



SPEAKERS' BIOS AND SESSIONS' DESCRIPTIONS

VIDEO MESSAGE:

Carolyn Montague, Partner, Performance Management Network Inc and President, Canadian Institute for Procurement and Materiel Management (Volunteer)

Carolyn is the President of CIPMM as well as a Partner at Performance Management Network Inc, a management consulting firm located in Ottawa. Carolyn started in procurement in 1982 as an Intern Officer at what was called Supply and Services way back then. It is now PSPC. Over her 39 years in procurement, she has procured almost every type of service as well as software, hardware and many types of goods. She has delivered at one point or another all of the courses required for the Procurement and Materiel Management certification program on behalf of CSPS as well as developing and delivering over 35 different courses for various federal departments and agencies.

VIDEO MESSAGE:

Samantha Tattersall, Assistant Comptroller General, Acquired Services & Assets Sector, Treasury Board of Canada Secretariat

Samantha Tattersall was appointed to the position of Assistant Comptroller General of the Acquired Services and Assets Sector within the Office of the Comptroller General at Treasury Board Secretariat (TBS) in January 2021. In this role, she provides government wide leadership on administrative policy and community development in procurement, real property, materiel, and project management.

Samantha has held various positions in TBS including Assistant Secretary of the Priorities and Planning Sector as well as an Executive Director of the Resources Division within the Program Sector of the Treasury Board Secretariat.

Samantha has spent a good portion of her career working on infrastructure files having held the position of Senior Director with the Global Infrastructure Hub, a G20 initiative based in Sydney, Australia in 2016-17 as well as holding various positions at Infrastructure Canada over a 10-year period, the last one being Director General, Policy and Planning.

Samantha started her career with the Government of Canada in 1997 joining (then) Human Resources and Skills Development Canada. Originally from Toronto Ontario, Samantha holds a Bachelor of Arts Degree in Political Science and Sociology from the University of Toronto, and a master's degree in Public Administration from Carleton University.

KEYNOTE # 1 FROM PREMIER PARTNER

COMPUTERS FOR SCHOOLS PLUS - APPROACHING 30 YEARS

Computers for School Plus (CFS+) program helps extend the useful life of electronic equipment and provides it to those in need, reduce the environmental impact of electronic waste and offered practical work internships to young Canadians to help them develop advanced digital skills for the job market. Since its inception in 1993, the program has made 1.8 million computers accessible to schools, libraries, not-for-profit organizations and eligible low-income Canadians. It has also provided 8,000 young Canadians with market-relevant skills and experience in information and communications technology fields.

Jane Rooney, Director, Cyber Certification, Tech & Talent, Connected Canada Branch, Innovation, Science and Economic Development Canada

Jane Rooney joined ISED's Connected Canada Branch in December 2020 as Director, Cyber Certification, Technology and Talent. She oversees four digital inclusion programs aimed at providing Canadians the necessary access, tools and skills to participate in the digital economy, as well as the CyberSecure Canada program that supports small and medium sized organizations better understand cyber security and improve their cyber posture.

Prior to this role, Jane was appointed as the Financial Literacy Leader at the Financial Consumer Agency of Canada (FCAC) with a mandate to strengthen the financial literacy of Canadians. While in this role, in collaboration with organizations in the private and non-profit sectors, as well as different levels of government, Jane and her team successfully implemented over 200 initiatives, including the development and delivery of educational programs, interactive tools and embedding financial literacy into school curricula across Canada, to help Canadians make more informed financial decisions.

Mary-Em Waddington, Executive Director, BC Technology for Learning Society

Mary-Em has twenty-five years' experience working in the not for profit sector, and is the Executive Director of BC Technology for Learning Society. She has held additional leadership positions on various boards including the Surrey Hospice Society, the Recycling Council of BC, and Canadian Parents for French, Surrey Chapter. Mary-Em is a skilled communicator and avid relationship builder. She earned her Bachelor of Arts from Simon Fraser University in 1998 and has pursued other skills training through BCIT and UBC Sauder School of Business.

PANEL DISCUSSION # 2

INDIGENOUS PROCUREMENT PANEL

This panel will explore various initiatives currently being developed and implemented at the different levels of government related to increasing procurement with Indigenous suppliers.

