



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

# CIPMM REGIONAL WORKSHOP

## PROGRAM

**APRIL 8, 2020 – VANCOUVER, BC**

**PAN PACIFIC HOTEL**

THIS PROGRAM WAS PRODUCED THANKS TO  
THE GENEROUS SUPPORT OF

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# THANK YOU TO OUR PARTNERS & EXHIBITORS

## THANK YOU TO OUR PARTNERS

### Premier Partner



Innovation, Science and  
Economic Development Canada

Computers for Schools Program

### Workshop Program

**RICOH**

## THANK YOU TO OUR EXHIBITORS

**INNOVATION, SCIENCE & ECONOMIC  
DEVELOPMENT CANADA, COMPUTERS FOR  
SCHOOLS PROGRAM**

**KUBOTA**

**RICOH**

**OFFICE OF THE PROCUREMENT OMBUDSMAN**

**CORCAN**

**SHARED SERVICES CANADA**

# MESSAGE FROM THE CIPMM PRESIDENT



Dear Procurement and Materiel Management communities,

On behalf of the Canadian Institute for Procurement and Materiel Management, I am pleased to welcome you to the CIPMM Regional Workshop in Vancouver. It seems like just a short time ago we were in Vancouver holding the 2017 CIPMM Regional Workshop in this wonderful city. We are glad to be back and hope this Workshop will be one of many professional development opportunities you are able to attend this year. The Regional Workshop continues to demonstrate our commitment to invest in the Procurement and

Materiel Management communities in regions.

We have an outstanding program for the day, which will allow you the opportunity to learn more about many topics such as *Indigenous Procurement*, the *National Ship Building Strategy*, *Activities at GC Surplus*, an *Update on the Procurement HR Strategy* and the *Certification Program Renewal*, the *ISED Computers for Schools Program*, *How Seized Property Management can Assist in the Management of Sensitive Assets*, *Asset Master Records*, *Agile and Innovation Procurement* and more. We will hear from the Procurement Ombudsman about the results of their recent research initiatives and finally we will have time to network with each other and share ideas about new practices.

I hope to be able to meet all of you and to learn from you additional ways that CIPMM can strengthen our support for professional development activities in the region.

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

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

Sincerely,

*Carolyn Montague*

CIPMM President  
admin@cipmm-icagm.ca



# MESSAGE FROM THE REGIONAL WORKSHOP CHAIR



Welcome to the Canadian Institute for Procurement and Materiel Management Regional Workshop in Vancouver. I want to thank you for choosing to join us today as we learn about some of the new advancements in the procurement and materiel management world. It has been a lot of fun putting together a program for your day that I hope will provide you with an opportunity to hear from some subject matter experts on a number of topics, network with your colleagues and learn some new skills.

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

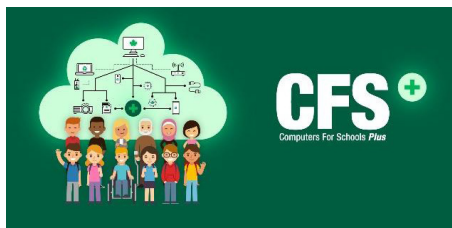
I hope you enjoy this Workshop as much as I enjoyed planning it!

*Sean Crossan*

CIPMM Regional Workshop Chair  
[admin@cipmm-icagm.ca](mailto:admin@cipmm-icagm.ca)



# MESSAGE FROM THE PREMIER PARTNER



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

ISED delivers the Computers for Schools Plus (CFS+) program, which helps extend the useful life of electronic equipment, and reduces the environmental impact of electronic waste, and offers practical work internships to young Canadians to help them develop advanced digital skills for the job market.

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

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

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

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

## KristaCampbell

Director General

Innovation, Science & Economic Development

Computer for Schools Program



# CFS

Computers for **SCHOOLS Plus**



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

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

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

\*Figures from 2018-2019

**\$5.4**

Million  
To CFS+



**\$3.7**

Million  
To CFSI

## InternShip Program

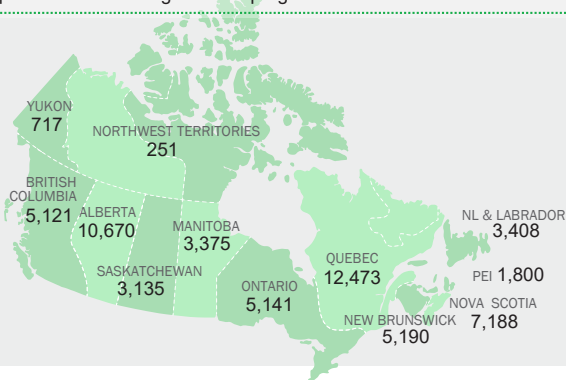
Visible Minority	92	33%
Female	43	16%
Official Language Minority	85	31%
Indigenous	32	12%
Person w/Disability	13	5%

**195,066** TotalL Intern  
Hours Worked

**276** TotalL Internships  
Completed

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

## People and Organizations impacted or Benefitting from the program



## Our Network

**2**

National

**13**

Provincial  
/Territorial



**800** Tons



Of e-waste  
diverted from  
landfills

## People Impacted or Benefitting from the program

School



**45%**

Not-for-Profit



**47%**

Prov./Terr. Gov



**2%**

Library



**<1%**

Low-income  
Canadians



**<1%**

Municipal Gov



**<1%**

How many years has the program  
been serving Canadians?

