



SPEAKERS' BIOS AND SESSIONS' DESCRIPTIONS

JUNE 4, 2024

WELCOME REMARKS BY WORKSHOP CO-CHAIRS

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 40 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 CIPS as well as developing and delivering over 35 different courses for various federal departments and agencies.

Caroline Landry, Executive Director, Strategic Policy Sector, Procurement Branch, Public Services and Procurement Canada

Caroline Landry is a member of the CIPMM Board of Directors as well as the Chair of the CIPMM Mentorship Program. For her day job, Caroline is an Executive Director in the Strategic Policy Sector within the Procurement Branch at PSPC. She has over 24 years' experience in the Government of Canada, with the last 16 years in various leadership roles in Procurement. She is passionate about all things procurement and is a strong advocate for our Procurement and Material Management Community.

Mathieu Lemieux, A/Senior Acquisitions Advisor, Contracting and Procurement Unit, Public Safety Canada

Mathieu is currently a Senior Acquisitions Advisor with Public Safety's Contracting and Procurement Unit. A Public Servant since 2012, Mathieu has worked in many departments including the Department of National Defence, Statistics Canada, the Department of Justice Canada, Transport Canada, and the Treasury Board of Canada Secretariat. Mathieu gained his experience in procurement as a client in the development of requirements in support of departmental programs and initiatives. A graduate of CIPMM Mentorship Program, Mathieu joined the operational procurement community in

2022. In his current role, he procures medium to high complexity professional services, research from academic institutions, and contracting in support of public-facing events.

KEYNOTE # 1 BY PREMIER PARTNER

Josée Doucet, Senior Director, GCSurplus, Public Services and Procurement Canada

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.

CONCURRENT SESSION # 2 GCDONATE AND GCTRANSFER

Empower the spirit of generosity with GCDonate and optimize asset transfers with GCTransfer. Join us as we explore these online platforms developed to elevate the donation and transfer processes within GCSurplus. Uncover the array of features, advantages, and practical applications offered by GCDonate and GCTransfer, reshaping the landscape of surplus asset management. Learn how GCDonate positively impacts communities by facilitating donations to those in need, fostering goodwill and social responsibility. Meanwhile, discover how GCTransfer drives cost-savings through efficient asset transfers, optimizing resource utilization and contributing to fiscal responsibility within the Government of Canada.

Chantal Akeson, Manager, Business Management Division, GCSurplus, Public Services and Procurement Canada

Chantal Akeson is the Business Management Division manager at GCSurplus. She has more than 20 years' experience managing in the Government of Canada. As a member of Public Services and Procurement Canada's GCSurplus team, she is responsible for the development of divestment policies, donations, transfers, communications, finance and human resources.

A strong proponent of the second-hand economy, Chantal is a passionate public servant who strives to help government colleagues find divestment solutions while considering environmental goals. She sees divestment as an opportunity for organizations and businesses to divert surplus assets from landfills while providing overall best value to Canadians.

Julia Caughey, Senior Project Leader, GCSurplus, Public Services and Procurement Canada

Julia Caughey is a seasoned public servant with over 15 years of experience in corporate and operational services. For more than a decade, she has specialized in surplus asset management and divestment, actively contributing to impactful programs aligned with Canada's socio-economic and environmental goals.

Throughout her career, she has demonstrated a steadfast commitment to strategic planning, stakeholder engagement, and fostering positive work environments. Currently, she leads major projects and communications at GCSurplus under PSPC, focusing on cultivating authentic stakeholder relationships and driving sustainable efficiency enhancements, particularly in the dynamic realm of materiel management and divestiture.

CONCURRENT SESSION # 3

PRACTICAL INFORMATION ON UNDERSTANDING ACCESSIBILITY CONFORMANCE REPORTS AND ACCESSIBILITY ROADMAPS

Accessibility Conformance Reports (ACR) and roadmaps play an important role in checking for accessibility when we purchase software, hardware and other kinds of Information and Communication Technology (ICT). Suppliers typically provide ACRs as part of the procurement or exploration of the ICT solutions that are available in the marketplace. An ACR should provide the information you need to understand the accessibility of the ICT solution. Successful suppliers in a procurement create roadmaps to outline their plan to address known accessibility defects and how they will continue to remain conformant once they have largely fixed the known issues.

This session will:

- Explain what Accessibility Conformance Reports (ACR) and roadmaps are used for.
- Show participants how to read and analyze ACRs and roadmaps.
- Help participants determine an ICT solution's level of accessibility conformance.
- Determine how to validate a solution's claimed level of conformance.
- Ensure participants understand what reasonable actions to take to help the Government of Canada reach its goal of being "the most accessible public service in the world".
- Outline SSC's approach to understanding ACRs and roadmaps.
- Show you how to apply the information from this session in your own department.

Leah Glick-Stal, Senior ICT Accessibility Business Analyst, AACT, Shared Services Canada

Leah-Glick-Stal is a Senior Information and Communications Technology Accessibility Business Analyst with the Accessibility, Accommodations and Adaptive Computer Technology (AACT) Program at Shared Services Canada (SSC). She has over 30 years of experience working for Canadian federal, provincial territorial, municipal governments, as well as for a foreign Embassy abroad.

As part of the pilot implementation of the EN 301 549, SSC created the Accessibility Triage Team which is comprised of a multidisciplinary team of SSC professionals. This team is developing and implementing an accessible ICT procurement framework which can be used by the federal public service of Canada.

Nadine Charron, Senior Director Accessibility, Accessibility Program, Shared Services Canada

Nadine Charron is the Senior Director Accessibility, Accessibility Program at SSC. Nadine provides leadership for the AACT accessibility teams.

CONCURRENT SESSION # 4

ELEVATING BUSINESS REQUIREMENTS GATHERING WITH DEEPER CLARITY METHOD

Procurement is frequently shrouded in complexity and miscommunication, but with the Deeper Clarity method, teams can break through the chaos and achieve clarity and efficiency. This presentation offers a deep dive into the Deeper Clarity method, a framework that promotes alignment among procurement, technology, and business teams by establishing a shared language and understanding around goals, user needs, and success metrics. Drawing on real-world examples from the Canadian public sector, the presentation will provide practical tips and strategies for implementing the method in complex environments, such as government agencies, to ensure procurement decisions are rooted in thorough analysis and sound rationale.

Nilufer Erdebil, CEO and Founder, Spring2 Innovation

Nilufer Erdebil is an award-winning design thinking expert, TEDx and TEC speaker, and the author of "Future Proofing by Design: Creating Better Services and Teams in the Public Sector." With over 25 years of experience, she has been a driving force for change and strategy in both the public and private sectors. As the CEO of Spring2 Innovation, a renowned innovation and design thinking training company, Nilufer has been instrumental in mobilizing teams and facilitating transformation in both the public and private sectors.

Her extensive background in telecommunications, application development, program management, and IT management has provided her with a profound understanding of the diverse business challenges organizations face today. Through her expertise and leadership, Nilufer continues to inspire organizations to embrace innovation and create impactful solutions.

CONCURRENT SESSION # 5

THE ALPHABET SOUP OF GOOD SUPPLY CHAIN MANAGEMENT

After over 30 years of delivering operational supply chain support to clients, the presenter has developed a work management approach to work with clients and team members that enables the successful delivery of support when the presenter transitioned from one job assignment to another over the course of his career. The approach can be summarized as the application of the four Rs-Requirements, Resources, Rules and Redundancy. This presentation will explain how the four Rs are applied to achieve successful results.

Richard Quinn, Strategic Supply Chain Advisor, Department of National Defence

Richard Quinn is a former senior military logistician with over 30 years of experience. As a Logistics Officer he has acquired all-embracing knowledge and experience in supply chain management which includes the acquisition, movement, accounting, storage and disposal of goods, business planning, performance measurement and budget management. He is well versed in the art of networking with departmental managers and executives to implement business objectives. He is an accomplished briefer and instructor. His various employment assignments have provided him with extensive experience in offering advice to senior officials and resolving complex and sensitive issues, either personal or business-related and has often served as the Subject Matter Expert in various fields of study such as Logistics Planning and Support, Change Management, Performance Management and Ethics.

CONCURRENT SESSION # 6

RECENT PROGRESS IN GREENING FEDERAL PROCUREMENT

This panel discussion will provide an overview of the key greening government challenges along with examples of how they are being addressed both centrally and by specific departments. The panel will also describe the most recent changes to the Greening Government Strategy as well as the Policy on Green Procurement.

Moderator:

Nick Xenos, Executive Director, Centre for Greening Government, Treasury Board of Canada Secretariat

Panelists:

- Mike Rainville, Manager, Planning & Accounting, Uniform & Equipment Program, Royal Canadian Mounted Police
- Josée Doucet, Senior Director, GCSurplus, Public Services and Procurement Canada
- Jo-Anne St. Godard, Executive Director, Circular Innovation Council

Nick Xenos, Executive Director, Centre for Greening Government, Treasury Board of Canada Secretariat

Nick Xenos is the Executive Director of the Centre for Greening Government within the Treasury Board Secretariat of the Government of Canada. The Centre is working with federal departments and agencies towards low-carbon, sustainable and climate-resilient government operations including greening real property, energy and procurement.

Previous to this position Mr. Xenos has worked on climate change impacts and adaptation, Arctic science policy and infrastructure policy. Mr. Xenos has a Master's in Business Administration from Dalhousie University and a Bachelor of Commerce from the University of Ottawa.

Mike Rainville, Manager, Planning & Accounting, Uniform & Equipment Program, Royal Canadian Mounted Police

Mike started his career in the Federal Public Service in 2008 as a warehouse technician in the RCMP's Uniform & Equipment Program. He then moved to a client services representative role and also worked within the Program's Design & Technical Authority Section. In 2011, Mike began to take a particular interest in the procurement and material management aspects of UEP and worked closely with the Planning & Accounting Section manager prior to her retirement. After successfully winning the competition for the position, Mike has continued in this critical role which includes material forecasting for all RCMP uniform supplied by UEP, managing the Program's budget, initiating requisitions for competitive solicitations and engaging in low dollar value purchases for both operations & maintenance and uniform. Additionally, Mike has worked intimately across multiple modules with the RCMP's instance of SAP, TEAM, and gained extensive knowledge in material management.

Josée Doucet, Senior Director, GCSurplus, Public Services and Procurement Canada

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.

Jo-Anne St. Godard, Executive Director, Circular Innovation Council

Jo-Anne St. Godard has served as Executive Director of Canada's premier environmental non-governmental organization, Circular Innovation Council (formerly Recycling Council of Ontario), since 2001. She has over 20 years of experience in the areas of public policy design, corporate strategy and compliance, research and pilot innovations designed to accelerate Canada's transition toward a circular economy.

Jo-Anne has worked with senior levels in both government and business, facilitating unique private and public sector partnerships that advance policies and practices that deliver on carbon emissions and waste reduction objectives. With her team she has led and designed many public programs and campaigns that engage, educate and empower.

**NETWORKING SESSION # 7
BENEFITS OF MENTORING**

Curious about how Mentorship really works? Come talk to us! We are here to answer all your questions and are happy to tell you how mentorship has helped shape our careers.

Moderator:

Caroline Landry, Executive Director, Strategic Policy Sector, Procurement Branch, Public Services and Procurement Canada

Panelists:

- Catherine St-Louis, Supply Team Leader, Procurement Systems Directorate, Public Services and Procurement Canada
- Andrew MacFarlane, Procurement Specialist, Professional Training and Development, Public Services and Procurement Canada
- Jennifer Beamish, Manager, National Procurement Policy Centre, Royal Canadian Mounted Police
- Martin Stein, Manager, Procurement and Contracting, Parole Board of Canada

Caroline Landry, Executive Director, Strategic Policy Sector, Procurement Branch, Public Services and Procurement Canada

Caroline Landry is a member of the CIPMM Board of Directors as well as the Chair of the CIPMM Mentorship Program. For her day job, Caroline is an Executive Director in the Strategic Policy Sector within the Procurement Branch at PSPC. She has over 24 years' experience in the Government of Canada, with the last 16 years in various leadership roles in Procurement. She is passionate about all things procurement and is a strong advocate for our Procurement and Material Management Community.

Catherine St-Louis, Supply Team Leader, Procurement Systems Directorate, Public Services and Procurement Canada

Catherine St. Louis is a Supply Team Leader in the Procurement Services Transformative Solutions Sector (PSTSS) within the Procurement Branch at Public Services and Procurement Canada (PSPC). She has over 22 years of experience in the Government of Canada working in Procurement, including a past role as a Program Mentor for PSPC's Intern Officer Development Program. She has been on the Canadian Institute of Procurement and Material Management's Board of Directors since 2018. She is currently Chair of the Awards Program, and Co-Chair of the Procurement Mentorship Program. She is self-professed lifelong learner. Through her volunteer activities in CIPMM's varied workshops, programs and conferences, Catherine is a dedicated champion for high quality learning opportunities for the Procurement and Material Management Communities.

Andrew MacFarlane, Procurement Specialist, Professional Training and Development, Public Services and Procurement Canada

Andrew MacFarlane is an experienced procurement professional with a comprehensive background in corporate insurance and public sector procurement. From 2007 to 2018, Andrew worked as a Corporate Life and Health Insurance Broker in Alberta, where he managed the procurement of health and dental service contracts for hundreds of individuals across dozens of employers. His role involved navigating complex procurement processes, conducting extensive market research, developing and issuing RFPs, evaluating proposals, and managing contracts. During this time, he honed his procurement skills, developing tailored solutions to meet the diverse needs of his clients.

Since 2011, Andrew has also served as a reserve officer in the Canadian Armed Forces, where he has held multiple roles, including Finance Officer, Food Services Officer, Logistics Officer, and Warehouse Manager. In these capacities, he has demonstrated expertise in material management, procurement, and leadership. His commitment to continuous learning is evident through his completion of various leadership and senior instructor courses.

In 2021, Andrew transitioned to Public Services and Procurement Canada (PSPC), beginning as a Procurement Officer and then advancing to a Procurement Specialist. Now, he serves as a Procurement Team Leader, demonstrating his exceptional capabilities in the field. He has managed contracts and developed procurement strategies for a wide range of goods, services, and construction projects in the Atlantic Region. His strategic oversight included developing and implementing multi-million dollar, multi-year Regional Master Standing Offers (RMSOs) and Supply Arrangements (RMSAs) for various client departments such as DND, CSC, and DFO (CCG). Andrew's leadership in this role resulted in significant cost savings and efficiency improvements, showcasing his ability to drive procurement excellence. Currently, Andrew leads a diverse team in the Professional Training and Development Division, focusing on advancing procurement capabilities through targeted training initiatives. His team delivers the "Procurement at a Glance" training program, which equips new procurement officers with the skills needed to meet federal government standards.

Jennifer Beamish, Manager, National Procurement Policy Centre, Royal Canadian Mounted Police

Jennifer Beamish works as the Manager of the National Procurement Policy Centre for the Royal Canadian Mounted Police. She holds an applied Bachelor of E-Business and Supply Chain Management from Algonquin college. She has worked for five federal departments in three provinces in procurement operations and policy as well as in HR, special projects and real property leasing. Her guiding philosophy is that it is important to share both successes and missteps to ensure that our profession continues to propel forward. Information is the most important "commodity" in procurement.

Martin Stein, Manager, Procurement and Contracting, Parole Board of Canada

Martin Stein is the Procurement Manager responsible for procurement in 6 regional offices as well as the national office in Ottawa. With both experience in the private sector and government, Martin oversees policy, reporting, training and operations within a smaller department.

**CONCURRENT SESSION # 8
WOMEN IN LEADERSHIP PANEL**

What makes a strong leader? How can you navigate obstacles in your career journey and better advocate for yourself? Please join us for a candid discussion with our dynamic panel of women leaders who will share their tips, tricks and real-life do's and don'ts to set you up for success, and how to lift others along the way!

Moderator:

Caroline Landry, Executive Director, Strategic Policy Sector, Procurement Branch, Public Services and Procurement Canada

Panelists:

- Tamara McNulty, Director - Procurement, Grants and Contributions Branch / Chief Financial Officer Directorate, Parks Canada Agency
- Josée Doucet, Senior Director, GCSurplus, Public Services and Procurement Canada
- Christine Lamarche, Director General, Procurement, Materiel and Assets Management, Royal Canadian Mounted Police

Caroline Landry, Executive Director, Strategic Policy Sector, Procurement Branch, Public Services and Procurement Canada

Caroline Landry is a member of the CIPMM Board of Directors as well as the Chair of the CIPMM Mentorship Program. For her day job, Caroline is an Executive Director in the Strategic Policy Sector within the Procurement Branch at PSPC. She has over 24 years' experience in the Government of Canada, with the last 16 years in various leadership roles in Procurement. She is passionate about all things procurement and is a strong advocate for our Procurement and Material Management Community.

Tamara McNulty, Director - Procurement, Grants and Contributions Branch / Chief Financial Officer Directorate, Parks Canada Agency

Throughout her 22-year career in federal government procurement, Tamara McNulty has devoted her passion and strategic approaches to operational challenges through functional leadership of various teams providing contracting services for goods, professional services, information technology, construction, as well as architectural and engineering services. Since 2015, in her role as Director, Tamara has led a transformation of Parks Canada's procurement and grants and contributions functions by building a team of over 60 functional experts in the delivery of procurement for goods, services, construction, A&E services, materiel management (including fleet), and transfer payments. Working from as many as 14 locations across Canada, Tamara and her team provide value-added procurement services to support and enable the delivery of Parks Canada's mandate in operating our national parks, national historic sites and national marine conservation areas for visitors to learn about, enjoy and protect for future generations. She began her career at Public Works and Government Services Canada in 2001, moving to Canada Revenue Agency where she spent 11 years before joining Parks Canada Agency. Tamara holds a Bachelor of International Business degree from Carleton University.

