



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

# CIPMM REGIONAL WORKSHOP



## PROGRAM

NOVEMBER 27, 2019 – HALIFAX, NS

FOUR POINTS BY SHERATON

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THIS PROGRAM WAS PRODUCED THANKS TO  
THE GENEROUS SUPPORT OF

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[WWW.CIPMM-ICAGM.CA](http://WWW.CIPMM-ICAGM.CA)

# THANK YOU TO OUR PARTNERS & EXHIBITORS

THANK YOU TO OUR PREMIER PARTNER!



Innovation, Science and  
Economic Development Canada

Computers for Schools Program

**RICOH**

**DEFENCE CONSTRUCTION CANADA**

**OFFICE OF THE PROCUREMENT OMBUDSMAN**

**CORCAN**

**KUBOTA**



# MESSAGE FROM THE CIPMM PRESIDENT



Dear Procurement and Materiel Management communities,

On behalf of the Canadian Institute for Procurement and Materiel Management, I am pleased to welcome you to the CIPMM Regional Workshop in Halifax. It was just a few short years ago that we held our first CIPMM Regional Workshop in many years in this wonderful City. We are glad to be back and hope this Workshop will be one of many Professional Development opportunities you are able to attend this year. The Regional Workshop continues to demonstrate our commitment to invest and strengthen a community that has not been well served during years of financial restraint.

We have an outstanding program for the day, highlighting the diverse and fascinating subjects that are shaping our profession such as *Centralizing and Simplifying Federal Procurement*, *National Shipbuilding Strategy*, *Low Dollar Value Contracting*, *Dispute Resolution in Vendor Performance Management*, *Social Procurement*, *Vendor Performance Management* and more.

This is not a classroom... Our objective is to give you an opportunity to engage with colleagues and many of the leaders of our community.

We hope that this event will help improve your professional network, generate new insights and inspire you in your career.

Sincerely,

*Carolyn Montague*

CIPMM President

admin@cipmm-icagm.ca





# MESSAGE FROM THE REGIONAL WORKSHOP CHAIR



Welcome to the Canadian Institute for Procurement and Materiel Management Regional Workshop in Halifax.

I want to thank you for choosing to join us today as we learn about some of the new advancements in the procurement and materiel management world.

It has been a lot of fun putting together a program for your day that I hope will provide you with an opportunity to hear from some subject matter experts on a number of topics, network with your colleagues and learn some new skills.

It was quite a challenge to squeeze everything into just one day! Please join us at the end of the day for a Social event at the Niche Lounge so that we can keep the conversation going.

I hope you enjoy this Workshop as much as I enjoyed planning it!

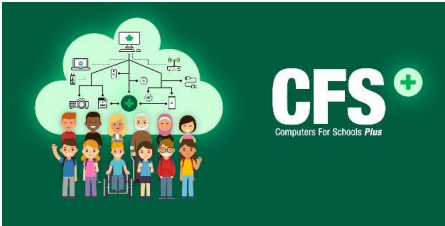
*Sean Crossan*

CIPMM Regional Workshop Chair  
admin@cipmm-icagm.ca





# MESSAGE FROM THE PREMIER PARTNER



Innovation, Science and Economic Development's (ISED) is pleased to be a premier partner at this year's Canadian Institute for Procurement and Materiel Management Regional Workshop in Halifax.

ISED delivers the **Computers for Schools Plus** (CFS+) program which helps extend the useful

life of electronic equipment and reduces the environmental impact of electronic waste, and offers practical work internships to young Canadians to help them develop advanced digital skills for the job market.

Originally, the program provided computers solely to schools. Over its 25 years of success, it expanded its mandate to deliver computers beyond schools to libraries, not-for-profit organizations, Indigenous communities and low-income families. The CFS+ program is now expanding its refurbished device offerings to include not only desktop computers but also laptops, tablets and smartphones.

