As a preview for the CIPMM audience, TBS will be presenting the newly drafted Government of Canada Procurement Competency Dictionary; its components and its many potential uses and benefits.

11:30 am – 1:00 pm
CERTIFICATION & KEYNOTE SPEAKER LUNCH

Room 118

Deep Service

Bill Carr, *Communication Expert, Award-Winning Humourist*

GROW



Every industry is a service industry, every life a life of service on some level. The deep truth is whether at work, in our community, or in our home life, we do, in fact, serve somebody. As leaders and managers, we serve our company, our fellow employees and our clients; and to an important, often neglected sense, we serve our community, our society and our world. The depth and quality of this service is directly affected by how we see ourselves as being “in service”. Perception drives performance. When our lives are seen from a “service” perspective, it deepens our understanding of our place and mission in the world. Deep Service explores the idea of servant leadership in your specific industry context.

1:00 pm – 1:30 pm
TRADE SHOW & DESSERT

Exhibit Hall

Meet and Greet with Keynote Speaker



1:00 pm – 1:30 pm

Learning Lounges

MINI SESSION

Mini Session

D

**CONNECT
LOUNGE**



Connecting Technology and People in the New World of Work

Craig Milner, *Senior Solutions Executive, Federal Government,
Ricoch Canada*

Evolving technologies, global reach, and multi-generational workforces have combined to create the most complex work environment in history, and the way we view information is changing rapidly. In today's New World of Work, change is impacting governments and organizations of all sizes and industries with a greater focus on flexible work environments and collaborative work styles.

The presentation will provide an analysis of the trends impacting the workplace, examples of disruptive office technologies, what attracts younger generations to employers, and the benefits/challenges for governments and organizations in adopting the New World of Work.

Thank you to our Connect Lounge Partner:

RICOH
imagine. change.

Mini Session

E

**GROW
LOUNGE**



**All You Ever Wanted to Know and Were Afraid to Ask About
Transfer Payments at Global Affairs Canada**

Annalisa Bonardi, *Director, Grants and Contributions Program Services,
Global Affairs Canada*

Ashley Thorne, *A/Deputy Director Contributions Program Services,
Global Affairs Canada*

David Macleod, *A/Deputy Director, Foreign Affairs and Trade Program
Services, Global Affairs Canada*

Global Affairs Canada employs a large number of PGs to undertake contracting functions but did you know that there are close to 20 PGs who are dedicated to due diligence and financial instrument- related services (negotiation and drafting) required to paper all Foreign Affairs, Trade and International Development agreements issued by the Department? Join our discussion and discover how transfer payments are framed by specific terms and conditions that enable important contributions to and collaborations with partner organizations, ultimately benefiting recipients on issues such as: poverty reduction, governance and capacity-building, gender equality, environmental sustainability, human rights, peace and stabilization and women's economic empowerment. Questions we will discuss include: are grants and contributions considered contracts in private law? If so, how are they treated differently under the Government of Canada's laws, policies and directives? You will also find out about the challenges and achievements of Global Affairs Canada's dedicated Grants and Contributions Program Services team.



1:00 pm – 1:30 pm

Learning Lounges

MINI SESSIONS

Mini Session

FLEARN
LOUNGE**Getting the Best Possible Outcome****Philip Lear**, *International Account Director, Commerce Decisions Ltd.*

Commerce Decisions is an acknowledged global leader in procurement best practice, specialising in assessment scheme design and execution. With extensive experience in working with clients to successfully build appropriate and robust acquisition processes, Commerce Decisions has supported procurements totalling over \$350 billion since 2001.

This session will look at how project teams can deliver robust, transparent and defensible decisions on strategic, complex or high risk procurements. It will look at how successful procurement teams utilize the innovative market-leading strategic evaluation solution, AWARD®, to deliver high level organisational objectives and ensure best value is achieved consistently.