Moderator: Cindy Croston, Regional Director, Procurement, Pacific Region, Public Services and Procurement Canada

Cindy was born in Ville St- Laurent, Quebec, where she lived until graduating from Concordia University, with a Bachelor of Commerce in 1998. Heading the call of the west coast mountains, she relocated to Vancouver, BC and began her career with the public service with Canadian Heritage, as an Intern with the Official Languages Program.

Cindy has also worked as a Program Officer with Transport Canada in the Airport and Port Divestiture Program. In 2008, she joined Canadian Heritage working on the 2010 Olympic and Paralympic Winter Games Federal Secretariat. In that role she was responsible for the coordination of Federal Services for the 2010 Olympic and Paralympic Winter Games, in particular for meeting the accommodation needs of the various participating departments.

Cindy joined Public Services and Procurement Canada in 2010 as an Accommodation Manager where she provided services to a variety of client departments. In 2018, Cindy assumed the role of Client Service Director, responsible for the Security Portfolio of clients. After a period of acting, Cindy was appointed to the position of Regional Director, Procurement Branch in August 2022.

Mrs. Croston was also a Reserve Officer with the Canadian Forces for 24 years, retiring with the rank of Major. She is married to Rob, and they have one daughter, Emma who is 11.

Panelists:

Danielle Aubin, Senior Director, Transformative Indigenous Procurement Strategy, Indigenous Services Canada; **Kai Robinson**, Director, Indigenous Procurement Initiative, Ministry of Citizens' Services; **Kim Buksa, Manager**, Supply Chain Management, Sustainable and Ethical Procurement, City of Vancouver, and BC Government.

Danielle Aubin has led the Transformative Indigenous Procurement Strategy Directorate at Indigenous Services Canada since 2021. For 9 years prior to that, she was responsible for the development, consultation, negotiation, and implementation of new procurement policies for the Government of Canada as the Director of Procurement and Materiel Policies at Treasury Board Secretariat in the Office of the Comptroller General. Danielle has worked in strategic policy positions at Veterans Affairs, Public Safety, and the Privy Council Office. She started her career at TBS in the program sector on Defence-related files. Danielle holds a Master of Arts in Public Administration and a Bachelor of Arts in Canadian Studies from Queen's University.

Kai Robinson is a Director in the Procurement Transformation Branch of the Province of B.C.'s Ministry of Citizens' Services. Since 2008, he has assisted ministries and broader public sector entities with procurements great and small for goods, services, and IM/IT.

Kai believes that what we buy, how we buy it, and who we buy it from all have the opportunity to contribute to reconciliation. He is currently working to enable those opportunities, reduce barriers, and increase Indigenous Peoples' participation in the Province's procurement opportunities as part of the Indigenous Procurement Initiative.

Kim Buksa joined the City of Vancouver as the Sustainable and Ethical Procurement (SEP) Manager within Supply Chain Management for the purpose of introducing and implementing Social Procurement while updating and advancing other sustainable efforts & practices. This evolution looks beyond what is being purchased to include who is purchased from and their operations. With endorsement from Council and Senior Leadership, this work is being operationalized and governed citywide with an ambitious target, which is now within reach, of 50% contracts be awarded to diverse suppliers. Prior to the City, Kim spent years developing and supporting the social economy in Metro Vancouver and beyond as the lead for Enterprising Non-Profits (ENP), a province wide, multi-funder program that enabled revenue development in community, Indigenous, social and non-profit organizations. Becoming a subject matter expert through this experience, Kim has interacted and collaborated with all levels of government and hundreds of organizations stewarding dozens of connections between corporations and communities to identify opportunities and amplify impacts for sustainable procurement and community benefit.

CONCURRENT SESSION # 3

MATERIEL MANAGEMENT LIFECYCLE PLANNING – SURPLUS AND END OF LIFE CONSIDERATIONS / GC SURPLUS

Materiel Management Lifecycle Planning – Surplus and End of Life Considerations / GC Surplus

Materiel management lifecycle planning is essential in helping organizations maximize their assets while aligning acquisition activities for future renewal. As public budgets flex and contract during this time of fiscal uncertainty, assets are often being used beyond their useful life as other priorities may reduce available funding to run our programs. The GCSurplus team will provide a high-level overview of Materiel Management Lifecycle Planning while sharing examples of asset lifecycle management and what can be done to maximize this as well as the residual value once taken out of service. GCSurplus are the Federal Government experts on moving surplus assets into the public domain through sale, transfer, and donation activities. This session will be interactive, and you are invited to bring your examples and questions.