Josée Doucet, Senior Director, GCSurplus, Public Services and Procurement Canada

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.

Christine Lamarche, Director General, Procurement, Materiel and Assets Management, Royal Canadian Mounted Police

Christine Lamarche is the Director General, Procurement, Materiel and Asset Management with the Royal Canadian Mounted Police. Christine joined the Public Service as an FSWEF student. She has spent her career in procurement in various roles at Public Services and Procurement Canada, the Privy Council Office, the Immigration and Refugee Board of Canada, Canada Border Services Agency and is now working at the RCMP. Christine graduated from the University of Ottawa with a Bachelor's degree in Administration.

**CONCURRENT SESSION # 9
DIVESTMENT STARTS AT PLANNING**

Explore the strategic journey of divestment with GCSurplus. This presentation delves into the intricacies of effective planning for divestment initiatives, shedding light on key considerations, challenges, and best practices. Gain insights that align with the unique aspects of GCSurplus, ensuring a comprehensive and sustainable approach to divestment planning in the public services landscape.

Chantal Akeson, Manager, Business Management Division, GCSurplus, Public Services and Procurement Canada

Chantal Akeson is the Business Management Division manager at GCSurplus. She has more than 20 years' experience managing in the Government of Canada. As a member of Public Services and Procurement Canada's GCSurplus team, she is responsible for the development of divestment policies, donations, transfers, communications, finance and human resources.

A strong proponent of the second-hand economy, Chantal is a passionate public servant who strives to help government colleagues find divestment solutions while considering environmental goals. She sees divestment as an opportunity for organizations and businesses to divert surplus assets from landfills while providing overall best value to Canadians.

Christopher Murphy, Manager, GCMil (GCSurplus) and Specialized Sales, Public Services and Procurement Canada

Christopher Murphy has been with the PSPC/GCMil program for 10 years and the Manger for the past 4 years.

During his time with GCMil, Chris has supported various client departments via marketing and sales of various Controlled Goods and Major Weapon Systems.

Prior to his time with GCMil, he worked with the Department of National Defence, Directorate of Aerospace Procurement (DAP) managing Optimized Weapons System Management (OWSM) contracts and Repair and Overhaul (R&O) contracts for the CC-130 Hercules aircraft. He holds a B.A in Sociology from the University of Ottawa and is a graduate of the DND Procurement Officer Development Program (ODP).

Christopher also gained valuable experience working within the Department of National Defence (DND) Controlled Technology Access Transfer (CTAT) section conducting outreach and education with the Canadian Armed Forces and the Department of National Defence regarding the security responsibilities surrounding Controlled Goods.

CONCURRENT SESSION # 10 TRADE AGREEMENTS SYNOPSIS

Primarily intended for those not attending the Trade Agreements Master Class. Canada is Party to 12 trade agreements that contain substantive obligations for government procurement activities. This presentation provides an overview of the government procurement obligations of Canada's trade agreements, including trade agreement coverage in a nutshell and a summary of the procedural rules and main flexibilities of the trade agreements.

Kelly Mackenzie, Senior Policy Advisor - Trade Agreements, Public Services and Procurement Canada

Kelly has worked for the Trade Agreements team at Public Services and Procurement Canada for over seven years. As part of this team, Kelly has supported the negotiation of the government procurement chapter of several trade agreements and has been responsible for implementing the procurement obligations of any new trade agreements at her department. Kelly has significant experience providing advice and guidance on trade agreement obligations to procurement officers across Canada.

CONCURRENT SESSION # 11 SUPPORTING PROFESSIONAL DEVELOPMENT IN THE PROCUREMENT AND MM GC COMMUNITIES

Join us for a vibrant dive into the future of professional development for the Government of Canada procurement and materiel management communities! This session will take us through the professional journey of a procurement officer, the elements required to progress through a career in procurement and the tools being developed through interdepartmental collaboration and implemented by the Treasury Board Secretariat to assist redefine standards and practices in the management of the procurement and materiel workforce. Don't miss this opportunity to connect, share, and spark conversations on the future of the professionalization of our functional communities.

Derek Bizewski, Senior Advisor, Acquired Services and Assets Sector Community Development Office, Treasury Board of Canada Secretariat

As a senior member of the Communities Development Office, Derek is a Subject Matter Expert in Federal Procurement and Materiel Management, supporting the Professional Development of those communities from competency and training development, to

providing community demographic studies. Derek is also the Vice President of Advocacy and Outreach for the Canadian Institute for Procurement and Materiel Management, helping the organization grow and develop relationships with various stakeholders.

Alberto Garcia-Vargas, Senior Advisor, Treasury Board of Canada Secretariat

Alberto is a senior advisor at TBS responsible for the design and implementation of a new professional development framework for the GC procurement and materiel management communities. In his over 15 years with the Public Service, Alberto has led files such as the action plan to increase the participation of women in procurement; the expansion of collaborative procurement between the federal government and other levels of government; and the project management office for procurement modernization at PSPC. Long ago, Alberto assisted departments in the development of capacity to implement the procurement renewal strategy. Alberto has an international MBA and his international experience includes living in four countries; obtaining and delivering contracts as a client to foreign governments; and, the development of economic competitiveness programs, one of which resulted in us having access to fresh berries during winter.

CONCURRENT SESSION # 12

BOT, BITS, AND BUYING: THE REVOLUTION OF PROCUREMENT USING DATA AND AI HAS BEGUN

In today's rapidly evolving technological landscape, the public sector stands at the brink of a procurement revolution. This presentation delves deep into the transformative potential of integrating AI-driven systems and smart wizards in the RFP processes, drawing inspiration from solutions employed in the private sector, such as in the pharmaceuticals industry.

Through an interactive exploration, attendees will be introduced to a groundbreaking platform that embodies the best of tech innovation and practical needs. The platform harnesses the power of a smart wizard system, enabling a standardized and rapid assembly of RFPs, which can be easily reviewed, approved, and broadcasted to a comprehensive network of potential suppliers. With an emphasis on transparency, the platform allows RFP publishers to quickly and easily publish, amend, respond to questions, facilitate evaluations, and communicate results to vendors.

But the innovation doesn't stop there. Once the RFP process concludes, the system auto-normalizes and ranks the bids using a proprietary algorithm, taking into account the publisher's set priority criteria. The result? Objective, data-driven decision-making that not only expedites the procurement process but also mitigates risks associated with human error, bias, and potential unethical practices.

We'll also discuss the tangible benefits these systems bring: a marked decrease in error during RFP design, enhanced transparency, swift decision-making processes, and significant cost savings by improving requirements development.

Join us as we chart a course for the future of public procurement, where efficiency, transparency, and technological innovation align to create streamlined processes that drive value at every step.

Matt Page, Director of Professional Services, MGIS

Navigating the complex terrains of government procurement and contract management, Matt Page stands as a seasoned Director of Professional Services at MGIS, boasting over 15 years of rich experience. Renowned for his expertise in responding to RFPs and managing substantial contracts, Matt has firmly positioned himself as a pivotal ally for government procurement teams.

In the sphere of strategic contracting, Matt has led MGIS to secure and adeptly manage vital government contracts, including multiple tier-two omnibus vehicles. His strategic foresight and dedication have been instrumental in consistently meeting and surpassing procurement expectations, setting a high bar for excellence and reliability in the industry.

Matt's extensive experience in collaborating with major government departments highlights his capability to build trust and deliver outstanding results. His work spans various critical projects, including initiatives with the Department of National Defence, Canada Border Services Agency, Public Services and Procurement Canada, Service Canada, and many others. Additionally, Matt has been a key partner in the SSC Agile Procurement Initiative called Scale-Up, further underscoring his commitment to advancing procurement practices and fostering innovation, and opening his eyes to what is possible in the world of public procurement

Matt holds a Bachelor's degree in Social Sciences with a major in Criminology and a minor in Sociology.

NETWORKING SESSION # 13

EVERYTHING YOU WANTED TO ASK ABOUT HOW INCORPORATE THE EN 301 549 (2021) INTO YOUR ICT PROCUREMENT OR NON-COMPETITIVE CONTRACTS

Bring your questions about how to include the EN 301 549 (2021) accessibility requirements in your procurements or non-competitive contracts that include Information and Communication Technology (ICT) components. This is an open Q&A session and we will endeavor to answer your questions.

Leah Glick-Stal, Senior ICT Accessibility Business Analyst, AACT, Shared Services Canada

Leah-Glick-Stal is a Senior Information and Communications Technology Accessibility Business Analyst with the Accessibility, Accommodations and Adaptive Computer Technology (AACT) Program at Shared Services Canada (SSC). She has over 30 years of experience working for Canadian federal, provincial territorial, municipal governments, as well as for a foreign Embassy abroad.

As part of the pilot implementation of the EN 301 549, SSC created the Accessibility Triage Team which is comprised of a multidisciplinary team of SSC professionals. This

team is developing and implementing an accessible ICT procurement framework which can be used by the federal public service of Canada.

Nadine Charron, Senior Director Accessibility, Accessibility Program, Shared Services Canada

Nadine Charron is the Senior Director Accessibility, Accessibility Program at SSC. Nadine provides leadership for the AAAC accessibility teams.

**KEYNOTE # 14
THE UNAUTHORIZED BIOGRAPHY SERIES**

Shaun Boothe, Creator of the Unauthorized Biography Series

Shaun Booth is an award-winning hip-hop artist and world-renowned speaker who has gained recognition for his 'Unauthorized Biography Series', a critically acclaimed musical project that is a unique celebration of some of the world's most influential cultural icons. Shaun Boothe educates and inspires through a series of biographical hip-hop tracks, revitalizing their stories and legacy in a way that is one of a kind.

Shaun's series has been presented at events around the world, campuses, associations, and corporations, including TEDx, Queens School of Business, and to hundreds of thousands of people in various performing arts centers around the world.

**CONCURRENT SESSION # 15
SUPPLY CHAIN RESILIENCY – THE ROLE OF THE NATIONAL SUPPLY CHAIN OFFICE**

The presentation will offer an overview of the recently established National Supply Chain Office within Transport Canada, highlighting its important roles in strengthening Canada's supply chains and bolstering economic competitiveness. Polina Hristeva will also provide updates on the Office's initiatives which aim at enhancing efficiency and resiliency throughout Canada's supply chains, including mitigating impacts from disruptions.

Polina Hristeva, Director, National Supply Chain Office, Transport Canada

Polina Hristeva is leading a team focused on advancing cross-government and industry supply chain data/digitalization initiatives, performance, and resilience response, as well as coordination on Canada-U.S. supply chain issues.

Polina joined Transport Canada 15 years ago and occupied positions with increasing responsibilities. She was leading the development and implementation of key horizontal files related to surface transportation (highways, international bridges, trucking), Canada-U.S. collaboration, multimodal transportation system performance, economic impact analysis of transportation system disruptions, as well as national and regional supply chain visibility initiatives and fluidity projects.

CONCURRENT SESSION # 16

DIVESTMENT OF CONTROLLED GOODS AND/OR SPECIALIZED ASSETS

The session will review and discuss complex divestment considerations and provide guidance for client departments in their divestment planning process. We will review guidance on how to identify Controlled Goods and specialized assets. The session will review constraints on general divestment planning and conditions relating to specialized assets such as: the Defence Production Act Section 35 / Controlled Goods; Foreign Government Third Party Re-Transfer restrictions (International Traffic in Arms Regulations), Export and Re-Export Controls (U.S CCL), Intellectual Property, Right of First Refusal Clauses, Hazardous Materials (HAZMAT), Dangerous Goods, Complex Removal Plans, Third Party managed assets, etc. Understanding the various controls and security provisions in place can assist departments and materiel managers in forecasting their divestment needs and timelines.

Christopher Murphy, Manager, GCMil (GCSurplus) and Specialized Sales, Public Services and Procurement Canada

Christopher Murphy has been with the PSPC/GCMil program for 10 years and the Manger for the past 4 years.

During his time with GCMil, Chris has supported various client departments via marketing and sales of various Controlled Goods and Major Weapon Systems.

Prior to his time with GCMil, he worked with the Department of National Defence, Directorate of Aerospace Procurement (DAP) managing Optimized Weapons System Management (OWSM) contracts and Repair and Overhaul (R&O) contracts for the CC-130 Hercules aircraft. He holds a B.A in Sociology from the University of Ottawa and is a graduate of the DND Procurement Officer Development Program (ODP).

Christopher also gained valuable experience working within the Department of National Defence (DND) Controlled Technology Access Transfer (CTAT) section conducting outreach and education with the Canadian Armed Forces and the Department of National Defence regarding the security responsibilities surrounding Controlled Goods.

CONCURRENT SESSION # 17

HOW CAN WE USE QR CODES IN MATERIEL MANAGEMENT?

Participants will learn about how GCSurplus has incorporated the use of QR Codes to optimize inventory control and warehouse management.

Cedric Grenon, Systems Division Manager, GCSurplus, Public Services and Procurement Canada

Cedric embarked on his Public Service career in the autumn of 2019, following more than two decades of experience in the retail industry, where he served as both a manager and company president. Since becoming a part of GCSurplus, Cedric has assumed various key roles, including those of a supply specialist, finance & HR team lead, and IT Team Lead.

Currently, as the Manager of the Internal Systems Division and the lead for project planning and development of GCSurplus' suite of IT applications, Cedric and his team of developers are entrusted with the responsibility of overseeing the day-to-day operations of our systems. They are also committed to continually enhancing and modernizing our IT infrastructure, ensuring its optimal functionality and performance.

CONCURRENT SESSION # 18 BUYING THE FUTURE YOU WANT

Procurement professionals hold the future of Canada in their hands. With public procurement representing 15% of GDP they have the ability to pull Canadian suppliers into the 21st century or not. Decisions made in the next 7 years will determine if Canada meets our Climate and Sustainable Development Goals and these actions will resonate for thousands of years.

Climate science is clear, we have till 2030 to halve carbon emissions or risk a global temperature rise of over 2 degrees centigrade – with runaway climate change.

Learn what the Circular Economy is, why we need it, and how you can implement it through circular procurement.

Frances Edmonds, Head of Sustainable Impact, HP Canada

Frances Edmonds is the Head of Sustainable Impact at HP Canada, where she is responsible for business development and oversees Corporate Social Responsibility programs nationally. With a focus on sustainable procurement, Frances is driving meaningful change cross-sector that supports a more circular and sustainable economic future for Canada. With more than 30 years of experience, Frances is recognized as one of Canada's top sustainability professionals having received two Clean 50 awards, is listed on the Canadian Women in the IT Channel Hall of Fame and has led HP to become the most sustainable technology company in Canada.

Passionate about driving change through education, Frances has developed and implemented volunteer programs globally for HP. She is Vice Chair of the board of Learning for a Sustainable Future and serves as a consultant for customers and academic institutions on sustainability strategies. She also sits on the Sustainable Development Advisory Council for the Minister of Environment and Climate Change Canada as well as having completed work on the Expert Panel on the Circular Economy in Canada as assembled by the Council of Canadian Academies. As seen on stages including Elevate and TEDx, Frances is both a guest lecturer and speaker on a wide range of topics including the circular economy. With a degree in Environmental Science from Bradford University (UK) and a post-graduate diploma in Occupational Health and Safety, Frances is also a Canadian Registered Safety Professional (CRSP).

CONCURRENT SESSION # 19 PROCUREMENT REVIEW COMMITTEE AT ESDC

Contracting authorities are encouraged to establish and maintain a formal challenge mechanism for all requirements. As a result of this recommendation from the TB Contracting Policy in 2018, ESDC created a Procurement Review Committee (PRC) in

2019. The PRC has reviewed 300+ submissions since its creation and this level of oversight has fostered many interesting conversations amongst the committee members. Come and learn about our PRC and the types of requirements that we review.

John Caves, Senior Manager, Procurement Planning and Advisory Services, Employment and Social Development Canada

John Caves has spent 22 years in Procurement in the Federal Government and is currently the Senior Manager of Procurement Planning and Advisory Services at ESDC.

NETWORKING SESSION # 20

ASK US ANYTHING ON THE PROCUREMENT POLICY!

Ever wonder who are the folks who develop procurement policies? Please join two seasoned procurement policy experts who will be happy to answer all your policy related questions.

Angus O’Leary, Executive Director, Strategic Policy Sector, Public Services and Procurement Canada

Angus O’Leary is an Executive Director in the Strategic Policy Sector of Public Services and Procurement Canada’s Acquisitions Program. In this capacity, he leads federal policy work around Social, Green and Accessible Procurement.

Angus joined PSPC in 2009 with the Audit and Evaluation Branch and has been building his career in the Canadian federal government holding progressively senior management positions. Some of his professional achievements include leading key files related to diversity supplier in the procurement landscape through implementing the Policy on Social Procurement and Supplier Diversity Program, as well as leading Greening initiatives related to supporting the Paris Agreement on Climate Change.

Angus is committed to diversity and inclusion, climate action within the Federal Government, as well as across the federal community.