1:00 pm – 2:30 pm

MASTER CLASS (Pre-registration is Required)

Session

11

Room 110

**Strategic Thinking****Peter Norman Levesque**, *President, Institute for Knowledge Mobilization; Senior Lecturer, Professional Development, University of Ottawa*

Strategy is fundamentally about creating the future desired by organizations. The challenge is that many strategic plans are simply not well thought out. We confuse tactics for strategy. We prefer one idea over another and do not know why. We make plans that are extensions of the past but do not describe our true vision of the future. This presentation and discussion are about untangling the jargon. We first need to be strategic with our thinking before we can think about our strategy. Using some simple models and case examples, we will examine how good strategic thinking creates better insights that lead to better decisions. This leads to better plans with outputs that have a comparative advantage and can be sustained long enough to create the impacts we desire.

MASTER CLASS

1:30 pm – 2:30 pm

CONCURRENT SESSIONS

Session

12

Room 209

Transportation of Hazardous Materiel



Anne-Marie Noël, *A/Chief, Inspection Standards and Safety Awareness, Transport Canada*

This presentation will focus on the Transportation of Dangerous Goods Regulations fundamentals. It will provide an overview of basic concepts related to the transportation of dangerous goods such as:

- Training;
- The nine classes of dangerous goods;
- Safety marks (when and how to display them);
- Shipping documents requirements;
- Emergency Response Assistance Plan (ERAP);
- Reporting requirements; and
- Exemptions.

Session

13

Room 106FG

Procurement in the Age of Deliverology



Jessica Sultan, *Executive Director, Strategic Procurement and Materiel Management Division, Canada Border Services Agency*
Claude Miville Dechene, *Manager, Business Practices and Strategic Procurement Department, Strategic Procurement and Materiel Management Division Organisation/Agency, Canada Border Services Agency*

Strategic Procurement, recognized in recent years for its promotion of intelligent decision-making systems, is evolving again in the present environment of Deliverology. Strategic Procurement is now understood to be a concept bigger than bulk buys and opportunistic sourcing; rather, it has transformed into a strategy by which one can not only plan procurements, but also monitor, course correct and measure the outcomes of contracts. Deliverology - an approach that defines methods to achieve the most important objectives, implementation of which will have the most significant impact - is driving a fundamental change in the culture of the Federal Government, embodied in a new concept: that of Contract "C".

1:30 pm – 2:30 pm

CONCURRENT SESSIONS

Session

14

Room 106H

What is a Materiel Manager? Update on the Working Group**Blair Hurd**, *Assets Manager, Materiel and Assets Management Division, Health Canada***Derek Bizewski**, *Community Development Officer, ASAS Community Management Office, Treasury Board of Canada Secretariat*

If you work in a warehouse, manage a supply chain, act as a custodian for assets, or write materiel management policy, we need your expertise! The Acquired Services and Assets Sector Community Management Office (ASAS CMO) at Treasury Board of Canada Secretariat (TBS) just finished a demographic study to identify Materiel Management (MM) positions in the federal government. We want to unveil the results and get your input on:

- Who is included in your organization's MM community,
- How identifying the MM community bring positive change to your organization, and
- What training MM specialists need to effectively do their job.

We would also like your opinions on what topics we should feature at CIPMM 2018.

Derek and Blair bring their enthusiasm and a unique delivery style that makes demographics come alive. You won't want to miss this opportunity!

Session

15

Room 210

PSAB and the New Policy Dealing with NLCA**Dolores Coelho**, *Senior Program Officer, Aboriginal Economic and Business Opportunities, Indigenous and Northern Affairs Canada*

The Procurement Strategy for Aboriginal Business (PSAB) was established to help Aboriginal businesses do more contracting with the Government of Canada and to promote Aboriginal business development through the federal government procurement process. This initiative consists of the following elements: greater emphasis on Aboriginal economic development when planning procurements; mandatory set-asides and voluntary set-asides; provision for subcontracting with Aboriginal businesses when the primary requirement is outside of international trade agreements (NAFTA, WTO-AGP and CETA); and, requirements for each department and agency with an annual contracting budget in excess of \$1.0 million to develop multi-year performance objectives for contracting with Aboriginal businesses.

2:00 pm – 4:30 pm

*Learning Lounges***SPEED MENTORING**

How to Register: To ensure your spot, make sure to stop by the "Speed Mentoring" area at the registration desk during breakfast on June 6th and select the time and the person you wish to meet with. Registration will be open until 11:30 am. In order to maximize the number of delegates who speak with a Mentor, we ask that you sign up for only 1 session. You may put your name on a waiting list and return to registration after 11:30 am to see if there are additional spots available.