**26 years**



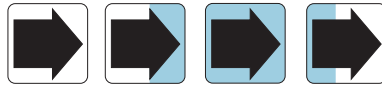
Digital devices delivered to date:

**1.7 million**

Refurbished computers  
delivered across the country







Canadian Institute for Procurement and Material Management  
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# SCHEDULE AT A GLANCE

*WEDNESDAY, APRIL 8, 2020*

<b>7:00 am – 8:00 am</b> Foyer	<b>Registration</b>
<b>7:00 am – 8:00 am</b> Cypress Suite	<b>Breakfast &amp; Exhibits</b>
<b>8:00 am – 8:05 am</b> Pacific Rim 2	<b>Opening Remarks</b>
<b>8:05 am – 8:10 am</b> Pacific Rim 2	<b>President's Address</b>
<b>8:10 am – 9:25 am</b> Pacific Rim 2	<b>Plenary Session # 1</b> Opening FPT Plenary Panel: Indigenous Procurement Panel
<b>9:25 am – 10:25 am</b> Pacific Rim 1	<b>Concurrent Session # 2</b> Materiel Management Lifecycle Planning – GCSurplus and End of Life Considerations
<b>9:25 am – 10:25 am</b> Pacific Rim 2	<b>Concurrent Session # 3</b> The Office of the Procurement Ombudsman (OPO) Digs Deeper on “Low Dollar Value (LDV) Contracting” and “Dispute Resolution in Vendor Performance Management”
<b>10:25 am – 11:00 am</b> Cypress Suite	<b>Networking Break &amp; Exhibits</b>
<b>11:00 am – 12:00 pm</b> Pacific Rim 2	<b>Plenary Session # 4</b> National Ship Building Strategy
<b>12:00 pm – 1:00 pm</b> Pacific Rim 2	<b>Premier Partner Keynote Session #5 and Lunch</b> Computers for Schools - Moving Forward  <b>Innovation, Science and Economic Development Canada</b>





# SCHEDULE AT A GLANCE

**WEDNESDAY, APRIL 8, 2020**

<b>1:00 pm – 2:00 pm</b> Pacific Rim 1	<b>Concurrent Session # 6</b> TBS Update on the Procurement HR Strategy Initiatives and Certification Program Renewal
<b>1:00 pm – 2:00 pm</b> Pacific Rim 2	<b>Concurrent Session # 7</b> How the Seized Property Management Directorate can Assist in Managing Seized or Sensitive Assets held by Federal/Provincial Governments
<b>2:00 pm – 2:30 pm</b> Cypress Suite	<b>Networking Break &amp; Exhibits</b>
<b>2:30 pm – 3:30 pm</b> Pacific Rim 1	<b>Concurrent Session # 8</b> Better Buying with the Canadian Collaborative Procurement Initiative
<b>2:30 pm – 3:30 pm</b> Pacific Rim 2	<b>Concurrent Session # 9</b> Accessible Procurement
<b>3:30 pm – 4:30 pm</b> Pacific Rim 2	<b>Plenary Session # 10</b> Agile and Innovation Procurement: a PSPC Perspective
<b>4:30 pm – 4:45 pm</b> Pacific Rim 2	<b>Closing Remarks</b>
<b>4:45 pm – 6:00 pm</b> Coal Harbour Bar	<b>Networking Event</b>

# Wednesday, April 8, 2020

**7:00 am – 8:00 am**

Registration

*Foyer*

**7:00 am – 8:00 am**

Breakfast & Exhibits

*Cypress Suite*

**8:00 am – 8:05 am**

Opening Remarks

*Pacific Rim 2*

**Sean Crossan**, Regional Workshop Chair & CIPMM Director

**8:05 am – 8:10 am**

President's Address

*Pacific Rim 2*

**Carolyn Montague**, CIPMM President

**8:10 am – 9:25 am**

## Plenary Panel 1

PACIFIC RIM 2



### ***Indigenous Procurement Panel***

**Catherine Harwood**, Assistant Deputy Minister, Highways and Public Works,  
Government of Yukon

**Ravinder Rakhra**, Senior Director, Procurement, Public Services and Procurement  
Canada

**Kim Buksa**, Manager, Supply Chain Management, Sustainable and Ethical Procurement,  
City of Vancouver

**Erik Wanless**, Director, Business Development for Strategic Partnership Office,  
Government of British Columbia

This panel will discuss how the different levels of government are addressing indigenous procurement and how it is becoming a greater priority and important policy lever to enhance indigenous economic development, benefits, social development and human rights.