Caroline Landry, Executive Director, Strategic Policy Sector, Procurement Branch, Public Services and Procurement Canada

Caroline Landry is a member of the CIPMM Board of Directors as well as the Chair of the CIPMM Mentorship Program. For her day job, Caroline is an Executive Director in the Strategic Policy Sector within the Procurement Branch at PSPC. She has over 24 years’ experience in the Government of Canada, with the last 16 years in various leadership roles in Procurement. She is passionate about all things procurement and is a strong advocate for our Procurement and Material Management Community.

CONCURRENT SESSION # 21

CHIEF PROCUREMENT OFFICER IN CANADA

In July 2021, the Office of the Procurement Ombud (OPO) published its first report on Chief Procurement Officers (CPO), which focused on examining various jurisdictions which already have a CPO. In this presentation, OPO will present on their follow-up study

which examines the potential benefits of a Chief Procurement Officer within the Canadian federal context.

While the federal government currently does not have a CPO, this presentation will explore the gaps in the present procurement policy structure and present the CPO as a means of addressing the shortcomings in the policy structure.

The presentation will discuss different models of the CPO that have been researched and present their findings. This session is meant to challenge attendees to think about what changes could be made to the current federal procurement system and how the presence of a CPO could improve federal procurement.

Alexander Jeglic, Procurement Ombud, The Office of the Procurement Ombud

Mr. Alexander Jeglic has been re-appointed as Procurement Ombud for another five-year term.

Alex is a lawyer by background and previously served as General Counsel for Private-Public Partnerships Canada Inc., a federal Crown Corporation, where he was involved in the procurement processes for large infrastructure projects. He also held positions of increased responsibility in the United States and Canada including at the Canadian Commercial Corporation as Senior Legal Counsel and the Australian Trade Commission as Business Development Manager and International Trade Advisor in Washington (DC). Throughout Alex's legal and professional career, he has focused primarily on procurement, contracting and dispute resolution which has served him well as Procurement Ombud.

Alex graduated from Carleton University in Ottawa with a Bachelor of Arts (Law), with a concentration in Business Law, in 2000. In 2001, he completed the Cornell Law School Paris Summer Institute program in international and comparative law and in 2003 completed a Juris Doctor (JD) degree from Loyola University Chicago School of Law in Chicago, Illinois with a certificate in International Law. Alex has also taught procurement law at Carleton University for several years.

David Rabinovitch, Deputy Procurement Ombud, The Office of the Procurement Ombud

David Rabinovitch has been a member of the Federal Public Service since 1998 and has over 30 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, David 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.

David previously worked at the Office of the Procurement Ombud (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 Ombud in April 2017.

CONCURRENT SESSION # 22

UPDATE ON THE DND MATERIEL MANAGEMENT PRACTITIONER PROJECT

The session will deliver an update on the Department of National Defence's (DND) deployment of a comprehensive Materiel Management Practitioner Professional Development Project (MMP3), which is aligned with the Treasury Board Secretariat (TBS) goals and objectives. The presentation will outline the magnitude and complex nature of the Defence Supply Chain (DSC) and provide background information and the rationale for the project. It will also provide an overview of the newly established Materiel Management Competency Development (MMCD) Program and a demonstration of the qualification paths now available to MM Practitioners on the Defence Learning Network (DLN), DND's corporate Learning Management System.

Denis Forest, Lead, Materiel Management Practitioner Professionalization Project (MMP3), Department of National Defence

LCol (Ret) Denis Forest, BSC, M.Ed., is a seasoned Training Development Officer who possesses over 30 years of experience in the Canadian Armed Forces and Public Service including more than 10 years in the Materiel Group at DND. The positions held during his career include Director of Standards at the NATO School in Oberammergau Germany, Deputy Director of Air Force Training at 2 Canadian Air Division, and Project Director of the Air Force Integrated Information and Learning Environment (AFIILE).

CONCURRENT SESSION # 23

MAKE YOUR WORK LIFE EASIER WITH VISUAL MANAGEMENT AND PROBLEM-SOLVING ROUTINES

Two powerful Lean principles are: making the work visible and using simple routines to improve the work as we do it.

- Most of our processes are invisible, so it can feel like we are working in the dark, and, despite working so hard, spinning our wheels. It is difficult to manage or improve what we cannot see – so making the work more visible can help free up time, increase collaboration, balance workloads, and get more done without working harder.
- Building simple improvement routines into our work can help us solve problems and adjust as we go forward, resulting in reduced frustration and more agile processes.

In this talk, Craig will share his views on:

- The “tax” we pay on invisible work.

- Examples of practical ways to make your own work, and your processes, more visible so that everyone gets more done with less effort, the first time through.
- The hidden cost of doing the work without also improving it.
- Practical ways to build simple improvement routines into the work to solve recurring problems once and for all, while building gratitude/recognition, morale, happier clients, and freeing up your time.

Craig Szelestowski, Founder, Lean Agility Inc., Director, Lean Programs, Telfer Business School Centre for Executive Leadership, University of Ottawa

Craig is a Lean/Agile transformation specialist with more than two decades of experience implementing dramatic turnarounds in the public sector. He founded Lean Agility Inc. in 2010 to apply Lean and Agile exclusively to government organizations. With his coaching, his procurement clients have sped up their processes by 70%, improved client satisfaction and created outstanding levels of employee engagement.

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

CONCURRENT SESSION # 24

ENHANCING BEST VALUE IN PROCUREMENT: SOCIAL PROCUREMENT POLICY TO PRACTICE SHARING BEST PRACTICE SOLUTIONS

What is the Federal Social Procurement Policy and how does social procurement work in governments? One of the key objectives of the Federal Government's Social Procurement Policy is to "enhance best value in procurement...thereby advancing the Government of Canada's socio-economic policy goals." Utilizing examples from multi-sectoral research including Buy Social Canada's "Buy with Impact" and "Sell with Impact" reports, Buy Social Canada will share solutions for social procurement implementation from programs and tactics across all levels of government. Buy Social Canada will provide an overview of the how, what and why of social procurement policy design, implementation and measurement. The session will share actionable steps to implementation based upon actual experience across Canada, in urban, rural and remote communities.

The presentation will cover:

- What is the Federal Government Social Procurement policy and framework - the opportunities, trade agreement issues, metrics for measurement?
- Why does Social Procurement matter?
- How can Social Procurement be used to find and enhance best value to achieve the objectives of other policies and projects?
- How can key opportunities for Social Procurement and Community Benefits be identified, implemented and results measured?
- Shared solutions of social procurement from across Canada and internationally

Elizabeth Chick-Blount, CEO, Buy Social Canada

Elizabeth has a degree in Law from the University of Cambridge and has completed the National Committee Accreditation Legal exams in Canada, Elizabeth is also a graduate of Year Here, a post-graduate program in Social Innovation and Social Enterprise. Elizabeth is the CEO of Buy Social Canada. In this role Elizabeth coordinates and connects Buy Social Canada's work with public, institutional, and private sector purchasers to design and implement Social Procurement and Community Benefit Agreement policies and practices. At Buy Social Canada Elizabeth leads the Social Procurement Purchasing Partners initiatives, and research and implementation of Community Benefit Agreements across Canada. In 2022 Elizabeth led Buy Social Canada's ESDC funded research on Community Benefit Agreements resulting in "Voices of Industry: A Paradigm shift in CBAs."

CONCURRENT SESSION # 25

CALL2RECYCLE – PREPARING FOR THE E-TRANSFORMATION

Recent Statistics Canada data shows EVs, including battery electric and plug-in hybrids, comprised 10.8% of new vehicle registrations in Canada last year, driven by climate action and market trends. While efforts have focused on strengthening the recycling infrastructure, establishing effective collection pathways is equally crucial for maximizing recovery rates and fostering a circular economy.

Jon McQuaid, VP of Marketing at Call2Recycle Canada, will provide an overview of the innovative work being done by Call2Recycle to address this transformation. Key learnings will be shared from its core program, e-mobility and Quebec EV Battery Recovery programs, offering valuable insights on the evolving landscape of battery management, safety and Call2Recycle's pivotal role in this e-transformation.

Jon McQuaid, Vice President, Marketing, Communications & Innovation, Call2Recycle

Jon McQuaid serves as the VP of Marketing, Communications, and Innovation at Call2Recycle Canada, where he leads the development and execution of marketing strategies to enhance the company's brand and increase public education and awareness on the importance of safe and responsible battery recycling. With almost 20 years of B2B and B2C experience, Jon has extensive knowledge across diverse marketing domains in a wide variety of industries. He holds an MBA from Queen's University and a Bachelor of Business Administration from the University of Toronto and attended Northwestern Kellogg School of Executive Education, specializing in Digital Marketing Strategies.

QUESTIONS & ANSWERS SESSION # 26

ASK US ANYTHING ON MATERIEL MANAGEMENT

An opportunity to join a facilitated chat about Materiel Management questions and issues that are of interest to you.

Bronwynn Guymer, Section Head, SMPP 7, Materiel Policy and Procedures, Department of National Defence

Bronwynn Guymer, a 28-year veteran of the Canadian Armed Forces, is currently the Senior Policy Analyst for Materiel Management in DND and the CAF. She has extensive Materiel Management experience from operational front-line units up to corporate oversight and coordination. She has completed the Certified Supply Chain Transformation Architect Training, is certified in Supply Chain Operations Reference Model and has led multiple change initiatives within DND.

Mike Rainville, Manager, Planning & Accounting, Uniform & Equipment Program, Royal Canadian Mounted Police

Mike started his career in the Federal Public Service in 2008 as a warehouse technician in the RCMP's Uniform & Equipment Program. He then moved to a client services representative role and also worked within the Program's Design & Technical Authority Section. In 2011, Mike began to take a particular interest in the procurement and material management aspects of UEP and worked closely with the Planning & Accounting Section manager prior to her retirement. After successfully winning the competition for the position, Mike has continued in this critical role which includes material forecasting for all RCMP uniform supplied by UEP, managing the Program's budget, initiating requisitions for competitive solicitations and engaging in low dollar value purchases for both operations & maintenance and uniform. Additionally, Mike has worked intimately across multiple modules with the RCMP's instance of SAP, TEAM, and gained extensive knowledge in material management.

Jean-Daniel Bourret, Director, Materiel Management, Fisheries and Oceans Canada

Jean-Daniel has been working in the field of Procurement and Materiel Management at the federal government since 2003. Working in multiple departments, Jean-Daniel contributed to a variety of projects and initiatives such as the International Polar Year, H1N1 pandemic response, contaminated sites remediation, and Centre Block rehabilitation. Jean-Daniel is currently the Director of Materiel Management at Fisheries and Oceans where he supported Big Bar landslide response, greening of the vehicle fleet and bringing innovative approaches to Procurement and Materiel Management functions. He has been in executive positions for the past 12 years, managing teams of up to 100 employees across Canada. Jean-Daniel has a bachelor in Business Administration from Laval university, with a minor in operations and logistic. He holds the Supply Chain Management Professional (SCMP) and Certified Federal Specialist in Procurement (CFSP) designations.

JUNE 5, 2024

KEYNOTE # 27

SPECIAL KEYNOTE FROM THE COMPTROLLER GENERAL OF CANADA

Annie Boudreau, Comptroller General of Canada, The Treasury Board of Canada Secretariat

Annie Boudreau was appointed Comptroller General of Canada effective April 15, 2024. As Comptroller General, she is responsible for government-wide direction and leadership for financial management, internal audit, investment planning, procurement, project management, and the management of real property and materiel. She also leads the initiative to modernize the delivery of financial management services across the Government of Canada.

Ms. Boudreau entered the public service in 2002. In 2006, she joined the Canada Revenue Agency, holding various executive positions in Financial Reporting, Internal Audit and resource management. Prior to being appointed Comptroller General, she was Assistant Secretary, Expenditure Management Sector, at the Treasury Board of Canada Secretariat. Before joining the secretariat, she served as Chief Finances, Results and Delivery Officer at Crown-Indigenous Relations and Northern Affairs Canada, where she oversaw sound financial management and reporting functions for the organization, as well as led on corporate planning and risk management.

Ms. Boudreau is a Chartered Professional Accountant (CPA) and a Chartered Accountant (CA) and holds a Bachelor of Business Administration from Université Laval.

CONCURRENT SESSION # 28

ONBOARDING STRATEGIES FROM DIFFERENT DEPARTMENTS' PERSPECTIVE

Procurement and Materiel Management practitioners exercise similar functions across the Enterprise but can often face significant challenges in getting up to speed when moving from one department to another. Successful onboarding of employees into a new department is critical in a fast-paced environment like federal procurement and materiel management. Our panel will provide insights and lessons learned on integrating employees from day 1.

Moderator:

Mathieu Lemieux, A/Senior Acquisitions Advisor, Contracting and Procurement Unit, Public Safety Canada

Panelists:

- Tamara McNulty, Director - Procurement, Grants and Contributions Branch / Chief Financial Officer Directorate, Parks Canada Agency
- Diogo Brandao, Senior Director of Supply Chain Operations, Department of National Defence
- Robert Ashton, Senior Director, Procurement, Facilities and Workplace Innovation, Chief Procurement Officer, Elections Canada

- Alexander Jeglic, Procurement Ombud, The Office of the Procurement Ombud
- Melody Jeaurond, Director, Procurement Services, National Capital Commission

Mathieu Lemieux, A/Senior Acquisitions Advisor, Contracting and Procurement Unit, Public Safety Canada

Mathieu is currently a Senior Acquisitions Advisor with Public Safety's Contracting and Procurement Unit. A Public Servant since 2012, Mathieu has worked in many departments including the Department of National Defence, Statistics Canada, the Department of Justice Canada, Transport Canada, and the Treasury Board of Canada Secretariat. Mathieu gained his experience in procurement as a client in the development of requirements in support of departmental programs and initiatives. A graduate of CIPMM Mentorship Program, Mathieu joined the operational procurement community in 2022. In his current role, he procures medium to high complexity professional services, research from academic institutions, and contracting in support of public-facing events.

Tamara McNulty, Director - Procurement, Grants and Contributions Branch / Chief Financial Officer Directorate, Parks Canada Agency

Throughout her 22-year career in federal government procurement, Tamara McNulty has devoted her passion and strategic approaches to operational challenges through functional leadership of various teams providing contracting services for goods, professional services, information technology, construction, as well as architectural and engineering services. Since 2015, in her role as Director, Tamara has led a transformation of Parks Canada's procurement and grants and contributions functions by building a team of over 60 functional experts in the delivery of procurement for goods, services, construction, A&E services, materiel management (including fleet), and transfer payments. Working from as many as 14 locations across Canada, Tamara and her team provide value-added procurement services to support and enable the delivery of Parks Canada's mandate in operating our national parks, national historic sites and national marine conservation areas for visitors to learn about, enjoy and protect for future generations. She began her career at Public Works and Government Services Canada in 2001, moving to Canada Revenue Agency where she spent 11 years before joining Parks Canada Agency. Tamara holds a Bachelor of International Business degree from Carleton University.

Diogo Brandao, Senior Director of Supply Chain Operations, Department of National Defence

Diogo Brandao is the Director Supply Chain Operations at the Department of National Defence (DND), overseeing supply chain performance, materiel accountability and compliance, as well as contracting compliance. Diogo joined DND in 2009, as an engineer supporting in-service Navy weapon systems. He's worked as an analyst at the Treasury Board Secretariat, leading initiatives such as the implementation of risk-based contract authorities to streamline defence procurement. Later returning to DND as project manager of the Army logistics vehicle modernization program, that included major capital acquisitions and delivery of light, medium and heavy logistics vehicle fleets.

Prior to 2009, he worked for a decade in the specialty textiles industry, holding various management positions in engineering, operations, and R&D, working globally with

companies such as P&G and Johnson & Johnson to gain an appreciation for the complexity of global supply chains. Diogo holds a Master of Business in Complex Project Leadership.

Robert Ashton, Senior Director, Procurement, Facilities and Workplace Innovation, Chief Procurement Officer, Elections Canada

Robert is the Senior Director of Procurement, Facilities and Workplace Innovation, Chief Procurement Officer at Elections Canada. He has a strong passion for procurement, material management and real property spanning 25 years. Robert was instrumental in revitalizing Elections Canada's procurement function – transforming to a client-centric approach with emphasis on planning and supplier engagement. A champion for early engagement, doing things differently, creativity, being a conceptual thinker, service design and energized by the increasing importance of procurement, material management and real property in digital government. Robert is also the Future of Work Champion responsible for establishing a flexible hybrid work model and the Senior Designated Official for the Prevention and Resolution of Workplace Harassment and Violence at Elections Canada.

Alexander Jeglic, Procurement Ombud, The Office of the Procurement Ombud

Mr. Alexander Jeglic has been re-appointed as Procurement Ombud for another five-year term.

Alex is a lawyer by background and previously served as General Counsel for Private-Public Partnerships Canada Inc., a federal Crown Corporation, where he was involved in the procurement processes for large infrastructure projects. He also held positions of increased responsibility in the United States and Canada including at the Canadian Commercial Corporation as Senior Legal Counsel and the Australian Trade Commission as Business Development Manager and International Trade Advisor in Washington (DC). Throughout Alex's legal and professional career, he has focused primarily on procurement, contracting and dispute resolution which has served him well as Procurement Ombud.

Alex graduated from Carleton University in Ottawa with a Bachelor of Arts (Law), with a concentration in Business Law, in 2000. In 2001, he completed the Cornell Law School Paris Summer Institute program in international and comparative law and in 2003 completed a Juris Doctor (JD) degree from Loyola University Chicago School of Law in Chicago, Illinois with a certificate in International Law. Alex has also taught procurement law at Carleton University for several years.