2:30 pm – 3:30 pm
KEYNOTE SPEAKER

Session
16
Room 118

The Future of the Workplace



Eric Termuende, *Co-Founder & Director of The DRYVER Group*

CONNECT

The World Economic Forum says we are now entering the fourth Industrial Revolution, one where we no longer are taking steps, but leaps forward. Considering exponential integration of technology and accessibility of information being greater now than ever before, what stories are we telling to attract the right candidates to the workforce? More so, how are we finding purpose in the work we do and happiness in the lives we live? In his presentation, Eric talks about the importance of community and belonging at work. The conversation about the future of work is bigger than Millennials and generations, and spans wider than technology and workplace aesthetic- it is about people and creating a life each of us can enjoy living through the work we do. Today there are up to five generations in the workplace. With increased technological integration combined with different levels of technological competency, how can we get the most out of our people? How can we increase collaboration and engagement in the workplace? In this presentation, Eric discusses communication and collaboration in the workplace. He talks about the shifting nature of work and the environment needed for an integrated workplace.

3:30 pm – 4:30 pm
CONCURRENT SESSION

Session
17
Room 106H

Advancing Provincial-Territorial Use of Public Services and Procurement Canada's (PSPC) Procurement Instruments



Sean Crossan, *Director, Federal, Provincial and International Relations, Office of Small and Medium Enterprises and Strategic Engagement, Public Services and Procurement Canada*

In February 2015, Public Services and Procurement Canada (PSPC) received Order-in-Council authority to share its procurement instruments and services with the Provinces, Territories (PTs) and their municipal/academic/school/hospital (MASH) sectors in order to leverage Canada's \$150 to \$180 B government procurement spend, to reduce administrative costs by streamlining procurement and to exchange procurement best practices. To-date nine (9) PTs have signed Master User Agreements with PSPC to start with 16 procurement instruments as the foundation for building upon a new way of doing procurement – FPT Collaborative Procurement. Please join us to learn how we are navigating these uncharted waters.

3:30 pm – 4:30 pm

CONCURRENT SESSIONS**Session****18****Room 106FG****Construction Contracts, Insurance and Bonding****John Blasko**, *Regional Service Line Leader, Contract Services, Defence Construction Canada*

During this session, Defence Construction Canada will discuss construction contract bond and insurance basics, and its approach to the use of bid bonds, performance bonds and labour and material payment bonds. In addition, this session will discuss commercial general liability and builder's risk/installation floater all risks insurance that are common forms of insurance used on Defence Construction Canada contracts in the delivery of defence projects. The session will also address some of the common challenges faced related to bonding and insuring of construction contracts.

Session**19****Room 210****Management of Heritage Material Assets in Federal Buildings:
Your Challenges and Opportunities****Roger Baird**, *Acting Manager, Parliamentary Services, Senior Collections Preservation, Advisor / Heritage Interiors, Canadian Conservation Institute, Canadian Heritage*

This presentation will be of interest to all delegates in this 150th year of Confederation and in particular to Materiel Management specialists and Property Managers that work in Heritage buildings.

The Government of Canada is on the cusp of a 10-year project to renew and rehabilitate the Centre Block of Parliament to make it relevant for the next century of service. This will involve an unprecedented level of intervention on a building replete with decorative features and elements, from carved sculpture, stained glass, and metalwork of the finest craftsmanship. But how do you protect that material when the entire building becomes a construction site, and what special measures are required when some of that heritage material will be removed and subject to disposal?

In an interactive session, Preservation Advisors from the Canadian Conservation Institute within the Department of Canadian Heritage will provide an overview of the project planning, some experiential insight from other recent rehabilitations within the Parliamentary Precinct (Sir John A McDonald Building; Wellington Building) and highlight recent work to enunciate a Heritage Asset Management Policy for Federal Departments. The development of a standardized Retention and Disposal Protocol is seen as an important tool for Materiel Management professionals, to ensure that heritage assets are well preserved, are retained for the correct reasons, and decisions to transfer heritage assets to other users or for repurposing or for disposal are transparently documented and recorded.

