27TH ANNUAL
CIPMM NATIONAL WORKSHOP

CREATING VALUE THROUGH INNOVATION, PARTNERSHIPS AND COLLABORATION

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

PROGRAMME 2016

JUNE 7 & 8, 2016
OTTAWA

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Breakout Session

'Procurement as an Enabler of Change'

on 8th June from 10:30 - 11:30

Mini Session/Demo

Demo of the AWARD® evaluation solution
(featuring Relative Value for Money module)

on 8th June from 1:30 - 1:50

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Message from the
Premier Partner

Health Canada Santé Canada

Health Canada is proud to be the Premier Partner at the Canadian Institute for Procurement and Materiel Management (CIPMM) 27th Annual National Workshop.

The theme of the 2016 CIPMM National Workshop is "Creating Value Through Innovation, Partnerships and Collaboration". At Health Canada, our mandate is to help Canadians maintain and improve their health. Partnering, collaborating and working closely with other federal departments and agencies, provincial and territorial governments, Aboriginal partners, non-governmental organizations, other countries and the private sector help us to achieve our goals and ensure Canada is one of the healthiest countries in the world. These partnerships protect Canadians from unsafe food, health and consumer products, support the delivery of healthcare to First Nations and Inuit, promote innovation in healthcare and inform Canadians to make healthy choices.

The National Workshop Organizing Committee has built a program that will inspire, educate and enhance the wellbeing and management and technical skills of delegates from across Canada. The program includes a variety of sessions that will encourage discussion, innovation and learning such as a networking breakfast, presentations, demos, creativity exercises and working groups. Delegates are encouraged to attend these sessions and use newfound skills to generate ideas, develop partnerships with other attendees and promote collaboration across government.

Enjoy this opportunity to network with your colleagues and learn about "Creating Value Through Innovation, Partnerships and Collaboration".

Jamie Tibbetts
Assistant Deputy Minister and Chief Financial Officer
Health Canada

Message from the **Chair**

On behalf of the Organizing Committee, I would like to welcome you to the 27th National Workshop for the Canadian Institute for Procurement and Materiel Management (CIPMM). It seems like just last September that the Organizing Committee met to think about the theme and to start to build the Program. Very quickly we found that there were too many topics related to innovation, partnership and collaboration that we thought would be of interest to the procurement and materiel management communities. Over the winter as we narrowed the topics and found the speakers, we kept on thinking of new ways to provide you each with the training and professional development you want. Now, as you attend the National Workshop, we hope that you will enjoy the various Keynote Speakers, Panels, Breakout Sessions, Demonstrations and Working Group Meetings. We have added a few surprises that should help build your creative skills and keep you up to date with trends from around the world. We hope that you will take advantage of the various networking opportunities we have established to meet some new colleagues from other departments and agencies and organizations in our Trade Show area.

Enjoy.

Carolyn Montague

Carolyn Montague
Chair, National Workshop Organizing Committee
Vice President, Professional Development, CIPMM

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

2016 CIPMM Workshop Committee

Carolyn Montague
Vice President, Professional Development, CIPMM and Chair, National Workshop Organizing Committee
Perfocus Management Inc.

Valerie Beaulieu
Communications Security Establishment

Benoit Cardinal
Global Affairs Canada

Wayne Chorney
Health Canada - Public Health Agency of Canada (Retired)

Brenda Harlow
Natural Resources Canada

Karen James
Department of National Defence

Harold Lessard
Canada Revenue Agency

Maha Ghadieh
Shared Services Canada

Tanya Nadeau
Canada Border Services Agency

Rosalee Parsons
Royal Canadian Mounted Police

Natalia Kaliberda
Shirley Trowbridge
The Willow Group and CIPMM Secretariat

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CIPMM would like to thank this group of volunteers and professionals for their time and contribution during this year.

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CIPMM Awards Lunch

JUNE 8, 2016

12:00 pm – 1:30 pm

The CIPMM Awards Program recognizes exemplary contributions in the fields of procurement and materiel management. These awards provide an opportunity to celebrate your employees or your peers, individually or as part of a team, and to raise the profile of the procurement and materiel management professions.