Melody Jeurond, Director, Procurement Services, National Capital Commission

Melody is a seasoned federal government procurement professional with over 20 years of experience. You may recognize her from her role with the former Certification Program from Treasury Board Secretariat, or her many previous roles with CIPMM, which include Vice-President (2016-19) and Chair of the National Workshop (2017-19).

Melody is currently Director, Procurement with the National Capital Commission (NCC). Prior to her role at the NCC, she was a Director at Public Services Procurement Canada (PSPC). At PSPC, she was responsible for the mandatory Professional Services Methods of Supply, their modernization, and the Centralized Professional Services System.

Melody is passionate about procurement, and the importance of continuing education for the federal procurement community. She is excited to participate as a panelist at the 2024 National Workshop. She looks forward to meeting new colleagues, as well as seeing some familiar faces!

CONCURRENT SESSION # 29

MEANINGFUL PARTICIPATION IN FEDERAL INDIGENOUS PROCUREMENT

Join us for an update on the work happening as part of the Transformative Indigenous Procurement Strategy including some highlights of the 5% reporting initiative, insights to date from businesses regarding federal indigenous procurement as well as a snapshot of what is to come for the Indigenous Procurement Coordinator network.

Explore the transformative strategies shaping federal government contracts with our panel of Indigenous business owners who will share their experience with participants. Gain insights into pitfalls and successes as they share their journeys in procurement. This panel offers a concise overview of the powerful impact and opportunities within the federal procurement landscape and how it can support economic reconciliation activities. Join us to learn how Indigenous procurement makes a lasting difference in creating an inclusive and equitable future.

Moderator:

- Danielle Aubin, Sr. Director, Transformative Indigenous Procurement Strategy, Indigenous Services Canada

Panelists:

- Danny Chase, President and Founder, Chase Office Interiors
- Justin Rodger, President, JRS Industrial and Power Solutions

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

Danny Chase, President and Founder of Chase Office Interiors

Danny Chase is the President and founder of Chase Office Interiors, which has offices in Vancouver, Chilliwack, and Victoria. Danny is from the Kwanlin Dun First Nation in Whitehorse, Yukon. He started his business in 2003 after tripping into the office furniture industry and seeing an opportunity to bring a fresh approach to a mature industry. Initially, Chase Office Interiors focused 100% of its business with the federal government through its Procurement Strategy for Indigenous Business Program. Now, his company is on the hunt to earn the #2 position in the mainstream office furniture industry in the province of BC.

Justin Rodger, President, JRS Industrial and Power Solutions

Justin Rodger is a Red River Metis born and raised in Winnipeg, kin to the Nault/Vandal/Harrison/DesJarlais/Nolin/Falcon/Grant/Berard families amongst others spread across the former Red River Settlements. He graduated from the University of Winnipeg with a BBA in Commerce, and Bachelor in Economics. He served student council as the first ever representative for the faculty of business and economics and captained the first ever U of W team that won the Manitoba International Marketing Competition (MIMC – an annual national university business management simulation).

He has served his family company NRG Management for 18 years in a variety of positions, currently Vice President. In that time we have grown to annual revenue in the tens of millions and added services offerings in multiple specialities for all types of industry, institutional, commercial, multi residential, government, and indigenous nations buildings. Currently NRG offers Design, Supply, Fabrication, Installation, and Service offerings for the following: HVAC or Heating, Ventilation, Air Conditioning; Plumbing, Pipefitting and Process Piping, Gasfitting, Electrical, Generators, Fire Alarm Systems, Industrial Process Equipment including Air Compression, Nitrogen Generation, Dust Collectors, Paint Booths. Additionally, NRG are the largest building integrated solar heating company in western Canada with over 150 commercial Solarwall and Solarduct from Alert to Osoyoos, from Medicine Hat to Fort Frances.

Justin is also the owner and President of JRS Industrial and Power Solutions, a OEM manufacturer that engineers, fabricates, and commissions substations, medium voltage switchgear, transformer and generator skids, mine power centers, medium voltage junction boxes, customer enclosures, custom panel boards, and structural welded products such as ladders, railings, walkways, hatch rails for the mining, utilities and heavy industrial sectors.

Both companies are registered on the national MMF business directory maintained by the Louis Riel Capital Corp), the ISC Indigenous Business Directory, and are Certified Indigenous Suppliers under the CCAB (Canadian Council Aboriginal Business).

CONCURRENT SESSION # 30

KEY CONSIDERATIONS FOR MANAGERS WHEN PROCURING PROFESSIONAL SERVICES

Join the Treasury Board Secretariat (TBS) for a session on how to guide managers so they can make informed decisions about whether to procure professional services and, if procuring, doing so in a way that meets operational needs, complies with relevant policies, and upholds core values and ethics principles of the public service.

This session will cover a procurement officer's role with respect to the key principles contained in the Manager's Guide: Key Considerations When Procuring Professional Services, as well as have a discussion period for participants to get their questions answered. Don't miss this opportunity to sharpen your procurement acumen and equip yourself and business owners with the knowledge and tools needed to successfully navigate the risks of procuring professional services.

Emily Wehbi, Senior Director, Corporate Strategies - Procurement and Materiel, Treasury Board of Canada Secretariat

Emily recently joined TBS as Senior Director, Corporate Strategies: Procurement and Materiel Management after spending 2 years as Director of the Marine Services and Strategic Initiatives Directorate at PSPC, where she was responsible for a wide range of programs and initiatives related to marine procurement modernization, industry engagement, increasing aboriginal participation in procurement, greening, environmental remediation and ship disposal. Prior to joining the Defence and Marine Procurement Directorate, Emily was Director of the Submissions Directorate in the PSPC Cabinet, where she was responsible for managing and overseeing the department's Treasury Board submissions. Emily has also worked for the Department of Justice, the Department of Canadian Heritage and the Parks Canada Agency.

CONCURRENT SESSION # 31

A, B, C'S OF THE INDUSTRIAL SECURITY PROGRAM

By attending this session, Company Security Officers will be well equipped to understand the intricacies of the Contract Security Program, learn about our modernization initiatives and make informed decisions when engaging in contracts with security requirements. We look forward to your active participation!

Jonathan Joubert, Senior Client Relations Officer, Program Outreach and Governance, Public Services and Procurement Canada

Jonathan Joubert is a Senior Client Relations Officer in the Outreach Division of Public Services and Procurement Canada's Contract Security Program.

In his role, Jonathan is responsible for the communication between our internal and external partners. He is also responsible for the development and presentation of various training and the delivery of products to government officials as well as to industry. He has taught several training sessions regarding the Contract Security Program and represents the industry at trade shows and public events.

Through his 11 years of experience with the program, he handled security screening, analyzed the physical security of companies, offered advice and recommendations to clients at the Client Service Center and currently offers training, on a multitude of complex topics and requirements surrounding the Contract Security Program.

CONCURRENT SESSION # 32

WORKPLACE TRANSFORMATION AND GCSURPLUS

Embark on a journey through the essentials of sustainable workplace transformation with PSPC's GCSurplus and Workplace Transformation Program. Explore effective strategies for seamlessly planning, preparing, and executing major workplace modernization projects, with a dedicated focus on sustainable and practical solutions for divesting surplus furniture. Acquire actionable insights to ensure successful transitions and enjoy a streamlined exploration of sustainable workplace evolution. Join us for a dynamic and informative session!

Julia Caughey, Senior Project Leader, GCSurplus, Public Services and Procurement Canada

Julia Caughey is a seasoned public servant with over 15 years of experience in corporate and operational services. For more than a decade, she has specialized in surplus asset management and divestment, actively contributing to impactful programs aligned with Canada's socio-economic and environmental goals.

Throughout her career, she has demonstrated a steadfast commitment to strategic planning, stakeholder engagement, and fostering positive work environments. Currently, she leads major projects and communications at GCSurplus under PSPC, focusing on cultivating authentic stakeholder relationships and driving sustainable efficiency enhancements, particularly in the dynamic realm of materiel management and divestiture.

Eric Lachance, Manager, Decommissioning Team, Public Services and Procurement Canada

Eric has been working for PSPC Real Property since 2007, he has 5 years of experience in Property Management and 12 years in Project Management. He has been working for Major Crown Projects / National Capital Area Project Delivery since 2012.

NETWORKING SESSION # 33

SPEED INTERVIEW SIMULATION

Got an interview coming up? Want to tackle interview questions like a pro or brush up on your interview skills? Participate in an Interview Simulation that will boost your confidence and sharpen your skills! This career development opportunity is aimed towards procurement officers at the PG-01 through PG-04 level, who are looking to improve their interview skills. Participants will receive constructive feedback on-the-spot from experienced procurement and materiel management hiring managers.

Kate Fahey, Procurement and Contracting Manager, Canadian Food Inspection Agency

Kate holds over 17 years of procurement and contracting experience in the federal government. Her career kicked-off working on the Leopard 2 Tank Replacement Project with the Department of National Defence (DND). She continued to work at DND for the next 15 years, specializing in the procurement of services and military combat support equipment. In 2021, she joined the Canadian Food Inspection Agency as the procurement and contracting manager responsible for procurement policy and procedures, training, reporting and compliance.

As a manager who worked her way up from the PG-02 to PG-06 level, she has participated in numerous interviews over the years, both as a candidate and as a hiring manager. She thoroughly enjoys supporting and coaching her team members through the PG competition process and has organized several interview preparation sessions and mock interviews for her colleagues over the years.

CONCURRENT SESSION # 34

IMPROVING SERVICES PROCUREMENT TRANSPARENCY AND STEWARDSHIP

Public sector organizations often procure services and contract workforce based on project or operational needs. Recent trends in hiring practices have shown a steep increase in procurement of contractual employees and services instead of permanent employment and inhouse end to end projects. While these are an essential component of organizational performance and can significantly improve organizational efficiency, government departments have struggled to navigate the process, people, and performance complexities associated with services and contingent workforce procurement. This session will explore how cloud-based procurement solutions, combined with procurement best practices, and proven execution models are helping organizations transform services and contingent workforce procurement, making it more transparent, efficient, and effective.

Judy Wichers, Director Client Services, Infosys Public Services

With over 25 years of experience in the ever-evolving realm of Information Technology, Judy's career spans across diverse landscapes, from small Professional Services firms to global giants like Infosys. Her expertise shines particularly bright in navigating the intricate ecosystem of the Canadian Federal Government, where she has honed her skills in understanding the complex procurement processes that govern the nation's initiatives.

Judy's commitment to excellence, coupled with her deep understanding of the IT industry and government operations, makes her a trusted advisor.

Madhura Salunke, Lead Consultant eProcurement , Infosys Public Services

Madhura Salunke is an accomplished Lead Consultant specializing in electronic procurement. With 8+ years of experience in the field, she has honed her expertise in optimizing procurement processes, streamlining supply chains, and driving cost-effective solutions for organizations. Professional Background:

- **Supply Chain Strategist:** Madhura has successfully implemented cutting-edge systems for both public and private sector clients across North America. Her ability to integrate technology seamlessly into procurement workflows has resulted in significant cost savings and improved efficiency.
- **Process Improvement:** Madhura's passion lies in process optimization. She has led cross-functional teams to revamp procurement procedures, reducing cycle times and enhancing overall productivity.
- **Strategic Sourcing:** Madhura excels in strategic sourcing initiatives. She has been part of complex RFP processes, evaluated vendor proposals, and facilitated data-driven decision-making to secure the best value for her clients.

Amal Kuriakose, Program Manager, Infosys Public Services

Amal is a supply chain management professional with 14+ years of experience in diverse domains such as Banking, Retail, Pharmaceutical, and Public Sector. He played a key role in the implementation of Public Services and Procurement Canada's EPS Program. Amal holds two SAP certifications, SAP Ariba Procurement – Application Associate and SAP Fieldglass Services – Certified Associate. With his expertise in leveraging SAP Procurement tools, he excels in implementing efficient procurement practices.

CONCURRENT SESSION # 35

RECYCLING AND SERVICE CONTRACTS (FILLING IN THE DIVESTMENT GAP)

Federal departments, agencies, and Crown corporations have a regular stream of surplus materiel that must be divested. Some of these assets can become surplus regularly with divestment occurring multiple times a year. GCSurplus offers departmental partners the ability to use period contracts to divest of some of these assets.

This course provides the materiel management community—beginners and experienced practitioners—with concrete examples of when period contracts might be helpful in divestment strategies. Course participants will broaden their understanding of innovative divestment approaches related to these as well as enhance their knowledge related to new service offerings from GCSurplus where service gaps may exist.

Dave Gosselin, Team Leader, GCSurplus, Public Services and Procurement Canada

Dave Gosselin joined the Canadian Armed Forces in January 1997 as Supply Technician (now called Material Management Technician). He had the pleasure of serving with the Royal Canadian Navy, the Canadian Army, the Royal Canadian Air Force and the Special Forces. He also deployed on many occasions overseas. His last position before his retirement was as the 25 Canadian Forces Supply Depot Sergeant-Major in January 2022. He joined the Public Service at the same time and has been working with GC Surplus as Team Leader for Quebec region since May 2022.

Chantal Akeson, Manager, Business Management Division, GCSurplus, Public Services and Procurement Canada

Chantal Akeson is the Business Management Division manager at GCSurplus. She has more than 20 years' experience managing in the Government of Canada. As a member

of Public Services and Procurement Canada's GCSurplus team, she is responsible for the development of divestment policies, donations, transfers, communications, finance and human resources.

A strong proponent of the second-hand economy, Chantal is a passionate public servant who strives to help government colleagues find divestment solutions while considering environmental goals. She sees divestment as an opportunity for organizations and businesses to divert surplus assets from landfills while providing overall best value to Canadians.

CONCURRENT SESSION # 36

INVESTING IN PEOPLE FIRST: THE BENEFITS OF HAVING A DEDICATED OUTREACH AND PROCUREMENT COMMUNITY DEVELOPMENT TEAM

The presentation will describe the role of ECCC's newly created Outreach and Procurement Community Development team. It will highlight the advantages of having such a client training and community development focused team, in relation to the new Directive on the Management of procurement (such as workforce capacity, collaboration between contracting authorities and business owners, identifying and addressing the department's needs with respect to the necessary competencies, capacity and professional development in procurement management) , the Procurement Management Framework (including service delivery, continuous learning and innovation, workforce capacity) and an opportunity to increase knowledge on the Government of Canada's procurement priorities (socio-economic considerations, indigenous procurement, etc) . It will demonstrate the qualitative and quantitative results achieved since the creation of the group to show how such a function can help departments in their continued efforts to improve client relations and procurement knowledge and competence.

Josee St-Georges, Senior Manager, Outreach and Procurement Community Development, Environment and Climate Change Canada

Josée St-Georges started her career in the public service with the former Canadian International Development Agency (CIDA), newly named Global Affairs Canada, as a Procurement Officer. She has cumulated 16 years of experience in procurement both on the operations side and for the past 10 years in a procurement policy function. She has joined Environment and Climate Change Canada in 2022 and is now Senior Manager responsible for the Outreach and Procurement Community Development team. She has a passion for finding creative ways to make procurement-related subjects interesting and engaging for clients and procurement officers alike.

CONCURRENT SESSION # 37

PRACTICAL EXAMPLES AND BEST PRACTICES IN INDIGENOUS PARTICIPATION PLANS FOR CONSTRUCTION SERVICES

In this session we will explore the essential elements of an Indigenous Participation Plan (IPP) in the context of construction contracting and identify strategies for, and the benefits of, early engagement. We'll look at ways to structure criteria and the procurement process to ensure opportunities for Indigenous partners and rights holders are maximized. This includes strategies for weighting and rating criteria and setting up a basis of selection that

maintains transparency while incenting meaningful Indigenous participation. We will discuss contractual enforcement mechanisms used to ensure IPP commitments are honored and discuss contract management techniques required to support effective IPP management.

Rebecca Chen, A/Manager, Real Property Contracting, Procurement, Grants and Contributions Branch (PGCB), Parks Canada

Rebecca Chen holds a Bachelor of Commerce from the University of Calgary and has 7 years of experience in real property contracting, including construction, architectural, and engineering contracting. She works closely with her clients to achieve meaningful Indigenous procurement, actively participating in engagement meetings with Indigenous groups and helping her clients research local Indigenous capacity. Rebecca is always eager to learn about innovative and creative ways to incorporate Social Procurement. Currently serving as a senior advisor at Parks Canada, she plays a pivotal role in overseeing and advising on procurement strategies and processes, with a focus on promoting Indigenous participation and economic development. Her extensive experience and commitment to procurement make her a valuable asset in the field of federal government procurement.

CONCURRENT SESSION # 38

YOU WANTED A RFI ... BUT ISSUED A RFBUI. WHY ARE RESPONSES BARELY USEFUL?

Useful industry input is critical to any competitive procurement process, yet many procurement officers will describe their RFI outcome as a Request For Barely Useful Information (RFBUI). Did your RFI lead to useful edits to your Statement of Work? Did your RFI lead to useful feedback on your evaluation criteria? Did your RFI lead to a short list of suppliers who actually ended up submitting a proposal? If it didn't ... maybe I can help convert your RFBUI in a useful RFI.

Martin Chénier, Procurement Strategist, President, Procurement Alliance of Canada

Passionate about public sector procurement and driven by the Customer Service Experience, Martin is an award-winning business and people manager who spent the last two decades helping Industry and the Federal Government buy and sell professional services.