3:30 pm – 4:30 pm

CONCURRENT SESSION

Session
20
Room 110

RFPs Quality Assurance: Select the Appropriate Supplier and Increase the Transparency of Procurement Processes!



Guyline Carrière, *Director, Contracting Services (SGC), Global Affairs Canada*

Michelle MacDonald, *Contracting Policy Team Leader, Global Affairs Canada*

Global Affairs Canada’s Contracting Services Division, in support to development assistance projects, manages international RFPs and signs multi-million-dollar contracts with suppliers from around the world. The Division has implemented an innovative quality assurance process that optimizes transparency while mitigating and cautiously managing the fiduciary risks associated with complex procurement.

For this session, we will be going through the proposal review framework based on the risks developed by Global Affairs Canada and asking you to meet the transparency challenge. Can you uncover ambiguities? Pick up discrepancies? Clarify the evaluation criteria? The challenge is on!

4:30 pm – 6:30 pm

Networking Reception In The Trade Show

Exhibit Hall

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- Change Management
- Governance & Risk





Wednesday, June 7, 2017

NATIONAL WORKSHOP PROGRAM

7:00 am – 3:00 pm
Registration

Atrium

7:45 am – 8:45 am
PORTFOLIO BREAKFASTS

Atrium

PORTFOLIO BREAKFASTS

Session 21

Want to have Breakfast with some folks that will understand the challenges you face handling the procurement and materiel management requirements for your department or agency? Well the **Portfolio Working Group Breakfasts**, Day 2 from 7:45 to 8:45 am on

June 7, 2017 might be the answer. We are providing you with the opportunity to network with people who share some of the same unique issues as you do over a cup of coffee! We will serve Breakfast at 6 different areas, spread around the Ottawa Conference and Event Centre during the National Workshop. Each breakfast area will have the same menu but we are hoping that departments and agencies with similar mandates will get together and explore their common needs and possible solutions.

21.1 - Defence, Security & Public Safety (Room 118)

Jack Curran, Director, Contracting and Investment Management, Public Safety Canada

21.2 - Small Agencies & Crown Corporations (Room 209)

Julie Lalonde, Formerly Manager, Procurement & Assets, Privy Council Office

21.3 - Science and Research Based Organizations (Room 106FG)

Blair Hurd, Assets Manager, Materiel and Assets Management Division, Health Canada

21.4 - Social, Economic & Cultural Organizations (Room 106H)

Allan Cutler, Founder, Allan Cutler Consulting

21.5 - Common Service Agencies (Room 110)

Caroline Landry, Regional Director, National Capital Region, Public Services and Procurement Canada

21.6 - Transportation & Infrastructure (Room 210)

Steve Johnston, Managing Director, RFP Solutions Inc.



8:45 am – 9:00 am

Welcome Remarks

Carolyn Montague, CIPMM Workshop Co-Chair

Melody Jeaurond, CIPMM Workshop Co-Chair

9:00 am – 10:00 am

PANEL DISCUSSION

Session

22

Room 118

Panel on Procurement Modernization Across the Federal Government



Moderator:

Vincent Robitaille, CIPMM President & Treasury Board of Canada Secretariat

Speakers:

Arianne Reza, Assistant Deputy Minister, Procurement

Normand Masse, Special Advisor, Procurement Modernization Integration Team, Public Services and Procurement Canada, Treasury Board of Canada Secretariat

Alain Duplantie, Senior Assistant Deputy Minister and Financial Officer, Corporate Services, Shared Services Canada

Gail Bradshaw, Executive Director, Procurement Policy and ASAS Communities Management Office, Acquired Services & Assets Sector, Office of the Comptroller General, Treasury Board of Canada Secretariat

The panel will provide an update on the procurement modernization activities across the government and specifically look at the work occurring at TBS, PSPC and SSC.