Awards presentations will be made at the Awards Luncheon to recipients of the most prestigious awards, whose contributions are the cornerstones of the profession. Join the CIPMM community on Wednesday, June 8 as we recognize the achievements of your colleagues.

Awards will be presented by Bill Matthews, the Comptroller General of Canada, and Elisa Mayhew, Assistant Comptroller General, Acquired Services and Assets Sector.

THE 2016 CIPMM AWARDS COMMITTEE MEMBERS

Melody Jeaurond
CIPMM Director
Treasury Board Secretariat of Canada

Vincent Robitaille
CIPMM Director
Treasury Board Secretariat of Canada

Patricia Slaunwhite
CIPMM Director
Global Affairs Canada

CIPMM Awards – Categories

Exceptional Individual Contribution Award

This award is focused specifically on the public servant who, by virtue of their experience and expertise, makes a significant contribution in the operation of their division, group or department on a daily basis. Nominees should demonstrate career commitment through the creation of innovative advancements within the procurement or materiel management fields and exhibit leadership and diligence in personal and community projects. The Selection Committee will select the winner of the David Swift Memorial Award from nominations received for this award category.

David Swift Memorial Award

The CIPMM Board of Directors established this award in 2010 to honour David Swift, 1966-2010, who was the founder of RFP Solutions, and a long-time member, contributor and thought leader to CIPMM. David Swift was recognized for his high ethics, integrity, intelligence, practical and implementable ideas as well as his willingness to give of himself without consideration of personal gain in the materiel management / procurement communities. The Award is presented annually to an individual whose integrity, intelligence and service to the procurement community is deemed to represent the values that David Swift practiced and will be selected from all nominations received for the Exceptional Individual Contribution Award. No separate nominations will be accepted for this award.

Project Management (Individual or Group)

This category will recognize an individual or a team who has worked toward the successful completion of procurement or materiel management related project. Projects should demonstrate innovation, achievement, quality, and leadership in some or all of the following: research, analysis, project management, partnering, communications, client relations, human resources or materiel savings and profit.

Community Builder (Individual or Group)

This category will recognize the exceptional contribution of an individual or a team who has actively worked to build up the procurement and/or materiel management communities. Initiatives should focus on improving the community through capacity building, learning, professional development, partnerships, and engagement. Initiatives may involve employees within one organization or employees from two or more public sector organizations in either a single-function or cross-disciplinary mode.

Gary Jeddrie Memorial Lifetime Achievement Award

This award will recognize an individual for unique or special accomplishments with identifiable impacts that have provided a significant impression in the procurement and/or materiel management fields. This individual has demonstrated an exceptional and sustained contribution, or made a variety of important contributions over a lengthy period of time. The work should represent a paramount achievement that enhances CIPMM's reputation. Nominees should demonstrate an outstanding level of personal involvement, effort, leadership, and achievement over a sustained period of time.