Martin is the President and Founder of The Procurement Alliance of Canada; a subscription-based service providing practical resources, webinars, advisory services, and self-directed learning material to public sector procurement professionals, their clients, and suppliers.

Earlier in his career, Martin served two mandates as National Chair of Government Relations for the \$15B Industry Association of Staffing Services; he was a Forty Under 40 recipient in 2008; winner of the Consumer's Choice Award for Best Staffing Agency in Ottawa Gatineau; and Branch Manager of the Year for Outstanding Achievement and Service Excellence.

He provides procurement advisory, mentoring, and training services to Federal Government Departments and is an active Industry representative on various Government committees and working groups.

His speaking engagements focus on the “eye opener” experience of working alongside suppliers, clients, and public sector procurement folks with a goal of creating an optimal procurement experience.

QUESTIONS AND ANSWERS SESSION # 39 ASK US ANYTHING ON WORKING IN REGIONS!

Have you ever wondered what it’s like to work in a Regional Office? Thinking of an Assignment? We have four regional experts ready to answer your questions and give you their best advice!

Moderator:

- Caroline Landry, Executive Director, Strategic Policy Sector, Procurement Branch, Public Services and Procurement Canada

Panelists:

- Marie-Claude Marcoux, Regional Manager Quebec-Atlantic regions, GCSurplus Receiver General and Pension Branch, Public Services and Procurement Canada
- Kathryn Chan, Regional Manager, Materiel and Procurement Services, Fisheries and Oceans Canada
- Andrew MacFarlane, Procurement Specialist, Professional Training and Development, Public Services and Procurement Canada
- Sandra Leslie, Supply Team Leader, Ontario Region, Public Services and Procurement Canada

Caroline Landry, Executive Director, Strategic Policy Sector, Procurement Branch, Public Services and Procurement Canada

Caroline Landry is a member of the CIPMM Board of Directors as well as the Chair of the CIPMM Mentorship Program. For her day job, Caroline is an Executive Director in the Strategic Policy Sector within the Procurement Branch at PSPC. She has over 24 years’ experience in the Government of Canada, with the last 16 years in various leadership roles in Procurement. She is passionate about all things procurement and is a strong advocate for our Procurement and Material Management Community.

Marie-Claude Marcoux, Regional Manager Quebec-Atlantic regions, GCSurplus Receiver General and Pension Branch, Public Services and Procurement Canada

Marie-Claude Marcoux is the regional manager of GCSurplus for the Quebec and Atlantic regions. She completed her post-secondary studies in chemistry-biology and completed a B.A. in administration at HEC de Montréal. Marie-Claude has more than 15 years of experience in the private sector, particularly in finance and administration. She also has more than 12 years of experience in the federal public service where she worked for the Department of National Defense and for the Department of Public Services and

Procurement Canada, notably at GCSurplus. During the pandemic, she helped support the Public Health Agency of Canada's COVID-19 relief team. Marie-Claude has extensive experience in material management including the divestment of departmental assets and seized or confiscated assets. She is a new member of the CIPMM regional committee as the Quebec representative since fall 2023. She is passionate about her work with client departments and Canadian buyers as she contributes to understanding how responsible asset disposal promotes better environmental practices.

Kathryn Chan, Regional Manager, Materiel and Procurement Services, Fisheries and Oceans Canada

Kathryn Chan has worked with the Department of Fisheries and Oceans Canada for the past 19 years. She is the Regional Manager for Materiel and Procurement Services Pacific Region DFO. Prior to joining the team in 2017, Kathryn spent 12 years working with the Small Craft Harbours (SCH) program. Known as “The Fixer”, Kathryn enjoyed working with the Engineers and SCH Management team to tackle any challenges in Finance, Procurement and Asset Management. Kathryn currently oversees a dream team of Regional Asset Officers, including the Regional Vehicle Fleet Manager, dedicated to ensuring sound stewardship over government assets across the Pacific Region. Work in Progress (WIP), disposals of surplus assets, new asset additions and departmental fleet are just a few of the many areas of Materiel Management she is ready and willing to provide advice and guidance on.

Andrew MacFarlane, Procurement Specialist, Professional Training and Development, Public Services and Procurement Canada

Andrew MacFarlane is an experienced procurement professional with a comprehensive background in corporate insurance and public sector procurement. From 2007 to 2018, Andrew worked as a Corporate Life and Health Insurance Broker in Alberta, where he managed the procurement of health and dental service contracts for hundreds of individuals across dozens of employers. His role involved navigating complex procurement processes, conducting extensive market research, developing and issuing RFPs, evaluating proposals, and managing contracts. During this time, he honed his procurement skills, developing tailored solutions to meet the diverse needs of his clients. Since 2011, Andrew has also served as a reserve officer in the Canadian Armed Forces, where he has held multiple roles, including Finance Officer, Food Services Officer, Logistics Officer, and Warehouse Manager. In these capacities, he has demonstrated expertise in material management, procurement, and leadership. His commitment to continuous learning is evident through his completion of various leadership and senior instructor courses.

In 2021, Andrew transitioned to Public Services and Procurement Canada (PSPC), beginning as a Procurement Officer and then advancing to a Procurement Specialist. Now, he serves as a Procurement Team Leader, demonstrating his exceptional capabilities in the field. He has managed contracts and developed procurement strategies for a wide range of goods, services, and construction projects in the Atlantic Region. His strategic oversight included developing and implementing multi-million-dollar, multi-year Regional Master Standing Offers (RMSOs) and Supply Arrangements (RMSAs) for various client departments such as DND, CSC, and DFO (CCG). Andrew's leadership in

this role resulted in significant cost savings and efficiency improvements, showcasing his ability to drive procurement excellence. Currently, Andrew leads a diverse team in the Professional Training and Development Division, focusing on advancing procurement capabilities through targeted training initiatives. His team delivers the "Procurement at a Glance" training program, which equips new procurement officers with the skills needed to meet federal government standards.

Sandra Leslie, Supply Team Leader, Ontario Region, Public Services and Procurement Canada

Sandra Leslie has been working in the Federal Government for over 16 years. She worked in several federal departments, including Natural Resources Canada, Employment and Social Development Canada, and Immigration, Refugees and Citizenship Canada.

While working in the Federal Government, she had the privilege to meet and work with some great people, which has enabled her to learn new perspectives. With these new perspectives, she has enhanced her leadership and thinking things through skills. In 2021, Sandra got appointed to the Supply Team Leader, Client engagement role at PSPC Ontario Region's Procurement Directorate, where she is currently working.

Sandra holds a Professional Designation in Supply Chain Management Professional (SCMP) with Supply Chain Canada.

CONCURRENT SESSION # 40

HOW BAD CAN IT GET? REMEDIES AVAILABLE TO COMPLAINING BIDDERS

There are a host of remedies available to a bidder protesting a procurement process, and they depend on whether the bidder brings its grievances to the CITT, the Federal Court or a provincial superior court. The speakers will discuss the various different remedies available depending on which tribunal or court hears the bidder's complaint and what factors would affect which remedy might be more likely in different scenarios.

Elinor Hart, General Counsel, The Justice Canada Centre of Expertise in Procurement Law (COEPL)

Elinor Hart is a General Counsel with the Centre of Expertise in Procurement Law (COEPL). She was called to the Bar of British Columbia in 1997 and to the Law Society of Upper Canada in 2001. She holds degrees in history (Queen's University) and law (University of Victoria). Elinor was in private practice in Vancouver, BC before she joined PSPC & SSC Legal Services in 2001.

Aaron King, Counsel, The Justice Canada Centre of Expertise in Procurement Law (COEPL)

Aaron King is Counsel with the Department of Justice Centre of Expertise in Procurement Law (COEPL). He was called to the Bar of Ontario in 2019. He holds a degree in Legal Studies (Carleton University) and Law (University of Ottawa). Aaron was in private practice in Ottawa before joining PSPC & SSC Legal Services in 2022.

CONCURRENT SESSION # 41

CORCAN - THE STORY BEHIND THE WALLS

Do you know what type of employment training is available to offenders in federal penitentiaries? Some of you may have knowledge of CORCAN products and services, as well as the ease of government departments procuring from CORCAN; however, we invite you to join this session to learn more about how CORCAN is assisting offenders in their rehabilitation – the story behind the walls.

Kevin Arsenault, Senior Director, Operations, CORCAN, Correctional Services Canada

Kevin started his career with the Public Service at CORCAN (Correctional Service Canada) in 2007 in Moncton, NB as a Financial Officer. He occupied several financial positions with CORCAN in the Atlantic Region before moving to Ottawa in 2016. Kevin later took on the role of Director, Manufacturing for two and a half years, before accepting a deployment to the Director, Security Operations position (which he occupied for two years). Since September 2021, he has occupied the position of Senior Director, Operations with CORCAN.

Paul Harvey, Director Textiles and Services, CORCAN, Correctional Services Canada

Paul began his career with the Correctional Service of Canada (CSC) in 2000. He has worked in several frontline operational roles as Corrections officer, Parole Officer, Intelligence Officer, Project Officer in Security, Regional Administrator Intelligence, and Assistant Warden Operations at various institutions in the Quebec region. In 2017, Paul began working with CORCAN as regional manager of Operations and finally in 2019, became Director of Textiles and Services CORCAN. Paul enjoys the challenge presented by the designation of CORCAN as a Special Operating Agency (SOA) operating within a correctional environment.

CONCURRENT SESSION # 42

HOW TO GET STUFF DONE IN THIS BUSY AND CRAZY WORLD!

Let's explore productivity tips tailored for the fast-paced world we live in. In this busy, often overwhelming life, finding balance and boosting productivity is not just a choice, but a necessity. Whether you're a professional, student, or entrepreneur, the strategies we'll explore are designed to enhance your work and personal life. We will delve into practical techniques, from effective time management to stress reduction, fostering work-life balance, and enhancing focus. These are not just theoretical ideas; they are actionable tools that have proven transformative in countless lives. Active participation is encouraged; let's engage, learn, and apply these insights to lead more productive, fulfilling lives.

Al Garlinski, President, Garlinski Training & Consulting

Al Garlinski is owner of Garlinski Training & Consulting. He is currently a faculty member for the University of Winnipeg and Supply Chain Canada, where he teaches Supply Chain Management, Negotiations, Risk Management and Communications. He is a retired public servant after spending 35 years with procurement for Public Services Procurement

Canada (PSPC). He was awarded the PSPC National Award of Excellence for Outstanding Career in 2022 and has been the recipient of the “Mentor of the Year” award from the University of Alberta School of Business program. He earned his professional designation in Supply Chain Management with Supply Chain Canada and was awarded the prestigious Fellowship designation for his lifetime commitment with teaching, coaching and mentoring. He also has a professional designation with the Institute of Supply Management. Al is a tireless animal rescue advocate, and founder of IRun4rescue, a running team committed to making a difference in the lives of animals.

CONCURRENT SESSION # 43

LESSONS LEARNED AND THE EVOLUTION OF CYNETS AGILE AND INNOVATIVE PROCUREMENT VEHICLES

Since its inception in 2011, SSC has been involved with many innovative and collaborative procurements. Building on this experience, SSC started its formal Agile procurement journey in 2017, and the Cyber Security, Networks and Satellites (CyNet) procurement teams began creating their agile vehicles for strategic commodity groups. The Network Solutions Supply Chain (NSSC), Local Internet Access Service (LIAS), and the Cyber Security Procurement Vehicle (CSPV) have allowed SSC to provide a high level of client service to their Partners, while also working collaboratively with industry.

Fast forward to today, these agile vehicles continue to evolve based on lessons learned gleaned from the past years of operations, as well as the need for CyNet to recompetete and refresh these innovative methods of supply. This session will be engaging and interesting, and hopefully leave the procurement officer with some meaningful takeaways related to how they can innovate and adapt in their own procurement portfolio.

Gary Cooper, Procurement Manager, Cyber Security, Networks and Telecom (CyNET), Shared Services Canada

Gary Cooper has been working in the field procurement within the Government of Canada since May 2006. He’s had the privilege to work on many interesting, challenging, and complex procurements, as well as work with many great people over his 18-year career that has taken him from DND, to PSPC, and now to SSC where he’s worked since 2014. More recently, Gary and his team created and launched SSC’s first agile procurement, the Cyber Security Procurement Vehicle (CSPV) in May 2019, which now is 5 years old and has pre-qualified over 160 vendors in SSCs Secure Supplier Eco-system. Committed to lifelong learning, Gary is continuing continually trying to gain efficiencies within the procurement process, to offer SSC and its partners the best experience possible.

CONCURRENT SESSION # 44

HOW TO GREEN AND DIVERSIFY YOUR SUPPLY CHAIN: USE CASES FROM CBC/RADIO-CANADA IMPLEMENTATION

How to develop a sustainable procurement initiative that will green and diversify its operations and supply chain in an efficient and strategic manner?

CBC/Radio-Canada presents its sustainable procurement initiative launched in August 2023. An analysis of the results and lessons learned will help guide organizations on the

most effective sustainable strategies. This presentation aims to positively influence organizations and suggest the implementation of collective actions necessary for the diversification and greening of supply chains.

Tips and tricks will be presented to facilitate the integration of social and environmental criteria as well as the development of tools necessary for successful implementation!

Annick Champoux, ESG Procurement Advisor, CBC Radio Canada

Annick Champoux places sustainability at the heart of her professional and personal life. She joined CBC/Radio-Canada in 2022 after more than 16 years of working with the Government of Canada in the area of sustainable procurement. As the Environmental, Social, and Governance (ESG) Procurement Program Advisor, Annick helps the organization achieve its environmental goals by promoting environmentally sustainable products, services and suppliers. Annick strives to have a positive impact on communities by promoting a more accessible, inclusive and diversified supply chain.

NETWORKING SESSION # 45

ASK US ANYTHING ON INDIGENOUS PROCUREMENT!

Prepare your questions that are of interest to you and join us for a facilitated chat about Indigenous Procurement!

Tim Dymond, Manager, Engagement and Consultation, TIPS, Indigenous Services Canada

Tim works in the Transformative Indigenous Procurement Strategy Directorate at Indigenous Services Canada where he manages the Procurement Strategy for Indigenous Business and the Indigenous Business Directory. He provides policy advice and guidance to the procurement community, as well as supports and educates Indigenous business owners looking to sell their goods and services to the Government of Canada. Prior to working with Indigenous Services Canada, Tim was with Public Services and Procurement Canada where he was focused on the development of standard templates and tools for contracting officers to include in their solicitations to increase the representation of Indigenous businesses and Peoples in federal procurement. He also led the implementation of the Nunavut Directive, providing support to contracting authorities working on procurement files in Nunavut and other Modern Treaty areas. Tim is a veteran of the Canadian Forces, holds a Bachelor of Arts in Economics and a Masters of Public Administration from the University of Manitoba.

Krystal Maloney, Senior Program Manager, Transformative Indigenous Procurement Strategy, Indigenous Services Canada

Krystal Maloney joined the newly established Transformative Indigenous Procurement Strategy (TIPS) team at Indigenous Services Canada (ISC) in April 2022. She has been a public servant since 2005 and most of her career has been spent in the Public Safety portfolio in corporate services, specifically procurement operations and strategies. Krystal is currently supporting engagement and consultation activities relating to the transformation of Indigenous procurement within the Canadian Federal Government.

Anthony Tiet, Procurement Team Leader, Regional Strategies and Special Projects, Public Services and Procurement Canada

Anthony Tiet is the Procurement Team Leader of the Regional Strategies and Special Projects team in Western Region, Public Services and Procurement Canada (PSPC). In this role, Anthony develops and reviews standard procurement templates, guides, and resources that contracting officers use in solicitations that include Indigenous considerations. Additionally, Anthony supports the development and execution of Nunavut procurement operations, tracking and reporting on results, and ensuring the Nunavut Directive is communicated and applied consistently. Anthony also provides support to contracting officers and other federal departments to ensure Modern Treaty obligations and government Indigenous policies are met. Anthony holds a Bachelor of Commerce in Supply Chain Management from MacEwan University and a Master of Business Administration in Sustainable Commerce from the University of Guelph.

KEYNOTE # 46

BRING YOUR 'A' GAME TO WORK & LIFE!

If you have ever been tired, overwhelmed, stressed and it's not even lunch time yet, you will need to hear this presentation. Stephanie has burnt out and bounced back and she knows firsthand that we can only do good if we feel good and we can only feel good if we are willing to look at our lives beyond our work. Journey on this high energy, no holds barred presentation as Stephanie peels the layers back and exposes not only what you need to do to achieve uncommon success in your life and livelihood but how to do it!

Stephanie Staples, Wellness Expert – Helping Busy Professionals Revitalize Their Work & Life

Stephanie Staples is a master motivator who criss-crossed the country inspiring busy professionals to find more time, energy & motivation to sustainably improve their quality of life. Thanks to COVID, she's been Zooming around the continent helping to revitalize exasperated professionals!

She is the author of four books and is featured in print globally sharing her unique take on success, and her message that redefines the typical approach to wellness. She is also a 'Specialized psycho-social employee-wellness & workplace-health services consultant' for Health Canada and a professional MC (Emcee/Master of Ceremonies)! For over 5 years she hosted/produced momondays Winnipeg (Motivational Mondays), a super-fun and uplifting evening that brought hundreds of people together every month for ideas, insight and inspiration.

As a Healthcare consultant, she works with everyone from front line staff to physicians to the CEO's, to help them grow themselves strong and serve their patients and colleagues with excellence. In 2013 she received the Spirit of CAPS Mb. award for demonstrating the spirit of sharing, leading and inspiring others and possessing the qualities of generosity, spirit, professionalism and reflected outstanding credit, respect, honour and admiration in her Chapter & community.