Since 1993, the program has provided nearly 1.7 million computers, given more than 7,000 young Canadians market-relevant skills and experience in information and communications technology fields and has diverted over 800 tons of e-waste from landfills. The program also recently delivered 7,500 computers to Syrian Refugees and committed to deliver 50,000 computers to low-income families.

Partnerships are fundamental to the success of the CFS+ program. We recognize the key role that individuals, schools, communities, governments, not-for-profits organizations and private sector partners play in encouraging donations, refurbishing equipment and distributing hardware and accessories to the next generation seeking to learn and work in the new digital economy.

We are looking forward to building relationships with CIPMM regional community, sharing best practices, and learning how surplus and end-of-life electronic equipment are managed within your respective organizations.

*Joie Brocca*

Director

Canada Connected Branch

Innovation, Science and Economic Development Canada

# CFS+

Computers for Schools Plus



WEB: [www.Canada.ca/computers-for-schools-plus](http://www.Canada.ca/computers-for-schools-plus)

EMAIL: [ic.computersforschools-ordinateurspourlesecoles.ic@canada.ca](mailto:ic.computersforschools-ordinateurspourlesecoles.ic@canada.ca)

Computers for Schools Plus refurbishes donated digital devices and distributes them to schools, libraries, not-for-profit organizations, Indigenous communities and eligible low income Canadians across Canada. Additionally, eligible youth are given valuable work experience through internships targeted to develop and enhance advanced digital skills.

\*Figures from 2018-2019

\$5.4  
Million  
To CFS+



\$3.7  
Million  
To CFSI

## InternShip Program

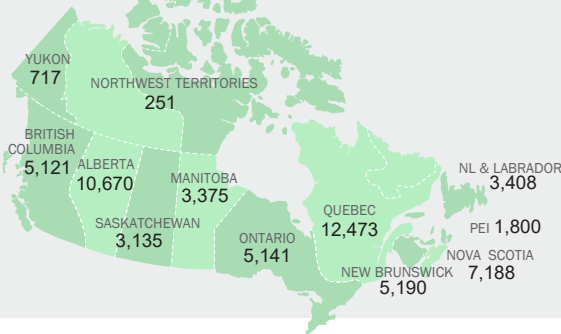
Visible Minority	92	33%
Female	43	16%
Official Language Minority	85	31%
Indigenous	32	12%
Person w/Disability	13	5%

**195,066** Total Intern Hours Worked

**276** Total Internships Completed

more than **7,000** Internships provided by the CFS+ Program since 1997.

## People and Organizations impacted or Benefiting from the program



## Our Network

**2**  
National

**13**  
Provincial / Territorial



**800** Tons



Of e-waste diverted from landfills

## People Impacted or Benefiting from the program

School



**45%**

Not-for-Profit



**47%**

Prov./Terr. Gov



**2%**

Library



**<1%**

Low-income Canadians



**<1%**

Municipal Gov



**<1%**

How many years has the program been serving Canadians?

**26 years**

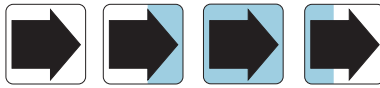


Digital devices delivered to date:

**1.7 million**

Refurbished computers delivered across the country





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

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The Willow Group



# SCHEDULE AT A GLANCE

*WEDNESDAY, NOVEMBER 27, 2019*

<p><b>7:00 am – 8:00 am</b> Admirals Foyer</p>	<p><b>Registration &amp; Breakfast</b></p>
<p><b>8:00 am – 8:05 am</b> Admirals Room South</p>	<p><b>Opening Remarks</b></p>
<p><b>8:05 am – 8:15 am</b> Admirals Room South</p>	<p><b>President's Address</b></p>
<p><b>8:15 am – 9:00 am</b> Admirals Room South</p>	<p><b>Plenary Session # 1</b> National Ship Building Strategy (NSS)</p>
<p><b>9:00 am – 10:00 am</b> Admirals Room South</p>	<p><b>Plenary Session # 2</b> Centralizing and Simplifying Federal Procurement – Reimagining Client Service Delivery</p>
<p><b>10:00 am – 10:30 am</b> Admirals Foyer</p>	<p><b>Networking Break &amp; Exhibits</b></p>
<p><b>10:30 am – 11:30 am</b> Admirals Room South</p>	<p><b>Concurrent Session # 3</b> How Purchasing from CORCAN Contributes to Governmental Priorities Including Social Reinvestment and Public Safety</p>
<p><b>10:30 am – 11:30 am</b> Admirals Room North</p>	<p><b>Concurrent Session # 4</b> A Regional Procurement Story: Improving And Greening The Canadian Coast Guard College With Indigenous Benefits</p>
<p><b>11:30 am – 12:30 pm</b> Admirals Room South</p>	<p><b>Plenary Session # 5</b> Procurement Ombudsman Digs Deeper on “Low Dollar Value (LDV) Contracting” and “Dispute Resolution in Vendor Performance Management”</p>





# SCHEDULE AT A GLANCE

*WEDNESDAY, NOVEMBER 27, 2019*

<b>12:30 pm – 1:30 pm</b> Admirals Room South	<b>Lunch &amp; Premier Partner Plenary Session # 6</b> Update of the Computers for Schools Program and the Way Forward with Renewed Funding in Place  Innovation, Science and Economic Development Canada Computers for Schools Program
<b>1:30 pm – 2:30 pm</b> Admirals Room South	<b>Concurrent Session # 7</b> Implementing Social Procurement: A Pilot for Women-Owned/Led Catering Businesses in Atlantic Canada
<b>1:30 pm – 2:30 pm</b> Admirals Room North	<b>Concurrent Session # 8</b> Managing Assets and Materiel in your Department or Agency
<b>2:30 pm – 3:00 pm</b> Admirals Foyer	<b>Networking Break &amp; Exhibits</b>
<b>3:00 pm – 4:00 pm</b> Admirals Room South	<b>Concurrent Session # 9</b> The Canadian Collaborative Procurement Initiative: Leveraging Collaborative Procurement Opportunities for Public Sector Organizations in Atlantic Canada
<b>3:00 pm – 4:00 pm</b> Admirals Room North	<b>Concurrent Session # 10</b> Overview of the Royal Canadian Navy (RCN) Supply Chain
<b>4:00 pm – 5:00 pm</b> Admirals Room South	<b>Plenary Session # 11</b> PSPC Vendor Performance Management - Policy and Piloting approach
<b>5:00 pm – 5:05 pm</b> Admirals Room South	<b>Closing Remarks</b>
<b>5:05 pm – 7:00 pm</b> Niche Lounge	<b>Social Event</b>

# Wednesday, November 27, 2019

**7:00 am – 8:00 am**  
Registration & Breakfast

*Admirals Foyer*

**8:00 am – 8:05 am**  
Opening Remarks  
**Sean Crossan**, Regional Workshop Chair

*Admirals Room South*

**8:05 am – 8:15 am**  
President's Address  
**Carolyn Montague**, CIPMM President

*Admirals Room South*

**8:15 am – 9:00 am**

## Plenary Session 1

ADMIRALS ROOM SOUTH



### ***National Ship Building Strategy (NSS)***

**Sylvain Cardinal**, Director General, Large Combat Ship Construction Sector, Public Services and Procurement Canada

This presentation has three main objectives:

- To provide an overview of the National Shipbuilding Strategy;
- To provide an update on progress to date on the combat portfolio of the NSS; and
- To share successes and lessons learned to date.

**9:00 am – 10:00 am**

## Plenary Session 2

ADMIRALS ROOM SOUTH



### ***Centralizing and Simplifying Federal Procurement – Reimagining Client Service Delivery***

**Jennifer Creighton**, Change Management Lead, Electronic Procurement Solution (EPS), Public Services and Procurement Canada

**Nicole Ross**, Supply Team Lead, Electronic Procurement Solution (EPS), Public Services and Procurement Canada

The objective of this presentation is to provide an overview of the Government of Canada's Electronic Procurement Solution (EPS). Through modernized, paperless procurement processes, the EPS will change the way Canadians do business. This project, led by Public Services and Procurement Canada (PSPC), is moving federal procurement online and changing the way government and suppliers interact to buy and sell goods and services. Learn more about how PSPC is ensuring procurement practices are more accessible and less administratively burdensome.