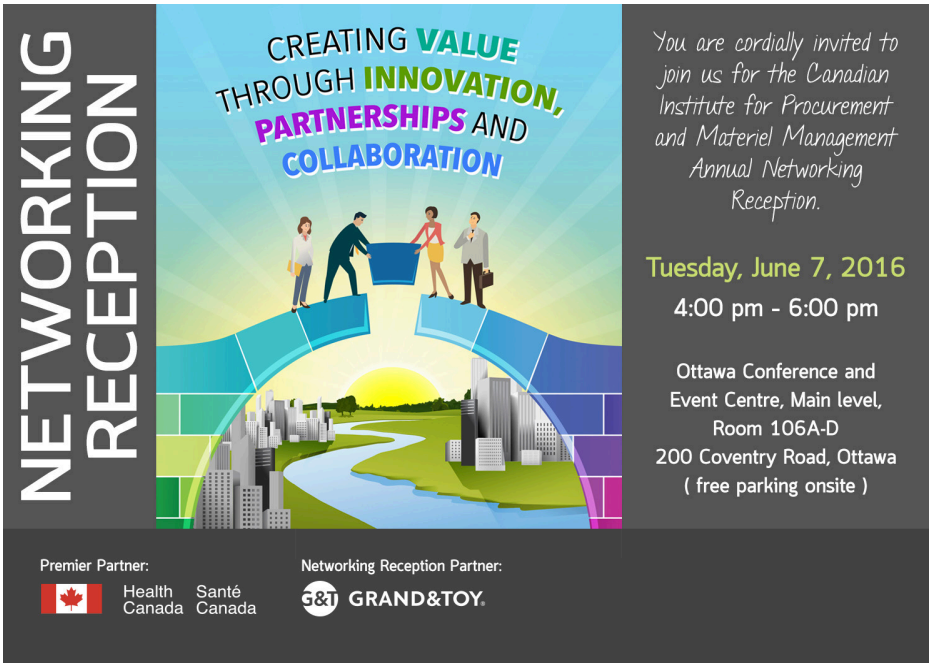
Bursary Award for Full- or Part-time Students ($500)

This award is presented to a full-time student working in the public sector, or a full-time indeterminate employee enrolled as a part-time student, who has demonstrated a marked interest in furthering their career within public procurement and/or materiel management. This is the only category for which an individual may nominate themselves. Candidates are required to submit the following:

1. 500-word essay on "Why I find a career in Procurement or Materiel Management interesting and how I can or will actively engage and contribute to the community";
2. Letter of recommendation from their direct supervisor;
3. Proof of enrolment in a post-secondary program leading to a certificate, diploma or degree in a field related to procurement or materiel management (i.e. Supply Chain, Logistics, Business, Commerce, etc.)

LIVE GRAPHIC RECORDING

SAM BRADD is a graphic facilitator and principal at Drawing Change. His role at this event is to listen deeply and create a real-time visual summary to help participants engage, solve problems, and foster innovation. In the last 15 years, Sam has collaborated with the World Health Organization, Google, indigenous organizations and researchers on three continents.



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Schedule at a Glance

Tuesday, June 7, 2016

7:00 am – 4:00 pm Foyer	**Registration**
7:30 am – 8:30 am Foyer	**Networking Breakfast** **Meet & Greet First Timers "A Cookie for a Rookie"**
8:30 am – 8:40 am Room 118	**Opening Remarks**
8:40 am – 9:00 am Room 118	**Opening Keynote** **Health Canada, Premier Partner**

9:00 am – 10:00 am

Concurrent Sessions

Room 118 **Session 1**

Build in Canada Program

Room 110 **Session 2**

Government Procurement Obligations in Canada's International Trade Agreements

Room 106E **Session 3**

The Challenges of Procuring in an Emergency Situation

Room 106FG **Session 4**

Defense Procurement Strategy

Room 106H **Session 5**

Acquisition Cards, an e-Procurement Tool in the CRA

Tuesday, June 7, 2016

10:00 am – 10:45 am
Room 106ABCD

Trade Show & Refreshment Break

10:00 am – 10:45 am

Mini Sessions / Demos on the Trade Show Floor

106ABCD; Lounge # 1 **Session 6**

PSPC Client Satisfaction Survey

106ABCD; Lounge # 2 **Session 7**

Don't Take A Back Seat When It Comes To Your Ergonomic Health

10:45 am – 11:45 am

Concurrent Sessions

Room 106FG **Session 8**

Implementing Performance Standards

Room 110 **Session 9**

City of Ottawa Implementing Supplier Performance Standards

Room 106E **Session 10**

Are You Ready To Manage A P3 Relationship? You Decide

Room 106H **Session 11**

Managing the RCMP Uniform Program

11:45 am – 1:30 pm
Room 118

Lunch with Keynote Speaker - Ray Zahab, Ultra-Marathon Runner and Adventurer
Turning the Ordinary into Extraordinary: How We Are Capable of Exceeding Our Perceived Limits

1:30 pm – 2:00 pm
Room 106ABCD

Trade Show and Dessert on the Trade Show Floor

1:30 pm – 2:00 pm
Room 106ABCD

Meet & Greet with Ray Zahab on the Trade Show Floor

1:30 pm – 2:00 pm

Mini Sessions / Demos on the Trade Show Floor

106ABCD; Lounge #1 **Session 12**

Does Your Procurement Have CLCA Obligations?