Josée Doucet, Senior Director, GCSurplus, Public Services and Procurement Canada; **Chantal Akeson**, Manager, Business Management Division, GCSurplus, Public Services and Procurement Canada; **Julie Balantes**, Manager, GCSurplus Training, Public Services and Procurement Canada

Mrs. Josée Doucet, CD, MBA, Senior Director, GCSurplus (www.GCSurplus.ca)
Josée Doucet joined the public service in 2009 following a full and rewarding career in the Canadian Armed Forces. She worked within the Department of National Defence as a Senior Policy Analyst and advisor in the area of Materiel Management and as a Senior

Procurement Authority responsible for the management of a variety of contracts including Optimized Weapon System Management, Repair and Overhaul and Foreign Military Sales. Josée joined Public Services and Procurement Canada in 2014 as the manager responsible for the divestment of surplus controlled goods and specialized assets. Josée was appointed GCSurplus Senior Director in March 2020 and takes great pride in GCSurplus's increased leadership role in Materiel Management.

Julie Balantes is a manager with the GCSurplus program and is +30-year public servant who has worked as a regional manager with a number of federal departments. These positions have enabled her to apply material management principles in operational environments to maximize these resource lifecycles. Her experience has ranged from managing public interfaces to corporate services, including large relocation projects and managing the GCSurplus Langley warehouse. Julie has also worked as a facilitator with various programs including the Canada School of the Public Service as an associate faculty member for their Procurement and Materiel Management curriculum. In her spare time, she enjoys doing habitat preservation and diverting waste from landfill by upcycling found things into a new life. Her time with GCSurplus has given her many dreams of the amazing things that can repurposed into alternate uses, including how surplus office furniture could find new life in home building projects like upcycling the wood from boardroom tables into fine cabinetry or map drawers into modern storage.

Chantal Akeson is the Business Development Division Manager at GCSurplus. She has been with the public service for 20 years starting her early career with Service Canada. She has been a Manager with GCSurplus since 2018. Her responsibilities include the oversight of GCSurplus' GCDonate and GCTransfer programs along with overseeing the Finance, Human Resources and Communication portfolios. She is passionate about customer and client service and takes pride in the services provided to Canadians and departmental partners alike. Chantal has studied at both Athabasca University, Carleton University and believes in continuous learning. She is a mother of 6 ; 7 if you count her little dog Olive.

CONCURRENT SESSION # 4

BEING OPEN TO SUPPLIER DIVERSITY

This dynamic session will look at some real ways to make Government a fairer, more open and attractive client.

Tara Hartley, Regional Director, Pacific Region, Procurement Assistance Canada, Public Services and Procurement Canada; **Michal Szczesniak**, Procurement Ambassador, Procurement Assistance Canada, Public Services and Procurement Canada; **Sarah-Anne Hrycenko**, Procurement Advisor, Procurement Ambassador, Procurement Assistance Canada, Public Services and Procurement Canada

Moderator: Tara Hartley, Regional Director, PSPC

Tara Hartley is the Regional Director for Procurement Assistance Canada at Public Services and Procurement Canada in Pacific Region. She has over 30 years of experience in the federal public service.

She and her team help businesses understand how to do business with the Government of Canada. They also work with their procurement colleagues to promote fair, open access to procurement opportunities.

Tara is passionate about her work and has had the opportunity to work with the UK government and on projects with public procurement professionals from around the world. Tara holds a Master's degree in Public Administration, a Bachelor's degree in German, and is also a professional storyteller.

Michal Szczesniak, Procurement Ambassador, PSPC

With 15 years of PSPC Contracting Authority experience, Michal Szczesniak recently joined Procurement Assistance Canada to help bridge the industry - buyer - policy divide by empowering Canadian entrepreneurs with the knowledge they need to succeed in federal government procurement while also advocating for procurement reform based on a simple premise that it shouldn't be difficult to do business with the Government of Canada.

