



Keynote Speaker: National Shipbuilding Strategy

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

This presentation has three main objectives: (i) to provide an overview of the National Shipbuilding Strategy; (ii) to provide an update on progress to date on the combat portfolio of the NSS; and (iii) to share successes and lessons learned to date.

Plenary Session #1: 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 by attending our presentation at the CIPMM Regional Workshop in Halifax in November 2019.

Concurrent Session #2: 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 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.

Concurrent Session #3: 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 quote this project. Join me 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, I began working on this project with the multimillion-dollar design contract. In the last few years, I 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, I tendered a 2 Envelope Invitation to Tender for this project. The technical evaluation of this tender was 100% based on Indigenous Benefits. I created the Indigenous Benefits requirement after years of consultation with local Indigenous not-for-profit 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, I awarded the \$56M construction contract. The environmentally friendly technology, the Indigenous engagement, and the Treasury Board approval process are all elements of this presentation.

Keynote Speaker: 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.

Concurrent Session #4: 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.

Concurrent Session #5: Fleet Materiel Management

Blair Hurd, Asset Manager, Canadian Border Services Agency.

We will talk about Managing Assets and Materials in your Department or Agency. Participants will have an opportunity to hear the presentation on managing assets and material in their department and then participating in a discussion on best practices that can be considered.

Concurrent Session #6: 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 therefore 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 #7: Overview of the Royal Canadian Navy (RCN) Supply Chain

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

Overview of RCN Procurement, Material 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. This presentation will also offer a snap shot of the current Department of National Defence and RCN Material 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.

Plenary Session #8: 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.