106ABCD; Lounge #2 **Session 13**

Open Dialogue on the Certification Program for the Federal Government Procurement and Materiel Management Communities

2:00 pm – 3:00 pm Room 118	**Interactive Session #14 - Beyond The Box Creativity Exercise** Fanning the creative spirit. Strategies for Innovative Thinking

3:00 pm – 4:00 pm

Concurrent Sessions

Room 118 **Session 15**

OSME Supplier Survey Results

Room 106E **Session 16**

Essential Transformation: A Vision for the Procurement Group in the Government of Canada

Room 110 **Session 17**

Fairness Monitoring – Lessons Learned

Room 106FG **Session 18**

Collaboration and the Implementation of the Integrity Regime

Room 106H **Session 19**

The Impact of CLCA's on Your Process

4:00 pm – 6:00 pm Room 106ABCD	Networking Reception Teachable Moments Through Drum And Song Michele J. Penney.

We want the best ideas to spead!

What idea do you want to see spread?

Share it on the interactive "Knowledge Wall"

Wednesday, June 8, 2016

7:00 am – 3:00 pm
Foyer

Registration

7:30 am – 8:30 am

Working Group Breakfasts

Room 110 **Session 20**

Fleet Management

Room 106E **Session 21**

Buy and Sell Demo

Room 106H **Session 22**

Procurement Strategy for Aboriginal Business (PSAB) for Government of Canada

Room 106FG **Session 23**

Enterprise Assets Management Forum

8:30 am –8:40 am
Room 118

Opening Remarks

8:35 am – 9:00 am
Room 118

Opening Keynote

9:00 am – 9:45 am

Plenary Panel

Room 118 **Session 24**

Procurement Modernization

9:45 am –10:30 am
Room 106ABCD

Trade Show & Refreshment Break

9:45 am – 10:30 am

Mini Sessions / Demos on the Trade Show Floor

106ABCD; Lounge #1 **Session 25**

Best Practices in a Contingent Labour Management

106ABCD; Lounge #2 **Session 26**

Are We Sitting Outselves To Death?

10:30 am – 11:30 am

Concurrent Sessions

Room 110 **Session 27**

Managing Supplier Relationship

Room 106FG **Session 28**

Procurement As An Enabler Of Innovation. Getting Procurement Right First Time: Achieving Value For Money Against The Right Criteria Set

Room 106H **Session 29**

Enterprise Assets Management

Room 106E **Session 30**

What is the Current State of the Materiel Management Community in the Federal Public Service?

11:30 am – 12:00 pm
Room 118

Town Hall with the Comptroller General - Meeting the Challenges of 2016 and Beyond

12:00 pm – 1:30 pm
Room 118

Awards Lunch

1:30 pm – 2:00 pm
Room 106ABCD

Trade Show & Refreshment Break

1:30 pm – 2:00 pm

Mini Sessions / Demos on the Trade Show Floor

106ABCD; Lounge #1 **Session 31**

How Resource Supply Affects Procurement Strategy?

106ABCD; Lounge #2 **Session 32**

The Relative Value For Money (RvfM) Module In Our Award Software

2:00 pm – 3:00 pm — *Concurrent Sessions*

Room 118 — Session 33	Room 110 — Session 34	Room 106FH — Session 35
TBS Policy Reset: Overview of Proposed Changes to Procurement and Materiel Management Policy Instruments	Public Servants Promoting a Greener Environment	Ethics in Procurement

Room 106H — Session 36	Room 106E — Session 37
Procuring Abroad in a Volatile Market	SSC -Procurement / P2P in Action