After working as an engineer in the tech sector, Michal switched career paths and joined PSPC Acquisitions Branch where he worked in the Civilian Aircraft, Parliamentary Precinct, NATO Flying Training in Canada, and Electronic, Simulators, and Defence Systems divisions. Michal later moved to the West Coast to join Victoria Commercial Acquisitions and subsequently the Pacific Region's Marine Acquisitions team, where he worked concurrently with the National Capital Region's Marine Navigation & Remediation Division on Oceans Protection Plan procurements and various national working groups and demonstrated the benefits of a pan-Canadian procurement workforce.

Sarah-Anne Hrycenko, Procurement Advisor, PSPC

Sarah Anne is a proud culturally Deaf member and American Sign Language user. On the side, she has run her own tile company, Oknec Tile and Stone. She is also a MBA candidate at Royal Roads University. Sarah Anne was also employed at Ministry of Children and Family Development, Provincial Deaf and Hard of Hearing Services and supported numerous of deaf and hard of hearing youth and their families navigating throughout the system for services and resources. She has an in-depth understanding and personally experienced various barriers as a Deaf citizen and is active in advocating for equity in various levels.

CONCURRENT SESSION # 5

NO HEROICS: LEAN /AGILE PROCUREMENT 70% FASTER

In this talk, Craig will share his experience of how to apply Lean thinking to transform competitive Request for Services (RFS) processes to consistently deliver a signed contract > \$ 100k in just three (3) weeks from first contact by the client, instead of 3-5 months. This process spans the following steps: first contact by client, development of RFS, posting, Q&A, interviews, evaluation, legal review, all the way through to final signature.

Specifically, he will share:

- How to achieve this increase in speed while reducing the need for heroics by improving the process.

- The keys to reducing Failure Demand
- The "one-and-done" meeting to eliminate back-and-forth,
- Flow Efficiency vs Resource Efficiency
- How to maximize buy-in from staff, clients and other stakeholders,
- How to sustain this level of performance and continuing innovation in a virtual environment, as well as
- A handful quick wins that participants can try out on their return to work.

Craig Szelestowski, Founder, Lean Agility Inc.

Craig is a Lean/Agile transformation specialist with more than two decades of experience implementing dramatic turnarounds. He founded Lean Agility Inc. in 2010 to apply Lean exclusively to knowledge work / government organizations. With his coaching, his clients have reduced delivery times by up to 95%, increased capacity by up to 400% and created outstanding levels of employee engagement.

In his public service career, as a Vice President, he led the Royal Canadian Mint's Lean transformation which helped move the organization through a challenging era of cutbacks and job losses into an extended period of financial and organizational health and stability. During his tenure, the Mint realized tens of millions of dollars of Lean improvements, dramatically reduced the time and effort to deliver its products and services, moving from a financial loss to a profit of over \$68 million. In terms of employee engagement, it improved from 100 grievances per year to 20 per year and was named by Maclean's magazine as one of "Canada's Top 100 Employers" from 2007 to 2010.

Craig has served multiple times as a part-time professor at the Telfer School of Business at the University of Ottawa. He is currently the Director of Lean content at the Telfer Centre for Executive Leadership and has taught Lean to Telfer's MBA students.

He is a contributor to Canadian Government Executive magazine and various other publications, contributing both articles and podcasts. He founded the annual Lean Government Summit in 2011.

CONCURRENT SESSION # 6

INNOVATIVE COLLABORATION WITH DEPARTMENTS AND AGENCIES

This session will review CORCAN collaboration methods with Departments/Agencies to meet construction and special project needs, while contributing to public safety, social reinvestment in addition to skills acquisition of people with barriers to finding employment. The presentation will discuss steps and advantages to using the CORCAN program instead of, and in conjunction with, typical procurement and contracting, to facilitate delivery while enhancing value for Canadians. Specific projects and initiatives will be discussed to highlight various stages and results realized through the collaboration between Departments/Agencies and CORCAN.

Kelly Hartle, Chief Executive Officer, CORCAN / directrice générale de CORCAN

Kelly began her career with the Correctional Service of Canada (CSC) in 1998, working in various frontline and managerial roles at four different federal institutions in Alberta.

Throughout her experience, Kelly has worked at several operational sites covering all security levels with both women and men offenders. In 2015, Kelly transferred to the CSC National Headquarters as the Director General, Women Offender Sector who was responsible for policy and programs related to women offenders under federal correctional jurisdiction across Canada. In 2017, Kelly commenced as Chief Executive Officer, CORCAN with the Correctional Service of Canada. The integration of both program and business aspects within CORCAN activities is important to ensure effectiveness and sustainability as CORCAN that is directly responsible for the Employment and Employability Program for all federal offenders. CORCAN delivers interventions and services at over 50 locations across the country resulting in both opportunities and challenges for effective asset management.