For over 8 years Stephanie has produced and hosted her own weekly broadcast radio show on Corus Entertainment called Your Life, Unlimited where she shares cutting edge success principles, interviews experts and helps her listeners become happier and healthier.

Her present career is influenced by her eclectic background of nursing, fitness, business and communications and her passion for personal growth. She has founded three businesses and was awarded the 'Contribution to Community' Manitoba Woman Entrepreneur of the Year in 2014.

Delivering authenticity, humour and heart, Stephanie will re-inspire, re-engage and refuel people through her high-energy and high impact keynotes.

CONCURRENT SESSION # 47

HOW TO BUY FOR MATERIEL MANAGEMENT SUCCESS?

In this session we will cover some of the key considerations during the procurement process to help ensure materiel management success.

Bronwynn Guymer, Section Head, SMPP 7, Materiel Policy and Procedures, Department of National Defence

Bronwynn Guymer, a 28-year veteran of the Canadian Armed Forces, is currently the Senior Policy Analyst for Materiel Management in DND and the CAF. She has extensive Materiel Management experience from operational front-line units up to corporate oversight and coordination. She has completed the Certified Supply Chain Transformation Architect Training, is certified in Supply Chain Operations Reference Model and has led multiple change initiatives within DND.

Mike Rainville, Manager, Planning & Accounting, Uniform & Equipment Program, Royal Canadian Mounted Police

Mike started his career in the Federal Public Service in 2008 as a warehouse technician in the RCMP's Uniform & Equipment Program. He then moved to a client services representative role and also worked within the Program's Design & Technical Authority Section. In 2011, Mike began to take a particular interest in the procurement and material management aspects of UEP and worked closely with the Planning & Accounting Section manager prior to her retirement. After successfully winning the competition for the position, Mike has continued in this critical role which includes material forecasting for all RCMP uniform supplied by UEP, managing the Program's budget, initiating requisitions for competitive solicitations and engaging in low dollar value purchases for both operations & maintenance and uniform. Additionally, Mike has worked intimately across multiple modules with the RCMP's instance of SAP, TEAM, and gained extensive knowledge in material management.

Jean-Daniel Bourret, Director, Materiel Management, Fisheries and Oceans Canada

Jean-Daniel has been working in the field of Procurement and Materiel Management at the federal government since 2003. Working in multiple departments, Jean-Daniel contributed to a variety of projects and initiatives such as the International Polar Year,

H1N1 pandemic response, contaminated sites remediation, and Centre Block rehabilitation. Jean-Daniel is currently the Director of Materiel Management at Fisheries and Oceans where he supported Big Bar landslide response, greening of the vehicle fleet and bringing innovative approaches to Procurement and Materiel Management functions. He has been in executive positions for the past 12 years, managing teams of up to 100 employees across Canada. Jean-Daniel has a bachelor in Business Administration from Laval university, with a minor in operations and logistic. He holds the Supply Chain Management Professional (SCMP) and Certified Federal Specialist in Procurement (CFSP) designations.

CONCURRENT SESSION # 48

ACHIEVING VALUE FOR MONEY IN SINGLE SUPPLIER SCENARIOS

In this presentation, Drew Schlosser of Commerce Decisions will break down the different single supplier scenarios and will provide a model for evaluation that will work to not only achieve Value for Money but demonstrate it with a clear audit trail.

Drew Schlosser, Deputy Professional Services Director, Commerce Decisions

procurement of a number of strategic projects, including the Canadian Surface Combatant. Since joining Commerce Decisions in 2019, Drew has provided thought leadership and expert advice to several multi-billion-dollar DND projects as well as training and evaluation design support to smaller projects in Defence, PSPC, and Crown Corporations. As Deputy Professional Services Director, he is responsible for leading Service Delivery across our global hubs in Ottawa, Canberra Australia, and Oxfordshire UK.

Danielle Moore, Senior Procurement Consultant, Commerce Decisions Canada Ltd.

Danielle Moore is a Senior Procurement Consultant who resides in Stittsville, ON. She came to Commerce Decisions after a 31-year career with the Royal Canadian Navy where she started on the West Coast serving on the HMCS OTTAWA frigate and HMCS ALGONQUIN destroyer. She served in Portsmouth, UK as a Trials officer for new communication, navigation, and command and control systems. And has spent the last 12 years working in Gatineau as the project manager for several key in-service support projects. She oversaw teams progressing high value replacement and acquisition projects on both the marine and weapon system side of the house and served as the Supportability lead on the Canadian Surface Combatant project. Since joining Commerce Decisions in 2021, she has worked with FAcT, STTC, VISSC 2, and the LUV projects helping them to develop their Bid Tender evaluation as well as provided training to procurement team members in Canada.

CONCURRENT SESSION # 49

PROCUREMENT MODERNIZATION IN GOVERNMENT: REALIZING VALUE THROUGH RESPONSIBLE, ACCELERATED OUTCOMES-BASED PROCUREMENT

In this presentation, we'll explore the key role Procurement can play in achieving the government's most strategic mandates and priorities. Procurement policy has resulted in a focus on process and risk management, and there is a significant opportunity to place a focus on value front and centre.

The ever-increasing emphasis on better spend management and effective management of a contingent workforce has elevated the need for Procurement to be seen as a strategic partner to enable value creation across the government. Procurement modernization initiatives focused on a holistic transformation of the operating model, implementation of strategic sourcing leading practices and effective vendor management present immediate and long-term opportunities to support the government's efforts in this endeavor.

Through engaging case studies and unique perspectives, we'll explore successful approaches governments in Canada and around the globe have employed to transform and create an outcomes-based, value creation-oriented Procurement organization. We'll also discuss implementation of leading practices in contingent workforce and services management for better visibility, higher compliance with policies, and increased ability to meet financial management targets.

Moderator:

- Anubhav Babbar, Federal Supply Chain and Procurement Leader, Senior Manager, Business Consulting, Ernst & Young LLP

Panelists:

- **Paul Glover**, Senior Advisor, Edelman Global Advisory, former Federal Deputy Minister / President of Shared Services Canada;
- **Sandeep Bajaj**, Partner, Digital Supply Chain & Operations, Ernst & Young LLP;
- **Aaron Smith**, Partner, Public Sector and Health Consulting, Ernst & Young LLP

Anubhav Babbar, Federal Supply Chain and Procurement Leader, Senior Manager, Business Consulting, Ernst & Young LLP

Anubhav Babbar is a senior manager in the Business Consulting practice of EY and leads EY's Supply Chain and Procurement transformation work for the federal Government of Canada. He has more than 19 years of experience in business-led, technology-enabled transformations, process improvement and consulting for the public, health and higher education sectors. Anubhav has led technology assessment and large-scale e-Procurement transformation efforts with a focus on Source-to-Pay business process design and improvement. He also has extensive experience in process improvement for areas such as strategic and operational procurement, supplier relationship management, contract life cycle management, buying channel optimization, invoice and payment processing. Currently, Anubhav is leading a large, multi-year Supply Chain risk identification, assessment and mitigation program for the Department of National Defence. Previously, he led large-scale Procurement modernization efforts for the federal Government of Canada and is helping with adoption and enhancement efforts.

Paul Glover, Senior Advisor, Edelman Global Advisory, former Federal Deputy Minister / President of Shared Services Canada

Paul Glover is a Corporate Director, Strategic Advisor, and former senior civil servant. Paul has proven track record for leading or guiding major transformations, IT program delivery, and operations. Since leaving government, Paul has provided strategic counsel

on information technology, cyber, service delivery and major project management as well as helping businesses navigate regulatory issues to clients in a variety of sectors and industry verticals.

From 2018-2022 Paul served as the President and Deputy Minister of Shared Services Canada (SSC), one of the largest IT service providers in Canada, responsible for the delivery of IT security and services to over 150 Government of Canada departments and agencies.

Prior to joining SSC, Paul served as President of the Canadian Food Inspection Agency (CFIA), Canada's regulatory agency dedicated to the safeguarding of food, plants, and animals in Canada. Under his tenure, CFIA simplified and consolidated regulatory regimes while also working to improve food safety and supporting global competitiveness of Canada's agri-food producers.

From 2013-2016, Paul was the Associate Deputy Minister at Health Canada. Paul joined Health Canada in 1994 and served in progressively senior roles which covered a range of policy and regulatory issues including drug pricing and regulation, the legalization and commercialization of cannabis, medical devices, consumer products, as well as the regulation of tobacco, alcohol and controlled substances in addition to environmental health regulations for air, water, chemicals, etc.

A seasoned negotiator both domestically and internationally having served on numerous trade missions, head of delegation and Canadian Representative at international meetings.

Paul's directorships include the Queensway Carleton Hospital, Canada Health Infoway, and The Mental Health Commission of Canada among others. Paul holds an MBA from Queens University, Computer Science from Collège de l'Outaouais and as a Corporate Director maintains his ICD.D Designation.

Sandeep Bajaj, Partner, Digital Supply Chain & Operations, Ernst & Young LLP

Sandeep is a Partner in the Digital Supply Chain & Operations (SC&O) of the EY Canada Consulting practice. He has vast experience in procurement and supply chain transformation. Sandeep has over 20 years consulting and industry experience across a number of sectors, including retail, advanced manufacturing and public sector. Most recently he was head of Strategic Sourcing for Walmart Canada. Prior to joining Walmart, Sandeep was a lead within the EY SC&O practice, with a focus on complex procurement transformation. As a boomerang to EY, Sandeep has a passion for business transformation and creating long-term sustainable value for organizations.

Aaron Smith, Partner, Public Sector and Health Consulting, Ernst & Young LLP

Aaron is a Partner in EY Canada's Government and Public Sector and Health Digital Innovation and Transformation Practice. He has over sixteen years of experience in strategic consulting and transaction advisory. Currently, Aaron leads transformation projects for the federal government of Canada and is also responsible for driving our

ServiceNow capabilities within the federal government. Prior to joining EY, Aaron was the Program Director for Innovation at The Hospital for Sick Children (SickKids) in Toronto, where he was responsible for building a culture of innovation organization wide and identifying and pursuing the development of new service models, business models, and process innovations. His experience includes strategy development, performance management and measurement, technology transformation, innovation program management, investment case development, financial modeling, M&A and commercial venture planning.

CONCURRENT SESSION # 50 HOW TO SAVE THE PLANET BY MARCH 31ST

Net zero. Clean Technology. Sustainable materials. Circular Economy. The role of the Green and Clean Technology Procurement team at Public Services and Procurement Canada is to support contracting officers in demystifying these concepts, and in including and improving environmental considerations in your procurements. Our mission is to provide you with technical and policy interpretation, advice and training, and develop and update tools and guidance to make green procurement easier for you and your clients. Through this presentation and the question and answer session that follows, members of the team will provide an update on new policy and tools available, and using recent examples provide tips and tricks on how to green your procurements, balance environmental with other socio-economic considerations, and help you become green procurement superheroes. BOYC (Bring your own cape).

Dr. Julian Cleary, Senior Policy Analyst, Green and Clean Technology Procurement Technical Team, Public Services and Procurement Canada

Julian Cleary is a Senior Policy Analyst and Manager of the Low-Carbon Procurement Project in the Green and Clean Technology Procurement Team at Public Services and Procurement Canada. He has a Ph.D. from the University of Toronto and is an expert in life cycle assessment.

Jennifer Legere, Senior Policy Analyst, Strategic Policy Sector, Public Services and Procurement Canada

Jen Legere is a Senior Policy Analyst in the Green and Clean Technology Procurement Technical Team in Public Services and Procurement Canada Acquisitions Program's Strategic Policy Sector. She holds a BSc in Marine Biology and Environmental Science, an MSc. in Biology and a certificate in teaching and learning, all from Dalhousie University. She started her career in the Federal government in the Acquisitions Program Intern Officer (IO) Program and has worked in both operational procurement and procurement policy at PSPC, RCMP and Environment and Climate Change Canada where she led the Strategic Procurement and Governance team.

CONCURRENT SESSION # 51 ALL ABOARD FOR THE ONBOARDING TRAIN-ING AT THE SCHOOL OF PROCUREMENT AT PSPC AND THE PROCUREMENT AT A GLANCE

This Session will be presented by the Western Region Trainer of PSPC Procurement and The Procurement Training and Development Division (PTDD) Trainer and Manager.

The Western Region Trainer of PSPC will take you through how the School of Procurement (SOP) was formed and what is provided to successfully onboard new employees, train and equip them to transition to their business lines as well as train the existing employees on topics based on Request or Gaps or competencies.

The Western Region School of Procurement (SOP) is a major component of the Western Region Procurement Branch's human resources recruitment and development strategy. Its primary objective is to develop and provide new and existing Procurement Branch employees with the necessary skills, knowledge, competencies, and experience to plan, negotiate, and administer contracts for various goods and services on behalf of Public Services Procurement Canada (PSPC). In addition, the SOP provides training for all Procurement staff based on a continual review of regional gap analysis among staff. SOP strengthens the capacity of the organization to ensure quality contracting services to the Government of Canada.

The Procurement Training and Development Division (PTDD) will also be talking about their new onboarding program "The Procurement at a Glance".

Pam MacIsaac, Procurement Team Leader, Procurement Branch, Western Region, Public Services and Procurement Canada

Pam MacIsaac started her career with the Federal Government in 2001. Her Career includes valuable experiences in department such as Natural Resources Canada and Agriculture and Agrifood Canada but the majority of time was spent with Public Services and Procurement Canada. Pam was a former Procurement Team Leader for the Goods and Services team in Western Region then transitioned to becoming a Western Region Trainer for the School of Procurement in 2021.

Christie Maki, Procurement Specialist, Professional Training and Development, Public Services and Procurement Canada

Christie Maki, a seasoned procurement professional, brings over ten years of dedicated service at PSPC to her role as Lead Trainer within the Professional Training and Development Division. With a wealth of hands-on experience from her tenure in the Western Region, Christie crafts and conducts training programs tailored to the distinct challenges faced by PSPC procurement staff. Her sessions are enriched by practical insights and real-world knowledge, enabling participants to delve deeper into the principles and practices of procurement. Christie's unwavering commitment to training highlights her dedication to nurturing the growth of fellow procurement professionals, a field she passionately loves to teach.

Annie Fournier, Procurement Manager, Professional Training and Development, Public Services and Procurement Canada

Annie Fournier, a former teacher and long-time procurement professional, has been the manager of the Professional Training and Development Division at PSPC for the last two years. She began her career in the public service in 2001 and built a career rich in experiences in several departments and agencies before joining Public Services and Procurement Canada in 2014. Annie's team is charged with the creation and implementation of training programs for the PG community at PSPC. Under her

leadership, her team has put together several new initiatives to guide procurement officers through the complexities inherent to the procurement process. Known for her meticulous attention to detail and a profound desire to support her colleagues, Annie continually strives to provide invaluable resources that help them thrive in a dynamic environment.

CONCURRENT SESSION # 52

GREEN PROCUREMENT: MOVING TO CIRCULARITY IN TIRES

As green procurement takes share within the Government of Canada and Industry, circularity has taken center stage along with GHG reductions to create a "preferred purchase" opportunity. While tires remains a reluctant purchase, the impact to our environment in terms of waste and GHG is large, often hidden by the idea that we recycle tires. And while recycling is good, it is not the best use in retaining the value of the material.

This presentation is to demonstrate the 3 levels of circularity in tire value retention, showing the highest level of green procurement consideration compared to the current solutions and famed within the Industry challenges of supply and demand.

Objective: The audience will leave with a strong example of circularity and GHG reduction, giving light to the importance of this reluctant purchase, in addition to understanding how tires fits into Green Procurement as a strategy along with other polymer groups like plastics.

Dr. Darryl Moore, Director, Business Development Remanufacturing and Sustainability, Kal Tire

Dr. Darryl Moore, Director, Remanufacturing and Sustainability at Kal Tire has a history of innovation and new product development, centered around creating and retaining customer value.

Darryl has been with Kal Tire for the last 6 year, and previously was involved in other consumable and durable goods organizations, both large and small. Darryl also teaches at Cape Breton University and previously MacEwan University in Edmonton.

Darryl holds a Doctorate in Organizational Leadership with a focus on innovation and change, in addition to a Master of Business Administration, Master of International Business and a Bachelor of Commerce.

CONCURRENT SESSION # 53

CASE STUDY ON EMERGING TECHNOLOGIES: THE USE OF INTERNET OF THINGS (IOT) SENSORS FOR MONITORING OF EQUIPMENT PERFORMANCE

This presentation will look at using Internet of Things devices and solution to improve material management. In particular, a look at how using power monitoring and location monitoring can help improve the management of scientific equipment at the department of Fisheries and Oceans.

Michael Orchard, Senior Analyst, Materiel Management Policy, Fisheries and Oceans Canada

Michael Orchard is a Senior Analyst, Materiel Management Policy for the Fisheries and Oceans Canada. Over the course of his 30 + year career he held several management positions in the public and private sectors focused on procurement, materiel management and supply chain management. Most recently, he spent 15 years as Manager, Supply Chain Management for the Canadian Coast Guard (CCG).

During his time with the Coast Guard he led the development of supply chain guidance and procedures supporting the CCG's Asset Management System including the establishment of a materiel identification group responsible for cataloguing parts, equipment and raw material in accordance with the NATO cataloguing system. He also developed a national spares management strategy and guideline that identifies key considerations for the optimum management of nationally managed spares and materiel across the organization including the assessment and optimization of warehouse / storage space.