3:00 pm – 3:30 pm
Room 106ABCD
Trade Show & Refreshment Break

3:00 pm – 3:30 pm — *Mini Session / Demo on the Trade Show Floor*

106ABCD; Lounge #1 — **Session 38** — Digital Government - Preparing for the New World of Work

3:30 pm – 4:30 pm
Room 118
Session 39 — **LEAN AGILITY - Interactive Session**
Overview of Lean Government

4:30 pm – 5:00 pm
Room 118
Closing Remarks

5:00 pm – 5:30 pm
Room 118
CIPMM AGM

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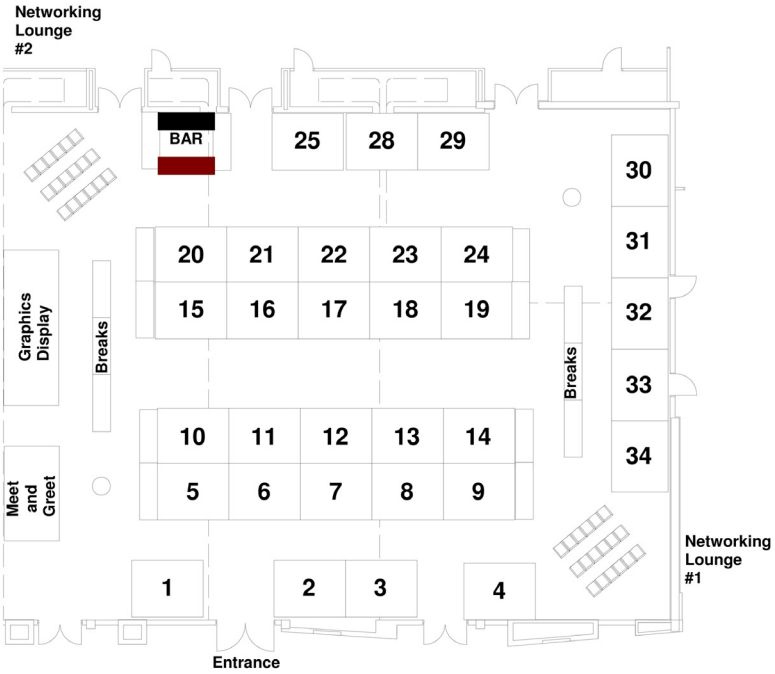
EXHIBIT HALL



THANK YOU TO OUR EXHIBITORS

EXHIBITORS	Booth
Altis Professional Recruitment	32
AON	5
Arconas	34
BMO	20
CIPMM	28
Commerce Decisions Ltd.	10
CORCAN	30
Desjardins Card Services	17
Flextrack	24
GCSurplus	2
Government of Canada, Pension and Benefits	12
Grand & Toy	8 & 9
Indigenous and Northern Affairs Canada	15
Northern Micro	23
Lean Agility Inc. and Grey Oak Consulting	29
Office of the Procurement Ombudsman	11

EXHIBITORS	Booth
Office of the Public Sector Integrity Commissioner of Canada	13
OSME - PWGSC	6
Procom Consultants Group	14
QMR Consulting & Professional Staffing	19
Randstad Canada	3
RFP Solutions Inc.	25
Ricoh Canada Inc.	33
Shared Services Canada	22
Sterling Marking Products Inc	1
Supply Chain Management Association	4
Public Services and Procurement Canada, Business Modernization	16
PWGSC - Document Imaging Solutions Centre	18
The Retirement Planning Institute	31
Treasury Board of Canada Secretariat	7
Professional Institute of the Public Service of Canada	21

Tuesday, June 7, 2016

NATIONAL WORKSHOP PROGRAM

7:00 am – 4:00 pm *Foyer*
Registration

7:30 am – 8:30 am *Foyer*
Networking and Hot Breakfast
Meet & Greet First Timers "A Cookie for a Rookie"

8:30 am – 8:40 am *Room 118*
Opening Remarks

Carolyn Montague, *CIPMM Workshop Chair*
Vincent Robitaille, *CIPMM Director*

8:40 am – 9:00 am
Opening Keynote – Health Canada, Premier Partner

Jamie Tibbetts, *Assistant Deputy Minister and Chief Financial Officer, Health Canada*