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10:00 am – 11:30 am

MASTER CLASS (Pre-registration is Required)

MASTER CLASS

Session
23
Room 110

Collaboration with Foreign Governments on Diplomatic Mail



Marc P. Richard, *Director Distribution and Diplomatic Mail Services, Global Affairs Canada*

How much materiel does GAC ship in support its missions abroad? How are security items shipped abroad to meet operational requirements? How does this relate to procurement? Learn how supply chain strategies are significant to sustain Canada's missions network abroad going forward. You will also learn the importance of building and leveraging partnerships with others to help deliver Canada's programs at our missions abroad. The objective of the presentation is to demonstrate the critical facets related to logistics and distribution in support of the GoC's programs on an international platform.

10:00 am – 10:30 am

Refreshment Break and Trade Show

Exhibit Hall

10:00 am – 10:30 am

MINI SESSION

Learning Lounges

Mini Session

G

**CONNECT
LOUNGE**

Connecting Technology and People in the New World of Work



Craig Milner, *Senior Solutions Executive, Federal Government, Ricoh Canada*

Evolving technologies, global reach, and multi-generational workforces have combined to create the most complex work environment in history, and the way we view information is changing rapidly. In today's New World of Work, change is impacting governments and organizations of all sizes and industries with a greater focus on flexible work environments and collaborative work styles.

The presentation will provide an analysis of the trends impacting the workplace, examples of disruptive office technologies, what attracts younger generations to employers, and the benefits/challenges for governments and organizations in adopting the New World of Work.

Thank you to our Connect Lounge Partner:

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MINI SESSIONS

Mini Session

H

**GROW
LOUNGE**



Supplier Relationships and Performance Management

Matthew Sreter, *Executive Director, Strategic Policy Development and Integration Directorate, Public Services and Procurement Canada, Acquisition Program*

Ricardo Seoane, *Manager, Policy Development and Integration Directorate, Public Services and Procurement Canada, Acquisition Program*

Public Services and Procurement Canada, in partnership with other government departments, has launched an initiative to develop a new Government-wide supplier relationships and performance management regime that:

- Is used by all federal departments and agencies;
- Ensures that suppliers are evaluated on their performance;
- Ensures that supplier past performance information (PPI) is used to inform future contract awards;
- Ensures optimal value to Canadians; and which
- Serves as a model of procurement excellence.

Mini Session

I

**LEARN
LOUNGE**



Secure Storage Solutions: Cabinets - Lockers - Weapons

Norm Genereaux, *Director, Canada-Wide for RCMP, DND and Federal Government, Dasco Storage Solutions*

Description of Session:

- A True Canadian Company Since 1963
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- RCMP approved secured server and WiLAN
- DND approved products
- NMSO's
- Secure Storage Solutions
- Weapon Storage
- Constable Lockers
- Gear lockers
- Cabinets for Laptops, Servers, Communications, Filing

10:30 am – 11:30 am

CONCURRENT SESSIONS**MAJOR PROJECT CASE STUDIES**

Session

24

Room 106FG

Parliamentary Precinct Project**Jean-Daniel Bourret**, *Director, Centre Block Procurement Directorate, Public Services and Procurement Canada***Nick Metaxas**, *Supply Team Leader, Centre Block Procurement Directorate, Public Services and Procurement Canada***Edward El-Zarka**, *Supply Team Leader, Centre Block Procurement Directorate, Public Services and Procurement Canada*

A decade of work is expected to rehabilitate the Centre Block, Canada's seat of democracy. In such a long period, many factors could affect the scope of the project, including changes in building code and security standards, new technologies, elections, democratic reforms, economic crisis or growth. So how to plan given that uncertainty in the contracts while ensuring the government objectives of fairness, transparency and best value are met? The Centre Block Procurement team will share their experience and various measures incorporated in the long-term contracts for the largest and most complex heritage project in Canadian history.

MAJOR PROJECT CASE STUDIES

Session

25

Room 209

Commodity Management - Advantages and Disadvantages - CBSA CCTV Project**Claude Miville Dechene**, *Manager, Business Practices and Strategic Procurement Department, Strategic Procurement and Material Management Division Organisation/Agency, Canada Border Services Agency***Cédric Pilon**, *Manager, Non-IT Contracting Operations, Canada Border Services Agency*

Is Commodity Management a good thing or a bad thing? Is it a good idea for the Procurement Function to invest time and energy into enabling commodity management within the Organization? Is it worth it? What are the pros and cons? In this presentation, two individuals with very different takes on the matter look into those questions and more, with a view to (hopefully!) come up with definitive answers, using one single, very challenging commodity as a means to illustrate the various angles. So, what do you think? May the best point of view win!