## ***Materiel Management Lifecycle Planning – GCSurplus and End of Life Considerations***

**Julie Balantes**, Regional Manager Pacific, GCSurplus, Receiver General and Pension Branch, Public Services and Procurement Canada

Material managers are often faced with questions on what to do with assets that are approaching or have reached end-of-life, particularly what to do if those items have a residual value. GC Surplus will provide you with an overview of asset lifecycle planning, with a focus on end of life considerations and the services their team provides to support asset divesture. This presentation will not only discuss end of life consideration, but also future trends including policy directions and considerations that lead into the support GC Surplus provides including the ability to support asset transfer between federal departments and other levels of government.

## NOTES

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## Concurrent Session 3

PACIFIC RIM 2



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

Alexander Jeglic, Procurement Ombudsman, Office of the Procurement Ombudsman  
Chelsea Young, Senior Risk Advisor, Office of the Procurement Ombudsman

OPO is dedicated to advancing pertinent research on topics that matter to procurement practitioners. As such, in 2018, it launched its “Knowledge Deepening and Sharing” initiative. To date, OPO has completed reports on two topics. The first report looks at Low Dollar Value (LDV) contracting across the federal government to identify key considerations when deciding whether to sole-source or compete LDV contracts. The second report examines the issue of Dispute Resolution in the context of Vendor Performance Management, and the types of appeal mechanisms that are available to vendors.

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

On LDV contracting, OPO will explore key risks driving the selection of a procurement method, as well as the cost of competitive solicitations to both government and suppliers. This session will highlight strategic considerations and provide practical guidance that buyers can apply to their decision-making in LDV contracting.

On Dispute Resolution in Vendor Performance Management, OPO will explore the current landscape across different levels of government in Canada, as well as the rationale for having a dispute resolution (i.e. appeal) mechanism in place. This session will highlight differences between one and two-level appeal processes, and the degree of deference to be accorded to the initial appeal authority.

10:25 am – 11:00 am

Networking Break & Exhibits

*Cypress Suite*



## Plenary Session 4

PACIFIC RIM 2



### ***National Ship Building Strategy***

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

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

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

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

**EMPOWERING  
DIGITAL  
WORKPLACES**

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

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

## Plenary Session 5

PACIFIC RIM 2



### ***Computers for Schools - Moving Forward***

**Krista Campbell**, Director General, Innovation, Science and Economic Development Canada, Computers for Schools Program

Computers for School Plus (CFS+) program helps extend the useful life of electronic equipment and provides it to those in need, reduce the environmental impact of electronic waste and offered practical work internships to young Canadians to help them develop advanced digital skills for the job market. Since its inception in 1993, the program has made 1.7 million computers accessible to schools, libraries, not-for-profit organizations and eligible low-income Canadians. It has also provided 7,000 young Canadians with market-relevant skills and experience in information and communications technology fields.

Federal department donations underpin the success of the CFS+ program. Unfortunately, donations across the federal family have gone down yet the need for devices has become increasingly more important to enable youth and vulnerable Canadians to participate in the digital economy.

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

Discussion regarding the following points:

- Program expansion and continued need for donations;
- Program improvements and ISED taking on the risk of hard drives;
- Renewal of the Treasury Board policies and guidelines on Right of First Refusal.



**Innovation, Science and  
Economic Development Canada**

**Computers for Schools Program**



## Concurrent Session 6

PACIFIC RIM 1



### ***TBS Update on the Procurement HR Strategy Initiatives and Certification Program Renewal***

**Jessica Johnson**, Director, ASAS Communities Management Office, Treasury Board Secretariat

**Derek Bizewski**, Certification Program Manager, Treasury Board Secretariat

The presentation would be split into 2 segments as follows:

#### **Certification Program Update:**

- Brief overview of existing program and findings of the recently completed Program Evaluation, including the recommendations.
- Update on the Certification Program Renewal efforts including: Core expectations of the new program, results of the RFI, new MM competencies and time lines.

#### **HR Strategy:**

- CPO Pilot Project;
- Collective Staffing;
- PG Classification Business Case (approvals pending);
- Updated Competency Strategy;
- Post-secondary recruitment and partnership strategy.