KEYNOTE # 7

NATIONAL SHIPBUILDING STRATEGY

Following several failed procurements for major vessels during the early 2000s, it was clear that Canada needed a new way to do business.

In response, the National Shipbuilding Procurement Strategy (since renamed as the National Shipbuilding Strategy) was announced in 2010 as a mechanism to guide future procurement decisions within the shipbuilding and ship repair, refit and maintenance domain for the Royal Canadian Navy and the Canadian Coast Guard.

This presentation will provide an overview of the National Shipbuilding Strategy and of its performance to date against its objectives.

Randy Roberts, Director General, Large Ship Construction Sector, Public Services and Procurement Canada

Mr. Roberts has over thirty-eight years of procurement and contracting experience in both the Public and Private Sectors, over half of which have been in the Marine field. He assumed his current position in 2017 wherein he is responsible for the management of the contracts for Large Non-Combat ships being built for the Canadian Coast Guard and Royal Canadian Navy under Canada's National Shipbuilding Strategy.

Mr. Roberts received a bachelor's degree in Science from Dalhousie University in 1980 and a master's degree in Business Administration from Saint Mary's University in 1983. Following graduation, he was employed by Saint John Shipbuilding Limited, the Prime Contractor for the Canadian Patrol Frigate project, from 1984 through 1992, where he held progressively more responsible positions in the logistics, project, and contract management fields. In 1992, he joined the Federal Department of Public Works and Government Services and was assigned to the Maritime Coastal Defence Vessel project where he was responsible for the administration of the logistics, combat systems engineering and mission payload portions of the contract. In 1999 he was assigned to the Canadian Aerospace Training Project office where he was responsible for the management of the Contracted Flying Training and Support contract through which all Canadian Armed Forces pilots are initially trained. In 2005, he returned to shipbuilding transferring to the Joint Support Ship project, as part of the team that was to procure the

new replenishment ships for the Navy. In 2006, he transferred to the Department of National Defence as the Senior Procurement Advisor to the Director General of Aerospace Equipment Program Management and served as the first Director of Aerospace Procurement until 2007. Upon completion of French language training in 2008, he transferred to the Directorate of Materiel Comptrollership as the Manager of the In-Year Capital Equipment Programme. In 2010, he returned to the position of Director of Aerospace Procurement. In 2012, he transferred to the Procurement Services division as the Director of Electronic Systems Procurement where he was responsible for the provision of procurement and finance support to Information Management/Information Technology, Space and Cyber projects.

Mr. Roberts is also a retired Naval Reserve Officer. He held a few logistics, training, executive and command positions, both full and part-time, during his 38 years of service.

CONCURRENT SESSION # 8

CASE STUDY ON DISPOSAL OF PPE

Join the GCSurplus team for an interactive, facilitated discussion on the impacts of the acquisitions, distribution, and disposal of personal protective equipment (PPE) as our current pandemic environment evolves into endemic planning. As organizations start reducing their Covid response requirements, it is likely planning is underway for the future disposal of surplus PPE. You are encouraged to bring your examples of these acquisitions, distribution and usage best practices, and upcoming disposal activities. Together we will reflect on our experiences and discuss ideas to support our material management community with practical ideas for divestment activities of PPE.

Josée Doucet, Senior Director, GCSurplus, Public Services and Procurement Canada; **Chantal Akeson**, Manager, Business Management Division, GCSurplus, Public Services and Procurement Canada; **Julie Balantes**, Manager, GCSurplus Training, Public Services and Procurement Canada

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managing the GCSurplus Langley warehouse. Julie has also worked as a facilitator with various programs including the Canada School of the Public Service as an associate faculty member for their Procurement and Materiel Management curriculum. In her spare time, she enjoys doing habitat preservation and diverting waste from landfill by upcycling found things into a new life. Her time with GCSurplus has given her many dreams of the amazing things that can repurposed into alternate uses, including how surplus office furniture could find new life in home building projects like upcycling the wood from boardroom tables into fine cabinetry or map drawers into modern storage.