10:30 am – 11:30 am
CONCURRENT SESSIONS

MAJOR PROJECT CASE STUDIES

Session
26

Room 106H

Update on Shared Services Canada (SSC): Lessons Learned and New Developments



Jason Weatherbie, *Director, Procurement Transformation, Shared Services Canada*

Michelle Beaton, *Manager, Procurement Transformation, Shared Services Canada*

SSC will conduct an open dialogue with the audience around the lessons learned and success stories from the past fiscal year as well as new developments and planned activities for the upcoming year. Topics include a recap of the past fiscal year, delegation of authority, new procurement vehicles, updates on current initiatives in progress, enhancements to our existing procurement processes, plus a general discussion on the future of SSC.

Session

27

Room 210

Innovation in Materiel Management and Disposal



Kyle Harrington, *Procurement Officer, Corporate Materiel Management Centre, Agriculture and Agri-Food Canada*

Dale Ducharme, *IT & Operations Manager, GCSurplus, Public Services and Procurement Canada*

This concurrent session will provide participants with information on how to deal with surplus materials on both ends of the scale – from dealing with everything from large equipment to office materials. You will leave this session with many ideas of how to better manage your surplus materials.

11:30 am – 1:30 pm
AWARDS LUNCH

Room 118

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1:30 pm – 3:00 pm

MASTER CLASS (Pre-registration is required)

MASTER CLASS

**Session
28
Room 110**

Lessons in Procurement Planning



Christine Lamarche, *Director, Procurement and Contracting Directorate with the Royal Canadian Mounted Police*
Réal Benoit, *Manager, Public Services and Procurement Canada*

In conducting its activities, the Royal Canadian Mounted Police balances operational readiness with fair, open, transparent procurement practices. This presentation will speak to some of the unique challenges for RCMP procurement such as responding to emerging trends (i.e. fentanyl) and preparing for events (i.e. North American Leadership Summit) in a fast paced changing environment. Participants will also have a better understanding of RCMP's current procurement planning practices including the annual published RCMP National Procurement Plan and successes with multiple bulk buy processes.

1:30 pm – 2:30 pm

CONCURRENT SESSIONS

TRENDS SESSION

**Session
29
Room 209**

Social Procurement: Maximizing Your Community Impact from Existing Purchasing



David Lepage, *Co-founder & CEO of Buy Social Canada and co-founder of the Social Enterprise Institute*

Social purchasing is evolving as a strategic process for government and the private sector to leverage enhanced community social and economic value from existing purchasing and supply chain relationships. This workshop will: discuss the basic principles of social purchasing; how social purchasing is integrated into pricing, quality and environmental considerations; legal and trade agreement implications; the creation of purchasing criteria and weighting; best value vendor bid analysis; and evaluation measurement models. We will use actual purchasing examples and case studies in our presentation and discussions.

**Session
30
Room 106FG**

Panel on Strategies to Recruit and Retain Staff




Facilitator: Nick Lukach, *Manager-Procurement, Contracting and Assets Management, Natural Resources Canada*
Dominique Bélanger, *Director General, ACM Branch Corporate Services, Global Affairs Canada*
Heather MacDonald, *Director General, Procurement and Contracting, Royal Canadian Mounted Police*
Jean Claude Azar, *Director, Contracting Division, Canada Revenue Agency*


Come and listen to three senior thought leaders in our procurement and materiel management community talk about the challenges they face recruiting and retaining staff. Through a facilitated conversation each of the participants will share some of the strategies they have considered and then delegates will have an opportunity to offer their own suggestions for consideration.



1:30 pm – 2:30 pm

CONCURRENT SESSIONS

Session 31 Room 106H	Specialized Training in Supply Chain Management
	 Rick Cleveland , <i>Director of Education and Accreditation, Supply Chain Management Association</i>
<p>While education in procurement dates back to training manuals from CP and CN in the 1800s, formal education in the pillars of Supply Chain management remain relatively new and are popping up everywhere.</p> <ul style="list-style-type: none">• What is available and where?• How do I select the right course for myself or my staff?• Are skills really transferrable?	