10:30 am – 11:30 am

## Concurrent Session 3

ADMIRALS ROOM SOUTH



### **How Purchasing from CORCAN Contributes to Governmental Priorities Including Social Reinvestment and Public Safety**

**Pierre Richard**, Account Representative, Correctional Service of Canada (CORCAN)  
**Janine Mazerolle**, A/Regional Manager Operations, Correctional Service of Canada (CORCAN)

CORCAN is a Special Operating Agency of the Correctional Service of Canada and is responsible for employment and employability of offenders incarcerated in federal institutions and under federal community supervision. This includes vocational training, on the job training, apprenticeships, transitional employment and support services for offenders with a goal to find and maintain employment in the community. This session will provide information for new and experienced procurement and material management community members about supporting a public safety program while capitalizing on the procurement mechanism when working with CORCAN. The connection between the mandate and priorities of both CSC and the Government of Canada through purchasing from this program will be explored, including the range of products and services available and the use of the Stores Transfer Order.

**EMPOWERING  
DIGITAL  
WORKPLACES**

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**Ricoh is a Tier #1 supplier to the GoC as an active participant on the following procurement tools:**

- The current NMSO for digital imaging: EZ107120003/009/VAN
- The new MPS NMSO/DISO for printers, MFP's and scanners: 2BP-9-10047402/F/002
- SLSA #EN578-100808/D
- PRO Services #E60ZT-180029/059/ZT





## ***A Regional Procurement Story; Improving And Greening The Canadian Coast Guard College With Indigenous Benefits***

**Alex Russell**, Supply Specialist, Acquisitions Branch, Atlantic Region, Public Services and Procurement Canada

This is the story of a procurement that had a Treasury Board submission, years of Indigenous engagement, an Indigenous Benefits requirement, greening government technology and was tendered during the Donald Trump twitter 'trade war' triggering havoc on suppliers trying to bid on this project. Join us for the story and lessons learned from this one of a kind procurement.

The Canadian Coast Guard College is a 120-acre facility in Sydney, NS that serves as the exclusive officer training facility for Canadian Coast Guard cadets from across Canada. The four-year program trains approximately 175 officers annually in marine engineering and marine navigation. The college consists of a variety of interlinked residential, training, administration and fitness facilities. Unfortunately, this 1981 wooden timber construct required a complete overhaul of the mechanical and sprinkler system throughout the campus.

In spring 2015, we began working on this project with the multimillion-dollar design contract. In the last few years, we have worked hand in hand with Project Management on the various elements of this massive project that would replace 96,000 feet of piping, introduce air conditioning to the campus, and use geothermal technology to reduce the carbon footprint of this facility. In the summer of 2018, we tendered a Two Envelope Invitation to Tender for this project. The technical evaluation of this tender was 100% based on Indigenous Benefits. We created the Indigenous Benefits requirement after years of consultation with local Indigenous not-for-profits to create a requirement for bidders that would meet the needs of the local Indigenous people but also be attainable within the community's capacity. In Jan 2019, we awarded the \$56M construction contract. The environmentally friendly technology, the Indigenous engagement, and the Treasury Board approval process are all elements of this presentation.

### **NOTES**

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## ***Procurement Ombudsman Digs Deeper on “Low Dollar Value (LDV) Contracting” and “Dispute Resolution in Vendor Performance Management”***

Alexander Jeglic, Procurement Ombudsman, Office of the Procurement Ombudsman

The Office of the Procurement Ombudsman (OPO) is dedicated to advancing pertinent research on topics that matter to procurement practitioners. As such, OPO launched its “Knowledge Deepening and Sharing” initiative and has completed reports on two important topics. The first report looks at what factors procurement practitioners should consider when deciding whether or not to sole-source low dollar value (LDV) contracts, from a risk/reward basis. The second report examines the issue of dispute resolution in the context of vendor performance management, and the types of appeal mechanisms that are available to dissatisfied vendors.