William Santary, Shared Services Canada

William has worked in both the private and public sector in the Information technology field for approximately 25 years. In his 20 years working in the Canadian government, he has work on a variety of IT systems. Developing IT applications that track radioisotopes for researchers at Agriculture Canada, to creating a system to automate the never-ending changes to IT accounts and subsystems required at Global Affairs Canada during their "Posting" season which involves hundreds of employees changing positions and location all within the same month. Currently William is exploring the world of Internet of Things and helping SSC find ways to help other government departments take advantage of the possibilities the use of smart devices and sensors.

CONCURRENT SESSION # 54

ASK INDUSTRY ANYTHING ON SOLUTIONS-BASED CONTRACTS FOR PROFESSIONAL SERVICES

Solutions-based. Task-based. Outcomes-based. What exactly does it mean to aim for "solutions-based contracts"? In the context of professional services, how do we help clients come up with the optimal sourcing strategy? Through industry insights, and considerations, this session is meant to engage participants in a solutions-based discussion in an effort to help clients with the "how" and the "why".

Martin Chénier, Procurement Strategist, President, Procurement Alliance of Canada

Passionate about public sector procurement and driven by the Customer Service Experience, Martin is an award-winning business and people manager who spent the last two decades helping Industry and the Federal Government buy and sell professional services.

Martin is the President and Founder of The Procurement Alliance of Canada; a subscription-based service providing practical resources, webinars, advisory services,

and self-directed learning material to public sector procurement professionals, their clients, and suppliers.

Earlier in his career, Martin served two mandates as National Chair of Government Relations for the \$15B Industry Association of Staffing Services; he was a Forty Under 40 recipient in 2008; winner of the Consumer's Choice Award for Best Staffing Agency in Ottawa Gatineau; and Branch Manager of the Year for Outstanding Achievement and Service Excellence.

He provides procurement advisory, mentoring, and training services to Federal Government Departments and is an active Industry representative on various Government committees and working groups.

His speaking engagements focus on the "eye opener" experience of working alongside suppliers, clients, and public sector procurement folks with a goal of creating an optimal procurement experience.

CONCURRENT SESSION # 55

GIVING BRIEFINGS TO SENIOR MANAGEMENT (WRITTEN, VERBAL)

Does hearing the words "Briefing Note" make your stress level rise? Want to improve this essential skill? Join us for a practical and informative discussion with experienced leaders, who are happy to share all of the tips and tricks they have learned over the years on how to effectively brief senior management in writing or verbally.

Moderator:

Caroline Landry, Executive Director, Strategic Policy Sector, Procurement Branch, Public Services and Procurement Canada

Panelists:

- Christine Lamarche, Director General, Procurement, Materiel and Assets Management, Royal Canadian Mounted Police
- Jean-Claude Azar, Director General, Administration Directorate, Finance and Administration Branch, Canada Revenue Agency
- Diogo Brandao, Senior Director of Supply Chain Operations, Department of National Defence
- Andrea Andrachuk, Director General, Public Services and Procurement Canada

Caroline Landry, Executive Director, Strategic Policy Sector, Procurement Branch, Public Services and Procurement Canada

Caroline Landry is a member of the CIPMM Board of Directors as well as the Chair of the CIPMM Mentorship Program. For her day job, Caroline is an Executive Director in the Strategic Policy Sector within the Procurement Branch at PSPC. She has over 24 years' experience in the Government of Canada, with the last 16 years in various leadership roles in Procurement. She is passionate about all things procurement and is a strong advocate for our Procurement and Material Management Community.

Christine Lamarche, Director General, Procurement, Materiel and Assets Management, Royal Canadian Mounted Police

Christine Lamarche is the Director General, Procurement, Materiel and Asset Management with the Royal Canadian Mounted Police. Christine joined the Public Service as an FSWEF student. She has spent her career in procurement in various roles at Public Services and Procurement Canada, the Privy Council Office, the Immigration and Refugee Board of Canada, Canada Border Services Agency and is now working at the RCMP. Christine graduated from the University of Ottawa with a Bachelor's degree in Administration.

Jean-Claude Azar, Director General, Administration Directorate, Finance and Administration Branch, Canada Revenue Agency

Jean-Claude began his career in the federal public service in 2006 and has held positions of increasing responsibilities during the years that followed. Since 2009, he has held various management and executive positions across Procurement and Materiel Management. He led the 31 transformations of the Procurement at the Department of Fisheries and Oceans Canada, and he is currently the Director General at CRA. He holds a degree in Commerce and is a graduate of the Canada School of Public Service Leadership Program Direction.

Diogo Brandao, Senior Director of Supply Chain Operations, Department of National Defence

Diogo Brandao is the Director Supply Chain Operations at the Department of National Defence (DND), overseeing supply chain performance, materiel accountability and compliance, as well as contracting compliance. Diogo joined DND in 2009, as an engineer supporting in-service Navy weapon systems. He's worked as an analyst at the Treasury Board Secretariat, leading initiatives such as the implementation of risk-based contract authorities to streamline defence procurement. Later returning to DND as project manager of the Army logistics vehicle modernization program, that included major capital acquisitions and delivery of light, medium and heavy logistics vehicle fleets.

Prior to 2009, he worked for a decade in the specialty textiles industry, holding various management positions in engineering, operations, and R&D, working globally with companies such as P&G and Johnson & Johnson to gain an appreciation for the complexity of global supply chains. Diogo holds a Master of Business in Complex Project Leadership.

Andrea Andrachuk, Director General, Public Services and Procurement Canada

Andrea Andrachuk is a director general in the Procurement Branch of Public Services and Procurement Canada. Andrea was previously a project manager for major equipment acquisitions for National Defence, and served for 14 years in the Canadian Armed Forces as an Aerospace Engineering Officer. She has a Bachelors of Mechanical Engineering from the Royal Military College of Canada.

**CONCURRENT SESSION # 56
MANAGING HYBRID TEAMS IN THE FUTURE**

Changes in our workforce management have created opportunities, and also presented some new challenges for effectively engaging our teams and maximizing their potential. Panelists will discuss ways to help manage hybrid workforces, providing methods to work collaboratively regardless of location, and how to deal effectively to help capitalize on strengths and overcome challenges.

Moderator:

- Minh-Khai Trinh, Director, International Procurement, Policy and Community Development (AAO), Global Affairs Canada

Panelists:

- Robert Ashton, Senior Director, Procurement, Facilities and Workplace Innovation, Chief Procurement Officer, Elections Canada
- Tamara McNulty, Director - Procurement, Grants and Contributions Branch / Chief Financial Officer Directorate, Parks Canada Agency
- Ricardo Seoane, Executive Director, Compliance and Integration Directorate, Public Services and Procurement Canada
- Daniel Pilon, Director General, National Accommodations, Domestic Procurement and Asset Management, Global Affairs Canada

Minh-Khai Trinh, Director, International Procurement, Policy and Community Development (AAO), Global Affairs Canada

Minh Khai Trinh has 20 years of professional experience in procurement, assets and fleet management. As a director of international procurement, policy and community development at Global Affairs Canada (GAC), Khai currently leads a division mandated to provide Real Property and Security Services procurement in support of GAC's vast Missions network. Prior to joining GAC, Khai had worked at CIDA, DND and PSPC (PWGSC) where he had the opportunities to lead and be involved in major IM/IT procurement initiatives and Defence projects/programs including the CF-188, the Snowbirds and the ammunition programs. Khai holds a science degree from l'Université de Montréal and a mini-MBA from McGill.

Robert Ashton, Senior Director, Procurement, Facilities and Workplace Innovation, Chief Procurement Officer, Elections Canada

Robert is the Senior Director of Procurement, Facilities and Workplace Innovation, Chief Procurement Officer at Elections Canada. He has a strong passion for procurement, material management and real property spanning 25 years. Robert was instrumental in revitalizing Elections Canada's procurement function – transforming to a client-centric approach with emphasis on planning and supplier engagement. A champion for early engagement, doing things differently, creativity, being a conceptual thinker, service design and energized by the increasing importance of procurement, material management and real property in digital government. Robert is also the Future of Work Champion responsible for establishing a flexible hybrid work model and the Senior Designated Official for the Prevention and Resolution of Workplace Harassment and Violence at Elections Canada.

Tamara McNulty, Director - Procurement, Grants and Contributions Branch / Chief Financial Officer Directorate, Parks Canada Agency

Throughout her 22-year career in federal government procurement, Tamara McNulty has devoted her passion and strategic approaches to operational challenges through functional leadership of various teams providing contracting services for goods, professional services, information technology, construction, as well as architectural and engineering services. Since 2015, in her role as Director, Tamara has led a transformation of Parks Canada's procurement and grants and contributions functions by building a team of over 60 functional experts in the delivery of procurement for goods, services, construction, A&E services, materiel management (including fleet), and transfer payments. Working from as many as 14 locations across Canada, Tamara and her team provide value-added procurement services to support and enable the delivery of Parks Canada's mandate in operating our national parks, national historic sites and national marine conservation areas for visitors to learn about, enjoy and protect for future generations. She began her career at Public Works and Government Services Canada in 2001, moving to Canada Revenue Agency where she spent 11 years before joining Parks Canada Agency. Tamara holds a Bachelor of International Business degree from Carleton University.

Ricardo Seoane, Executive Director, Compliance and Integration Directorate, Public Services and Procurement Canada

Ricardo has over 22 years of professional experience working for the Government of Canada. Throughout his tenure, he has worked in diverse roles across financial management, real property management, and procurement. Ricardo first joined the exciting world of procurement in 2010 as part of the team that was tasked with developing and maintaining policy instruments for the Acquisitions Program. In his current role, Ricardo oversees a broad portfolio of initiatives covering expertise provided in the areas of compliance, interpretation, and integration. This includes ongoing efforts to interpret Canada's procurement obligations that stem from national as well as international trade agreements, work to streamline procurement regulations to enhance access for suppliers and support provided to operational sectors on complex procurement issues and procurement authorities. Through these functions, Ricardo and his teams work across the federal public administration to integrate and implement key policy changes to improve procurement policies and processes.

Daniel Pilon, Director General, National Accommodations, Domestic Procurement and Asset Management, Global Affairs Canada

Daniel Pilon is the current Director General of National Accommodations, Domestic Procurement and Asset Management at Global Affairs Canada (GAC). Prior to joining GAC in 2018, Daniel held positions as Director of Contracts and Materiel Management at the Department of Innovation, Science and Economic Development; and Chief of Contracts at the Canadian Nuclear Safety Commission. He started his career in procurement in the late 90's as a Contracts Administrator working for the United States Department of Defense. Daniel was also co-chair of the PSPC Client Advisory Board from 2015 to 2019.

CONCURRENT SESSION # 57

THE CYBER SECURITY CERTIFICATION PROGRAM FOR INDUSTRY

The Government of Canada announced at Canadian Association of Defence and Security Industries (CANSEC 2023) that it will introduce mandatory cyber security requirements in select defence contracts through the forthcoming Canadian Program for Cyber Security Certification (CP-CSC), designed to mirror the U.S. DoD's Cybersecurity Maturity Model Certification program. This program will increase the cyber resilience of the supply chain to better protect sensitive but not classified information. While this program will initially apply to defence contracts, it may eventually expand to other Government Departments. This presentation will provide an overview of the program, its key objectives, the planned implementation, and the intended application in DND. This will be a joint presentation by PSPC's CP-CSC Secretariat and DND.

Marc Lanouette, Strategic Advisor for Supply Chain Resiliency and Systems Security Engineering in the Materiel Group, Department of National Defence

Marc Lanouette is the Senior Engineer and section head responsible for Cyber Materiel Assurance and Supply Chain Resilience policy and processes in the Materiel Group at the Department of National Defence. He retired from the Royal Canadian Navy as a Commander after 21 and a half years of service in February of 2019 to take his current role. His final military posting was as the Lead Systems Security Engineer for the Royal Canadian Navy in the Director General Maritime Equipment Program Management division and the lead for the Materiel Group Cyber Materiel Assurance Program. He served in HMCS Regina, HMCS Iroquois, HMCS Montréal and HMCS St-John's as a Combat Systems Engineer.

Mohammed Omar, Senior Analyst, AP Defence And Marine Procurement, Public Services and Procurement Canada

Mohammed Omar is a Senior Analyst with Cyber Security Secretariat at Public Services and Procurement Canada's Defence and Marine Procurement Branch.

In this role, Mohammed helps oversee the design and implementation of the Canadian Program for Cyber Security Certification, among 6 federal departments and one Crown Corporation. The Secretariat is also responsible for ongoing external stakeholder engagements regarding introduction of the new initiative.

Prior to joining Public Services and Procurement Canada, Mohammed served in a number of policy-oriented roles across the public service including at Immigration, Refugees and Citizenship Canada's Admissibility Policy branch, Transport Canada's Freight Rail Policy sector, and Innovation, Science and Economic Development Canada's Aerospace, Marine, and Defence branch.

Mohammed holds a bachelor's degree in political science and history from Carleton University and a master's degree in Public and International Affairs from the University of Ottawa.

QUESTIONS AND ANSWERS SESSION # 58 ASK US ANYTHING ON AGILE PROCUREMENT!

Have you ever heard of any contracting officer for the Government of Canada feeling stuck between strict procedures and a requestor pushing for more efficient ways to buy what they need? Tell those to attend this session about Agile procurement. Agile procurement is geared towards efficiency and can be done in many ways. After lots of experimentation, Shared Services Canada developed an Agile Procurement Process framework to be more effective with an array of procurement steps. During this session we will discuss some core principles applied by Shared Services Canada as part of its Agile Procurement Process.

Francois Legris, Manager, Centre of Expertise in Agile and Innovative Procurement, Shared Services Canada

Francois Legris is a seasoned procurement professional with over 30 years of experience in the field of public procurement. With his extensive knowledge and expertise, he became a trusted authority in managing complex procurement processes and ensuring compliance with legal and ethical standards. Francois is a manager at the the Centre of Expertise in Agile and Innovative Procurement at Shared Services Canada (SSC). Prior to joining SSC, Francois worked at Public Works and Government Services Canada.

JUNE 6, 2024

KEYNOTE # 59 MOVING RECONCILIATION FORWARD

First Nations Ojibwe & French-Canadian wife, mother, entrepreneur and speaker Jennifer Ménard-Shand joins CIPMM's Annual Workshop in June to share her story, expertise and resources as the founder & CEO of Staff Shop Inc. - an award-winning, certified diverse Indigenous & Women-owned staffing and consulting firm, deploying thousands of employees across Canada for hundreds of clients in various sectors, among other service offerings. Jennifer inspires change in the right direction on the topic of moving reconciliation forward by planting seeds within individuals and organizations that grow into action and measurable impact. She is passionate about people, shared value and sustainable solutions.

Jennifer Ménard-Shand, Indigenous French-Canadian Entrepreneur

As a First Nations Ojibwe and French-Canadian entrepreneur, Jennifer Ménard-Shand always dreamed of leading a purpose-driven organization. Today, she lives that dream as the founder and CEO of Staff Shop, an award-winning certified diverse staffing firm. Through sharing her inspirational entrepreneurial journey as well as insight into truth and reconciliation in the workplace, elevating Indigenous women-led businesses, supplier diversity, and the Canadian labour market, Ménard-Shand inspires leaders and their teams to reach their full potential both at home and work.

Ménard-Shand began her career in 2008 at one of Toronto's most trusted full-service recruitment agencies, The Bagg Group. In 2013, she created Bagg @ Your Service, the

organization's first hospitality and event division, before purchasing her creation in 2018 and evolving it into Staff Shop. Today, her company services hundreds of clients across North America and deploys thousands of employees throughout Canada as a full-service staffing and consulting firm with a focus on global expansion.

Ménard-Shand's entrepreneurial story celebrates the triumph of resiliency. She is a survivor of abuse, abandonment, domestic violence, imposter syndrome, and PTSD. She is committed to breaking the silence and putting an end to generational trauma and unhealthy cycles. There is no limit to the positive impact Staff Shop and Ménard-Shand can have on humanity. This is what drives her to do her best and inspire others to reach their full potential and leave a legacy worth following for future generations.

MASTER CLASS # 1 PRINCIPLES OF TENDER EVALUATION

This course provides a set of high-level principles to help you plan and deliver effective tender evaluations that produce robust competition results. These are proven to reduce the risk of legal challenge and increase the chance of better value for money outcomes. The course discusses best practice guidance and methodologies, designed to help you make better supplier selection decisions. It focuses on helping you to improve value for money, make robust and defensible decisions and meet legislative and regulatory requirements during the strategic procurement process. The course addresses the entire evaluation at the waveltop level and is based on our experience across a wide variety of procurements. You'll understand how an evaluation model should be developed and learn techniques for defining and structuring key criteria, weighting these criteria and measuring them. Via our best practice evaluation methods, we'll show how you can optimise reporting and analysis to help deliver successful procurement project outcomes.

The PTE course uses both fun quizzes and interactive small group discussions to allow participants to learn and share their experiences with other students.

Learning objectives:

- Learn the key elements of a procurement evaluation
- Understand key factors to designing and choosing an appropriate evaluation strategy
- Understand how to improve value for money
- Know how to use criteria design, weighting, and Value for Money calculation method selection to control risk
- Identify important factors in planning an Evaluation

Drew Schlosser, Professional Services Director and Principal Procurement Consultant, Commerce Decisions Ltd.