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CONCURRENT SESSION # 9 **BRAINSTORMING BARRIER BUSTING**

Come and hear about some new things to think about and maybe one or two different things to try.

Moderator: Tara Hartley, Regional Director, Pacific Region, Procurement Assistance Canada, Public Services and Procurement Canada; **Panelists: Michal Szczesniak**, Procurement Ambassador, Procurement Assistance Canada, Public Services and Procurement Canada; **Tess Menges**, Manager, Procurement Assistance Canada, Public Services and Procurement Canada; **Minto Roy**, Founder and Managing Partner, Social Print Paper Ltd.; **Janice Abbott**, CEO of Atira Property Management Inc. and Atira Women's Resource Society

Moderator: Tara Hartley, Regional Director, PSPC

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Tess Menges, Manager, PSPC

Tess is a key contact for small and medium businesses that want to supply goods and services to the federal government. She has worked with the Image Product Management Group helping with the national commodity management for a number of imaging product lines including printers, scanners and photocopiers. Tess worked for the National Shipbuilding Strategy where she helped manage the Non-combat shipbuilding package here on the West Coast. As part of her role with OSME she helped manage the Build in Canada Innovation Program (BCIP) which helped Canadian companies of all sizes move their innovative goods and services from the laboratory to the marketplace. Tess was a Senior Business Officer at Western Economic Diversification during the launch of the Business Scale-up Productivity Program assessing business proposal for a no interest loan up to \$5 million. Through seminars, workshops and one on one meetings Tess helps companies understand the federal procurement system.

Minto Roy, Social Print Paper Ltd,

Minto Roy is a Founder and Managing Partner of Social Print Paper Ltd. in Vancouver, Canada. He is also the co-creator of the forest-free "Sugar Sheet" paper brand.

With the vision to create a world that never uses trees to make paper, Minto and his team work to advance the greater awareness and use of agricultural paper to support the paper and printing requirements of industry, gov't and academic institutions. In collaboration with clients and distribution partners, Social Print Paper has saved millions of trees and reduced the release of millions of kilograms of green house gas emissions.

Minto was recognized as "*One of Canada's Top Emerging Immigrant Entrepreneurs*" by the National Post and was also recognized by Canada's Clean50 as "*One of Canada's Top 50 Leaders in Sustainability*". *Minto has presented at numerous global and national conferences including; The Globe Series, Sustainable Brands and the Conference Board of Canada.*

Minto currently writes a leadership interview series column in Saving Earth Magazine and was a Co-owner of the Canadian Immigrant Magazine. Minto has also published many articles in national and regional publications and has created and hosted 4 popular radio shows in Vancouver related to Marketing, Business, H.R., & Sales,

Minto is a committed family man and participates and supports in local charities. He serves on the Board of Directors for the Canadian Manufacturers and Exporters and proudly supports the work of Junior Achievement Canada and The David Suzuki Foundation.

Janice Abbott, CEO of Atira Property Management Inc. and Atira Women's Resource Society

Janice Abbott has been the CEO of Atira Women's Resource Society since 1992. She has led the Society through its incredible growth from a single transition house located in South Surrey with a staff of seven to a large multi-service agency with two, for-profit subsidiaries, a development arm and more than 1400 staff.

She has headed up numerous innovative capital projects including Canada's first multi-unit recycled shipping container housing development, which was completed in August 2013. Throughout Atira's herstory, Janice has championed barrier-free and low-barrier access to programs and services for women, ensuring Atira's programs are accessible to all women affected by violence including women who have traditionally been marginalized by mainstream society. She developed and worked to honour in her daily practice and in her life Atira's anti-oppression framework.

CONCURRENT SESSION # 10

PROCUREMENT STRATEGY FOR INDIGENOUS BUSINESS (PSIB)

To support the increase of economic opportunities for Indigenous businesses, the Government of Canada commitment in 2021 that a mandatory minimum target of 5% of the total value of contracts are awarded to Indigenous businesses annually. This presentation will provide an overview of why Indigenous economic development matters and the tools in place to support this achievement of this minimum target, such as the Procurement Strategy for Indigenous Businesses. In addition, the presentation will outline how the Government of Canada is continuing meaningful engagement and consultation to inform the co-development of a longer-term Transformative Indigenous Procurement Strategy.