This session will introduce OPO’s work in these areas and promote active dialogue through real life examples:

- On LDV contracting, the Ombudsman will explore key risks driving the selection of a procurement method, as well as the cost of competitive solicitations to both government and suppliers. This session will highlight strategic considerations and provide practical guidance that public procurement practitioners can apply to their decision making in LDV contracting.
- On Dispute Resolution in Vendor Performance Management, the Ombudsman will explore the current landscape across different levels of government in Canada, as well as the rationale for having a dispute resolution (i.e. appeal) mechanism in place. This session will highlight differences between one and two-level appeal processes, and the degree of deference to be accorded to the initial appeal authority.

### **NOTES**

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## Lunch & Premier Partner Plenary Session 6

ADMIRALS ROOM SOUTH



### ***Update on the Computers for Schools Program and the Way Forward with Renewed Funding in Place***

**Josie Brocca**, Director, Innovation, Science and Economic Development - Computers for Schools Program

Budget 2018 announced that the Computers for School (CFS) program is receiving continued funding. Since its inception in 1993, the program has made over 1.6 million computers accessible to schools, libraries, not-for-profit organizations and eligible low-income Canadians. It has also provided 6,700 young Canadians with market-relevant skills and experience in information and communications technology fields. Federal department donations underpin the success of the CFS program. Unfortunately, donations across the federal family have gone down yet the need for devices has become increasingly more important to enable youth and vulnerable Canadians to participate in the digital economy.

This presentation will provide information about the CFS program and the Treasury Board (TB) Directive on Disposal of Surplus Material that provides renewed support for CFS' first right of refusal to government devices. The CFS program provides government departments a secure method of offloading their surplus equipment while providing vulnerable Canadians with the means to have access to technology. In addition, the program ensures e-waste stewardship by disposing and handling e-waste above provincial standards and in the most environmentally and economically sound manner available, using reputable recyclers.

The presentation will address the following points:

- Renewed and permanent funding;
- ISED taking on the risk of hard drives;
- Renewal or the Treasury Board policies and guidelines on Right of First Refusal;
- Accepting all IT equipment;
- Accepting mobile technology (cell phones).



**Innovation, Science and  
Economic Development Canada**

**Computers for Schools Program**



1:30 pm – 2:30 pm

## Concurrent Session 7

ADMIRALS ROOM SOUTH



### ***Implementing Social Procurement: A Pilot for Women-Owned/Led Catering Businesses in Atlantic Canada***

**Glenn Chamberlain**, Director, Atlantic Region, Office of Small and Medium Enterprises, Public Services and Procurement Canada

Given the federal priority placed on increasing the participation of women-owned small and medium-sized enterprises (SMEs) in federal procurement in Budget 2018, the Atlantic Region’s Office of Small and Medium Enterprises (OSME) launched a catering pilot for women-owned or led businesses in October 2018. Now one year after implementation, this session will outline the methodology used to develop this social procurement pilot, review the challenges experienced and offer lessons learned.

1:30 pm – 2:30 pm

## Concurrent Session 8

ADMIRALS ROOM NORTH



### ***Managing Assets and Materiel in your Department or Agency***

**Blair Hurd**, Vice President, CIPMM

We will talk about managing assets and materiel in your department or agency. Participants will have an opportunity to hear the presentation on managing assets and materiel in their departments and then participate in a discussion on best practices that can be considered.