## Concurrent Session 7

PACIFIC RIM 2



### ***How the Seized Property Management Directorate can Assist in Managing Seized or Sensitive Assets held by Federal/Provincial Governments***

**Nils Juppe**, Liaison Officer, Seized Property Management Directorate, Public Services and Procurement Canada

The management of seized or sensitive assets is at times delegated to the MM Division of a respective department. At times, resources, limited procedural knowledge and increased liability can negatively increase the workload and risk to a MM Division. SPMD was established in 1993 and its role and mandate is to manage the stewardship of these types of assets, allowing the organization to focus on their core mandate. The presentation will explain how SPMD can assist with logistics, storage, maintenance and disposal of various assets. It will explain our security parameters, the benefits of managing seized assets at arm's length, chain of custody procedure, and the types of assets SPMD manages and how to engage our services. SPMD has a national presence and offers our services from coast to coast. The presentation will include a case study that will generate interest and allow for a better understanding of our service.



2:30 pm – 3:30 pm

## Concurrent Session 8

PACIFIC RIM 1



### ***Better Buying with the Canadian Collaborative Procurement Initiative***

**Sean Crossan**, Director, FPT and International Relations, OSME, Procurement Branch, Public Services and Procurement Canada

**Robert O'Neill**, Executive Director, Procurement Services Branch, Government of British Columbia

The Canadian Collaborative Procurement Initiative (CCPI) is an approach the Government of Canada has adopted to make some of its procurement instruments available for use by provinces, territories and members of the broader public sector. Both Pacific Region PTs (BC and the Yukon) are now participating in the CCPI; public sector organizations in each of these provinces are also eligible to participate in this initiative. Over the last year, CCPI participants in Atlantic Canada have purchased approximately \$4.5 million in goods through the CCPI. Participation in the CCPI therefore produces a number of benefits including:

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

The Province of British Columbia has been an enthusiastic supporter of the CCPI, and has made legislative and policy changes to take advantage of leveraging our joint public sector buying power. This presentation will therefore be co-presented with the Province of British Columbia.

## Concurrent Session 9

PACIFIC RIM 2



### ***Accessible Procurement***

**Michael Conway**, Associate Director, Strategic Policy Planning, Management and Interpretation, Public Services and Procurement Canada

The presentation will follow the following format:

- Disability context;
- Overview of Accessible Canada Act and resulting changes to the Treasury Board Contracting Policy;
- Highlight of what suppliers can expect to see going forward;
- PSPC's strategy to incorporating accessibility into procurement;
- Work done to date to advance accessibility objectives;
- Accessible procurement video (6 min).





# Agile and Innovation Procurement: A PSPC Perspective

**Jonathan Vinet**, Manager, Agile and Innovation, Public Services and Procurement Canada  
**Syed Hasan**, Manager, Innovative Procurement Methodologies Division, STAMMs, Procurement Branch, Public Services and Procurement Canada  
**Guylaine Carrière**, Director, Procurement Modernization, Shared Services Canada

- Present PSPC's and SSC definition of Agile Procurement.
- What is Agile Procurement?
- Innovative Procurement Program.
- Lessons learned.
- Agile Risks and Risk Management.
- Myths about Agile procurement.
- Introduction of the Procurement Innovative Centre.
- Role and Mission of the Procurement Innovative Centre. How it will be supporting client departments, the procurement community and agile initiatives.
- Launch of the Agile Playbook, share key details of the playbook and how having a playbook can help Procurement Officers better understand the Agile Procurement process and its risk and challenges.

4:30 pm – 4:45 pm

*Pacific Rim 2*

Closing Remarks

**Carolyn Montague**, CIPMM President

4:45 pm – 6:00 pm

*Coal Harbour Bar*

Networking Event

## NOTES

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# 2020 CIPMM NATIONAL WORKSHOP

June 2-4, 2020 | Ottawa, ON

**RENEW**

**RECHARGE**

**REINVENT**

**SAVE THE DATE**



## 2020 CIPMM FLEET MANAGEMENT WORKSHOP



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Questions?

Phone: (613) 725-0980

E-Mail: [admin@cipmm-icagm.ca](mailto:admin@cipmm-icagm.ca)

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**OCTOBER 27-28, 2020**

Toronto Airport Marriott Hotel  
Toronto, ON



# Save the Date

**2020 CIPMM Regional Workshop in Winnipeg!**

**We hope to see you there!**



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

## Questions?

Phone: (613) 725-0980

E-Mail: [admin@cipmm-icagm.ca](mailto:admin@cipmm-icagm.ca)

For more information visit  
[cipmm-icagm.ca](http://cipmm-icagm.ca)

**NOVEMBER 18, 2020**

**The Fort Garry Hotel, Winnipeg MB**

# SAVE THE DATE

**DECEMBER 8, 2020 – OTTAWA, ON**



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

## EMERGING PRACTICES SYMPOSIUM

# 5 BIG TRENDS

**Affecting Materiel Management**



**CIPMM REGIONAL WORKSHOP**

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## NOTES

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## NOTES

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