Danielle Aubin, Senior Director, Transformative Indigenous Procurement Strategy, Indigenous Services Canada

Danielle has led the Transformative Indigenous Procurement Strategy Directorate at Indigenous Services Canada since 2021. For 9 years prior to that, she was responsible for the development, consultation, negotiation and implementation of new procurement policies for the Government of Canada as the Director of Procurement and Materiel Policies at Treasury Board Secretariat in the Office of the Comptroller General. Danielle has worked in strategic policy positions at Veterans Affairs, Public Safety and the Privy Council Office. She started her career at TBS in the program sector on Defence-related

files. Danielle holds a Masters of Arts in Public Administration and a Bachelor of Arts in Canadian Studies from Queen's University.

CONCURRENT SESSION # 11

PRACTICAL APPROACHES TO IMPLEMENTING SOCIAL PROCUREMENT

Social procurement leverages added value from your existing purchasing! With the new Treasury Board Best Value Directive on the Management of Procurement shifts from merely lowest price to best value, your purchasing decisions become another tool to help achieve Ministry mandates and program objects. Social value can be incorporated within current budgets and within the trade agreement parameters. It integrates into all types of procurement processes, from below threshold and low-value purchases to competitive bids. In this session, learn about the practical approaches to implement social procurement into your current purchases. We'll discuss how to determine goals, RFX language, implementation tactics and tools, data collection examples, and options to measure and report on your outcomes.

David LePage, Managing Partner, Buy Social Canada

David LePage is the Founder and Managing Partner of Buy Social Canada, a social enterprise that advocates for and promotes leveraging existing procurement to create community value. Buy Social Canada provides training and consulting to governments, corporations and non-profits on social procurement policy, practice, and measurement, and offers a third-party Social Enterprise Certification Program.

David LePage is engaged with social enterprise in multiple roles and is a recognized international leader and speaker on social enterprise and social procurement. He has been instrumental in development of a supportive ecosystem for social enterprise in Canada as founder and Chair of the Social Enterprise Council of Canada, Principal at Accelerating Social Impact, CCC; a partner in the Social Enterprise Ecosystem Project; and a co-founder of Social Enterprise Institute. He designed and has been a Professor at the University of Fredericton MBA in the Social Enterprise Leadership Program since its inception in 2014.

David is the author of the book *Marketplace Revolution, from Concentrated Wealth to Community Capital*.

Raeesa Farooqi is the Manager of Education and Consulting at Buy Social Canada.

In this role, Raeesa supports the development of numerous social procurement projects including with municipalities such as the City of Winnipeg, Regional Municipality of Wood Buffalo, and City of Peterborough, as well as leads the facilitation of Social Procurement Professional Certificate program.

Raeesa is a community builder and brings to the Buy Social Canada team over seven years of experience and knowledge in facilitation, engagement, community economic development, entrepreneurship and business development. She has previously worked with organizations such as Momentum, Alberta Association of Immigrant Serving Agencies, and the Calgary Airport Authority.

SESSION # 12

360°CHAT WITH OPO

Join the Office of the Procurement Ombudsman for an Info-Sharing session where we will dive into a 360° conversation to discuss:

- Why Procurement Officers need to know about OPO;
- The common mistakes and good practices observed in OPO's "systemic" reviews of federal procurement; and
- What messages would Procurement Officers like OPO to convey to suppliers/Canadian businesses?

David Rabinovitch, Deputy Procurement Ombudsman, Office of the Procurement Ombudsman

David Rabinovitch has been a member of the Federal Public Service since 1998 and has over 24 years of private and public sector experience leading and managing teams. Prior to joining the public sector, he lived and worked in the Kansai region of Japan for 5 years, first teaching English as a second language, and then founding a small company that developed curriculum and provided training to Japanese business executives in preparation for overseas postings. Upon returning to Canada, Mr. Rabinovitch obtained Civil and Common Law degrees from McGill University in Montréal and was called to the Bar of Ontario in 1998.

Since joining the Federal Public Service, he has specialized in the areas of investment analysis, policy development, client service, financial management, strategic and business planning, and communications. Mr. Rabinovitch previously worked at the Office of the Procurement Ombudsman (OPO) as the Director of Communications and Corporate Management, prior to joining the Department of Fisheries and Oceans as Senior Director of National Portfolio Strategy. He rejoined OPO as Deputy Procurement Ombudsman in April 2017.