2:30 pm – 3:00 pm

*Admirals Foyer*

Networking Break & Exhibits

## NOTES

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**Concurrent Session 9**

ADMIRALS ROOM SOUTH

***The Canadian Collaborative Procurement Initiative: Leveraging Collaborative Procurement Opportunities for Public Sector Organizations in Atlantic Canada***

**Sean Crossan**, Director, Federal-Provincial-Territorial & International Relations, Office of Small and Medium Enterprises, Public Services and Procurement Canada

**Genevieve Sharkey**, Director of Procurement, Government of Nova Scotia

The Canadian Collaborative Procurement Initiative (CCPI) is an approach the Government of Canada has adopted to make some of its procurement instruments available for use by provinces, territories and members of the broader public sector. All four Maritime Provinces are now participating in the CCPI; public sector organizations in each of these provinces are also eligible to participate in this initiative. Over the last year, CCPI participants in Atlantic Canada have purchased approximately \$2.7 million in goods through the CCPI. Participation in the CCPI therefore carries a number of benefits including:

- Creating economies of scale that results in more competitive pricing, terms and conditions;
- Using federal procurement instruments, rather than having to develop instruments in-house; and
- Streamlining the procurement approach for selected commodities.

The Province of Nova Scotia has been an enthusiastic supporter of the CCPI, and the public sector in the province has benefitted from participating in the initiative. This presentation will be co-presented with the Province of Nova Scotia's Director of Procurement who will highlight how the CCPI has been functioning in Atlantic Canada.

**Concurrent Session 10**

ADMIRALS ROOM NORTH

***Overview of the Royal Canadian Navy (RCN) Supply Chain***

**Fraser Sullivan**, Manager, Fleet Maintenance Facility Cape Scott, Department of National Defence

The presentation will provide an overview of RCN Procurement, Materiel Management and logistics roles and responsibilities. Featuring a review of the people, the infrastructure, the tools and resources utilized on both the East and West coast of Canada to deliver on the RCN Supply Chain mandate. Presentation will describe the Who, the What and the Why of the work performed and explore some details about what the material and assets are that the RCN Supply Chain teams work with everyday. The presentation will also offer a snap shot of the current Department of National Defence and RCN Materiel Management and Procurement initiatives underway including the Digitization of the RCN Supply Chain. The current trends, challenges and opportunities will be reviewed with a glimpse at the future of the CAF and RCN Supply Chain.





4:00 pm – 5:00 pm

## Plenary Session 11

ADMIRALS ROOM SOUTH



### **PSPC Vendor Performance Management - Policy and Piloting approach**

**Caroline Landry**, Senior Director, Strategic Policy Sector, Acquisitions Branch, Public Services and Procurement Canada

**Adrian Larose**, Senior Policy Advisor, Strategic Policy Sector, Acquisitions Branch, Public Services and Procurement Canada

Learn about an innovative approach to managing vendor performance that is being developed by Public Services and Procurement Canada (PSPC). This new policy will provide the Government of Canada with the means to centrally manage and improve the performance of its vendors. Presenters will discuss the basics on how to evaluate the performance of vendors who sell goods and services to the Government of Canada. You will learn about the planned steps, including upcoming pilots, which will lead to a government-wide “no surprises” approach to better manage performance.

5:00 pm – 5:05 pm

*Admirals Room South*

Closing Remarks

**Sean Crossan**, Regional Workshop Chair

5:05 pm – 7:00 pm

*Niche Lounge*

Social Event

# Save the Date

Agile & Innovative Procurement Symposium

We hope to see you there!

Customer

Agile

Development



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

Time to market

Review

Change

#### Questions?

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## DECEMBER 5, 2019

Ottawa ON - Ottawa Conference and Event Center



CIPMM REGIONAL WORKSHOP

15

# Save the Date

2020 CIPMM Regional Workshop in Vancouver!

We hope to see you there!



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

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## APRIL 8, 2020

### Pan Pacific Hotel Vancouver

# SAVE THE DATE

## 31<sup>ST</sup> ANNUAL CIPMM NATIONAL WORKSHOP



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

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## JUNE 2-4, 2020

### Ottawa, ON