Drew Schlosser works for Commerce Decisions, where he is the Principal Services Director, responsible for consulting services and training delivery for the North America Sector and UK. Since joining Commerce Decisions in 2019, Drew has provided thought leadership and expert advice to several DND Major Crown Projects, including Future Aircrew Training, Remotely Piloted Aircraft Systems, Logistics Vehicle Modernization,

Strategic Tanker Transport Capability, Victoria Class In-service Support 2, and Light Utility Vehicle.

Drew is a 23-year veteran of the Royal Canadian Navy, where he was responsible for managing a number of materiel management programs and procurement projects, including bid evaluation design for the Canadian Surface Combatant, one of Canada's largest procurements to date.

Danielle Moore, Senior Procurement Consultant, Commerce Decisions Canada Ltd.

Danielle Moore is a Senior Procurement Consultant who resides in Stittsville, ON. She came to Commerce Decisions after a 31-year career with the Royal Canadian Navy where she started on the West Coast serving on the HMCS OTTAWA frigate and HMCS ALGONQUIN destroyer. She served in Portsmouth, UK as a Trials officer for new communication, navigation, and command and control systems. And has spent the last 12 years working in Gatineau as the project manager for several key in-service support projects. She oversaw teams progressing high value replacement and acquisition projects on both the marine and weapon system side of the house and served as the Supportability lead on the Canadian Surface Combatant project. Since joining Commerce Decisions in 2021, she has worked with FAcT, STTC, VISSC 2, and the LUV projects helping them to develop their Bid Tender evaluation as well as provided training to procurement team members in Canada.

**MASTER CLASS # 2
TRADE AGREEMENTS**

Trade agreements help to foster global competition and innovation and greatly expand the potential marketplace for Canadian goods and services. However, they also provide suppliers, goods, and services of Canada's trade partners with access to the Canadian marketplace, including certain Canadian procurements. Canada is Party to 12 trade agreements that contain substantive obligations for government procurement activities. This presentation provides detailed information on the government procurement obligations of Canada's trade agreements, including:

- the purpose of trade agreements and how they are negotiated;
- how to determine when trade agreements apply, as well as an overview of commodity codes;
- the normal procedural rules of the trade agreements; and
- exceptions, set-asides, and other trade agreement flexibilities.

Kelly Mackenzie, Senior Policy Advisor - Trade Agreements, Public Services and Procurement Canada

Kelly has worked for the Trade Agreements team at Public Services and Procurement Canada for over seven years. As part of this team, Kelly has supported the negotiation of the government procurement chapter of several trade agreements and has been responsible for implementing the procurement obligations of any new trade agreements at her Department. Kelly has significant experience providing advice and guidance on trade agreement obligations to procurement officers across Canada.

Julia Khodos, Junior Policy Analyst, Acquisitions Branch, Public Services and Procurement Canada

Julia is a Policy Analyst within the Trade Policy Team of the Acquisition Program's Strategic Policy Sector at Public Services and Procurement Canada. She holds a Bachelor's degree in Public Affairs and Policy Management, complemented by a Master's in European, Russian, and Eurasian Studies. Embarking on her journey in the federal public service as a Communications Officer, Julia's passion for international trade policy steered her toward her current position. Over the span of three years, she has contributed to the negotiation of several trade agreements and has addressed countless trade-related inquiries from federal buyers.

MASTER CLASS # 3

GREEN PROCUREMENT SUPERHERO TRAINING CAMP

Does climate change have you feeling blue? Do you want to do more to integrate green procurement in your day-to-day work but not sure where to begin? Never fear – Green Procurement Superhero Training Camp is here!

This master class is designed for intermediate to experienced procurement and materiel management professionals looking for additional knowledge of tools available to them, and types of environmental criteria which can and must be used in solicitations, contracts and standing offers, among others. A group exercise will provide participants with an opportunity to apply what they have learned to enable deeper understanding of the issues and techniques.

Pre-requisites: Participants should ensure they have completed CSPS COR405 and/or participated in a CIPMM green procurement presentation or PSPC green procurement info session. BYOC (bring your own cape).

Jennifer Legere, Senior Policy Analyst, Strategic Policy Sector, Public Services and Procurement Canada

Jen Legere is a Senior Policy Analyst in the Green and Clean Technology Procurement Technical Team in Public Services and Procurement Canada Acquisitions Program's Strategic Policy Sector. She holds a BSc in Marine Biology and Environmental Science, an MSc. in Biology and a certificate in teaching and learning, all from Dalhousie University. She started her career in the Federal government in the Acquisitions Program Intern Officer (IO) Program and has worked in both operational procurement and procurement policy at PSPC, RCMP and Environment and Climate Change Canada where she led the Strategic Procurement and Governance team.

Dr. Julian Cleary, Senior Policy Analyst, Green and Clean Technology Procurement Technical Team, Public Services and Procurement Canada

Julian Cleary is a Senior Policy Analyst and Manager of the Low-Carbon Procurement Project in the Green and Clean Technology Procurement Team at Public Services and Procurement Canada. He has a Ph.D. from the University of Toronto and is an expert in life cycle assessment.

MASTER CLASS # 4

IMPORTANT CONSIDERATIONS IN FEDERAL INDIGENOUS PROCUREMENT

Explore the potential of Indigenous procurement within the Federal Government by joining our comprehensive master class. This immersive experience delves into crucial tools and considerations essential for fostering meaningful Indigenous participation in government procurements. Participants will gain practical insights, best practices, and hands-on guidance on developing effective procurement plans that align with the unique needs of Indigenous businesses.

The morning session will include a blanket exercise that fosters a deeper understanding of history and culture of Indigenous peoples. This immersive exercise sets the stage for a respectful exploration of Indigenous procurement considerations.

The afternoon session delves into hearing firsthand, real-world, experiences from Indigenous suppliers who procured with the federal government. The subsequent session guides participants through practical exercises, exploring evaluation criteria and the significance of Indigenous Participation Plans. The day will then conclude with a comprehensive recap and focus on next steps for the procurement coordinators network.

Takeaways

- better understanding of the historic and contemporary relationship between Indigenous and non-Indigenous peoples in the land we now know as Canada.
- greater awareness of beneficial strategies for Procurements that involving Indigenous businesses
- practical exercises and better understanding of Indigenous participation plans

Note: There is an interactive component in the morning.

Tim Dymond, Manager, Engagement and Consultation, TIPS, Indigenous Services Canada

Tim works in the Transformative Indigenous Procurement Strategy Directorate at Indigenous Services Canada where he manages the Procurement Strategy for Indigenous Business and the Indigenous Business Directory. He provides policy advice and guidance to the procurement community, as well as supports and educates Indigenous business owners looking to sell their goods and services to the Government of Canada. Prior to working with Indigenous Services Canada, Tim was with Public Services and Procurement Canada where he was focused on the development of standard templates and tools for contracting officers to include in their solicitations to increase the representation of Indigenous businesses and Peoples in federal procurement. He also led the implementation of the Nunavut Directive, providing support to contracting authorities working on procurement files in Nunavut and other Modern Treaty areas. Tim is a veteran of the Canadian Forces, holds a Bachelor of Arts in Economics and a Masters of Public Administration from the University of Manitoba.

Anthony Tiet, Procurement Team Leader, Regional Strategies and Special Projects, Public Services and Procurement Canada

Anthony Tiet is the Procurement Team Leader of the Regional Strategies and Special Projects team in Western Region, Public Services and Procurement Canada (PSPC). In this role, Anthony develops and reviews standard procurement templates, guides, and resources that contracting officers use in solicitations that include Indigenous considerations. Additionally, Anthony supports the development and execution of Nunavut procurement operations, tracking and reporting on results, and ensuring the Nunavut Directive is communicated and applied consistently. Anthony also provides support to contracting officers and other federal departments to ensure Modern Treaty obligations and government Indigenous policies are met. Anthony holds a Bachelor of Commerce in Supply Chain Management from MacEwan University and a Master of Business Administration in Sustainable Commerce from the University of Guelph.

Danny Chase, President and founder of Chase Office Interiors

Danny Chase is the President and founder of Chase Office Interiors, which has offices in Vancouver, Chilliwack, and Victoria. Danny is from the Kwanlin Dun First Nation in Whitehorse, Yukon. He started his business in 2003 after tripping into the office furniture industry and seeing an opportunity to bring a fresh approach to a mature industry. Initially, Chase Office Interiors focused 100% of its business with the federal government through its Procurement Strategy for Indigenous Business Program. Now, his company is on the hunt to earn the #2 position in the mainstream office furniture industry in the province of BC.

Justin Rodger, President, JRS Industrial and Power Solutions

Justin Rodger is a Red River Metis born and raised in Winnipeg, kin to the Nault/Vandal/Harrison/DesJarlais/Nolin/Falcon/Grant/Berard families amongst others spread across the former Red River Settlements. He graduated from the University of Winnipeg with a BBA in Commerce, and Bachelor in Economics. He served student council as the first ever representative for the faculty of business and economics and captained the first ever U of W team that won the Manitoba International Marketing Competition (MIMC – an annual national university business management simulation).

He has served his family company NRG Management for 18 years in a variety of positions, currently Vice President. In that time we have grown to annual revenue in the tens of millions and added services offerings in multiple specialities for all types of industry, institutional, commercial, multi residential, government, and indigenous nations buildings. Currently NRG offers Design, Supply, Fabrication, Installation, and Service offerings for the following: HVAC or Heating, Ventilation, Air Conditioning; Plumbing, Pipefitting and Process Piping, Gasfitting, Electrical, Generators, Fire Alarm Systems, Industrial Process Equipment including Air Compression, Nitrogen Generation, Dust Collectors, Paint Booths. Additionally, NRG are the largest building integrated solar heating company in western Canada with over 150 commercial Solarwall and Solarduct from Alert to Osyoos, from Medicine Hat to Fort Frances.

Justin is also the owner and President of JRS Industrial and Power Solutions, a OEM manufacturer that engineers, fabricates, and commissions substations, medium voltage switchgear, transformer and generator skids, mine power centers, medium voltage junction boxes, customer enclosures, custom panel boards, and structural welded products such as ladders, railings, walkways, hatch rails for the mining, utilities and heavy industrial sectors.

Both companies are registered on the national MMF business directory maintained by the Louis Riel Capital Corp), the ISC Indigenous Business Directory, and are Certified Indigenous Suppliers under the CCAB (Canadian Council Aboriginal Business).

MASTER CLASS # 5 DESIGN THINKING FOR COMPLEX ENVIRONMENTS

In the realm of procurement, cultivating the right mindset is key to navigating change and fostering innovation. A dynamic mindset empowers professionals to drive efficiency and clarity within their teams, inspiring collaborative action and influencing positive outcomes.

Join acclaimed speaker, author, and entrepreneur Nilufer Erdebil in an interactive masterclass that explores the transformative power of mindset in procurement. Discover how to leverage the innovative human-centered design methodology of The Deeper Clarity Method™ to streamline procurement processes, enhance team collaboration, and achieve sustainable success. Through engaging activities and real-world examples, you'll gain practical insights and tools to implement the Deeper Clarity Method in your procurement practices, ensuring efficiency and effectiveness in every step of the procurement lifecycle.

Key Takeaways:

- Essential components of a dynamic mindset and strategies to cultivate it for optimal results.
- Insights from successful implementation of the Deeper Clarity Method in procurement projects, highlighting the importance of deeper understanding and collaboration.
- Interactive exercises to apply human-centered design principles to procurement challenges.
- Practical tips and techniques for integrating the Deeper Clarity Method into procurement workflows, driving efficiency and clarity within the team.

Nilufer Erdebil, CEO and Founder, Spring2 Innovation

Nilufer Erdebil is an award-winning design thinking expert, TEDx and TEC speaker, and the author of "Future Proofing by Design: Creating Better Services and Teams in the Public Sector." With over 25 years of experience, she has been a driving force for change and strategy in both the public and private sectors. As the CEO of Spring2 Innovation, a renowned innovation and design thinking training company, Nilufer has been instrumental in mobilizing teams and facilitating transformation in both the public and private sectors.

Her extensive background in telecommunications, application development, program management, and IT management has provided her with a profound understanding of the diverse business challenges organizations face today. Through her expertise and leadership, Nilufer continues to inspire organizations to embrace innovation and create impactful solutions.

MASTER CLASS # 6

LEADING CHANGE IN A MATERIEL WORLD

During this master class we will explore some change management tools and approaches that can help in overcoming organizational inertia and improve materiel management in your organizations. The focus will be on real approaches that have been tried and tested in practical situations and which generated the most sustainable and consistent results. The methodologies are easily transferable from project to project and organization to organization helping to align governance and oversight, policy, implementation and execution, validation and reporting.

Bronwynn Guymer, Section Head, SMPP 7, Materiel Policy and Procedures, Department of National Defence

Bronwynn Guymer, a 28-year veteran of the Canadian Armed Forces, is currently the Senior Policy Analyst for Materiel Management in DND and the CAF. She has extensive Materiel Management experience from operational front-line units up to corporate oversight and coordination. She has completed the Certified Supply Chain Transformation Architect Training, is certified in Supply Chain Operations Reference Model and has led multiple change initiatives within DND.

Becky Ladouceur, Team Lead, Materiel Management Policy Development, Department of National Defence

Becky is the Team Lead for Materiel Management Policy Development, a position that requires a comprehensive knowledge of the integration between the different functional areas of the Defence Supply Chain. Her team conducts research and analysis before developing or amending policies in the Supply Administration Manual to support the business of the National Defence in Canada and abroad. Becky is part of the recently established Materiel Management Community Update initiative that serves to engage directly with members at all levels of the community in order to provide materiel management related information.

MASTER CLASS # 7

GCSURPLUS CLIENT INTERFACE AND FINANCE

Join us for an immersive learning experience at the GCSurplus Client Interface Masterclass tailored to equip employees or materiel management professionals with advanced skills and insights into optimizing their interactions with the GCSurplus platform.

Our comprehensive curriculum will guide you through various topics, including registering and navigating our client interface, submitting reports of surplus, making amendments and understanding what happens with the proceeds from sales tailoring the platform to

your organization's needs, diving into the realm of GCTransfer, and deciphering the financial intricacies of divesting assets through GCSurplus.

By attending the GCSurplus Client Interface Masterclass, you will leave with a wealth of knowledge and practical skills that can be immediately applied to enhance your organization's divestment processes. Don't miss this exclusive opportunity to elevate your expertise in surplus asset divestment.

Karen Da Silva, GCSurplus, Customer Service and Operations Supervisor, Public Services and Procurement Canada

Karen Da Silva has been the Customer Service and Operations Supervisor at GCSurplus since April of 2023, as well as a Certified Federal Specialist in Materiel Management. She joined GCSurplus in 2018 as a Sales Representative and since then, has been assisting over 100 Federal Departments and Agencies as well as other provincial and municipal entities with divestment strategies and inquiries. She is passionate about establishing strong relationships with clients and providing the best advice and guidance to ensure fair, open, and transparent divestment options, while still achieving the best value for the Crown.

Jean-Alec Delorme, Finance and HR Team Lead, GCSurplus, Public Services and Procurement Canada

Jean-Alec has been the finance and HR team lead for GCSurplus since the Fall of 2022. Having joined GCSurplus as a business analyst for the GCMil program in 2018, he has occupied several positions within the organization and his experience ranges from integrated corporate planning to business analytics, to finance and human resources. His team of experts supports the GCSurplus program and navigates the unique challenges associated with operating a cost-recovery organization that is mandated with divesting surplus assets across all Federal Departments.

Christian Rioux, IT Project Team Lead, GCSurplus, Public Services and Procurement Canada

Christian joined GCSurplus in January 2022 and has been IT Project Team Lead since August 2023. He is an entrepreneur with over 18 years of business experience in payment solutions, loyalty programs, retail, and web-based project management. As a team lead, he uses the knowledge he has acquired throughout his career to implement new functions and tools on GCSurplus' IT platforms.

MASTER CLASS # 8

POWER UP YOUR PRESENTATION SKILLS

Impress your audience. Build your confidence. Destress yourself. Are you ok at public speaking and presenting to stakeholders, but know you could do better. Is your anxiety about presenting holding you back in your career? We are all called upon to present ideas, suggestions and options, often with very little time to prepare. Presentation skills is a crucial skill for the procurement and material management community and the great news is that everyone can learn to do it well. Al will walk you through some communication and confidence tips he has learned during his 35 years in business and a lifetime of being on

stage. Please come prepared with a presentation topic, as Al will walk you through various individual exercises to build the perfect” presentation that will impact your audience and gain confidence for yourself.

Al Garlinski, President, Garlinski Training & Consulting

Al Garlinski is owner of Garlinski Training & Consulting. He is currently a faculty member for the University of Winnipeg and Supply Chain Canada, where he teaches Supply Chain Management, Negotiations, Risk Management and Communications. He is a retired public servant after spending 35 years with procurement for Public Services Procurement Canada (PSPC). He was awarded the PSPC National Award of Excellence for Outstanding Career in 2022 and has been the recipient of the “Mentor of the Year” award from the University of Alberta School of Business program. He earned his professional designation in Supply Chain Management with Supply Chain Canada and was awarded the prestigious Fellowship designation for his lifetime commitment with teaching, coaching and mentoring. He also has a professional designation with the Institute of Supply Management. Al is a tireless animal rescue advocate, and founder of IRun4rescue, a running team committed to making a difference in the lives of animals.