TRENDS SESSION	Session 32 Room 210	Quantifying Value
	 Tim Lewis , <i>President, Riverbed</i>	
<p>The presentation will outline some of the current changes and innovations in technology, how that technology will be consumed in the future and the challenges and issues faced when attempting to define value for the purposes of competition. Consideration will be given with respect to these new paradigms and contracting with the federal government and how these changes and trends may effect suppliers relationship moving forward.</p>		

2:30 pm – 3:00 pm

Refreshment Break and Trade Show

Exhibit Hall

	<p>Secure Storage Solutions - Lockers - Cabinets - Weapons</p> <p><u>Contact:</u> Norm Geneaux Director, Canada-Wide for RCMP – DND – Federal Government 613-738-5064 ngeneaux@dascostorage.com</p>
	

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2:30 pm – 3:00 pm

Learning Lounges

MINI SESSIONS

Mini Session

J

**CONNECT
LOUNGE**



SSC PVR: Forward Thinking, Forward Moving

Daniel Clément, *Procurement Team Leader, Networks, End Users and Cyber Security (NEUCS), Procurement and Vendor Relations, Shared Services Canada*

Celina Tong, *A/Procurement Team Leader, Networks, End Users and Cyber Security (NEUCS), Procurement and Vendor Relations, Shared Services Canada*

When Shared Services Canada (SSC) was created in 2011, the Department was staffed with employees who were appropriated from their home departments, which resulted in a mixture of experiences, backgrounds, and processes. Over the years, the Procurement and Vendor Relations (PVR) Directorate at SSC has been dedicated to establishing a cohesive professional work force. Steps have been taken to address enduring challenges and to attract and retain procurement, policy, and administrative officers at all levels. PVR aims to be the destination of choice for today's procurement specialists who, among other things, want a sense of meaning from their work, increased engagement, opportunities to learn and progress, and enjoy a stimulating work environment with great colleagues.

Thank you to our Connect Lounge Partner:



Mini Session

K

**GROW
LOUNGE**



How to Obtain a Security Clearance with the Contract Security Program

Alexandre Parent, *Outreach Officer, Contract Security Program, Public Services and Procurement Canada*

This session will provide information on when, why and how the Government of Canada's Contract Security Program applies to industry. Furthermore, this presentation will outline the processes of obtaining an organization security screening, personnel security screening as well as subcontracting.



2:30 pm – 3:00 pm
MINI SESSION

Learning Lounges

Mini Session

L

LEARN
LOUNGE

Are you Sitting Yourself to Death?



Leon DesRoches, *BScKin; BScPT, Physiotherapist and the founder of Sparx Wellness Institute and, Sparx Innovation, CORCAN*

Understanding the physiological and biomechanical effects of prolonged sitting and what it is truly doing to our human bodies over time. We will touch on the common problems associated with prolong sitting such as back pain, tennis elbow and carpal tunnel. Furthermore, gaining a better understanding of why certain technologies are not being as affective in today's workplace; solutions or products that exist on the market that could have a greater impact in addressing the health issues associated with the "Sitting Disease".

3:00 pm – 4:00 pm
KEYNOTE SPEAKER

Session

33

Room 118

Trends with Benefits



Max Valiquette, *Innovation and Trends Expert*

LEARN

"Trends with Benefits" looks at shifting demographics, new cultural trends, shifts in business and industry, and developing, disruptive technologies. Right now, "Trends with Benefits" features four big trends:

- Millennials, who are incredibly important as a demographic because of their size and their impact on their boomer parents;
- Sharing culture through the use of collaborative and asset-light technologies;
- Real-life technologies like apps and 3D printing;
- and changes in the Internet, through the growth of micro-social networks and the Internet of Things.

4:00 pm – 4:30 pm

Room 118

Closing Remarks

Vincent Robitaille, *CIPMM President*

4:30 pm – 5:00

Room 118

CIPMM Annual General Meeting



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29TH ANNUAL CIPMM NATIONAL WORKSHOP



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