CONCURRENT SESSIONS
9:00 am – 10:00 am

Session 1
Room 118

Build in Canada Program

Anna Kourla, *Senior Advisor, Build in Canada Innovation Program, Public Services and Procurement Canada*

The BCIP helps innovative companies bring their innovative good and services to the marketplace by buying and testing the innovations in real world operational setting in the federal government. It therefore offers government departments the opportunity to access, test and keep innovative goods and services at no direct cost! These innovations may help solve needs or problems that a department has with a product or service they didn't know existed previously. The presentation will provide a description of the program, how it works and what it's benefits are for both government departments and Canadian innovative companies. Specific cases and examples will also be shared to clarify these aspects of the problem so as to highlight the opportunities of participation in the program.

Session 2
Room 110

Government Procurement Obligations in Canada's International Trade Agreements

Pierre Marier, *Director, Government Procurement, Trade and Environment (TPZ), Global Affairs Canada*
Carlos Vanderloo, *Deputy-Director, Government Procurement, Trade and Environment Division (TPZ), Global Affairs Canada*

This presentation, delivered by the Director and Deputy Director of the Government Procurement, Trade and Environment Division at Global Affairs Canada, will offer general/practical information regarding Canada's international government procurement obligations. The purpose will be to provide federal procurement officers with context they can apply as they perform their duties. At the end of the presentation, participant will:

- Understand which international agreements contain government procurement obligations;
- Understand the core procurement commitments in international agreements;
- Understand how to determine if a procurement process is covered or not by international obligations;
- Understand procurement thresholds and how they apply to procurement processes;
- Know where to find information on what goods and services are covered in international agreements;
- Know how to identify the federal government entities that have international GP obligations and;
- Be aware of general exceptions/exemptions to procurement obligations in international agreements.

Session 3
Room 106E

The Challenges of Procuring in an Emergency Situation

Carlo Beaudoin, *Chief Financial Officer, Public Health Agency of Canada*
Patricia Stewart, *Procurement Section Head, Department of National Defence*

This session will present a panel of people drawn from the Public Health Agency of Canada and the Department of National Defence who will share with you some of the challenges they have experienced in handling procurements in emergency situations.

Session 4
Room 106FG

Defense Procurement Strategy

Charles McColgan, *Executive Director, Defence Procurement Strategy, Public Services and Procurement Canada*

This presentation will provide an update on the progress of the Defence Procurement Strategy since its inception in 2014.

Session 5
Room 106H

Acquisition Cards, an e-Procurement Tool in the CRA

Jean-Claude Azar, *Director, Contracting Division, Canada Revenue Agency*
Suzanne Young, *Assistant Director, Canada Revenue Agency*

Self-serve procurement for low risk purchases has significantly decreased the cost of procurement at the Canada Revenue Agency. Acquisition cards are the means to this end by allowing business programs to purchase just-in-time goods and services within controlled and monitored parameters defined by the procurement organization.

10:00 am – 10:45 am – TRADE SHOW
Refreshment Break on the Trade Show Floor *Room 106ABCD*
CIPMM is grateful to PROCOM as a partner in this Refreshment Break

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10:00 am – 10:45 am *Room 106ABCD*
Mini Sessions and Demos on the Trade Show Floor

Session 6
Room 106ABCD - Lounge 1

PSPC Client Satisfaction Survey

Caroline Landry, *Regional Director, National Capital Region, Public Services and Procurement Canada*

This presentation provides an overview of the 2015 Client Satisfaction Survey conducted by the Client Engagement Coordination Directorate (CECD) from the Office of Small and Medium Enterprises and Strategic Engagement (OSME-SE) of Public Services and Procurement Canada (PSPC). This survey was conducted to better understand client expectations and assess levels of satisfaction with the Acquisitions Branch's services.

Session 7
Room 106ABCD - Lounge 2

Don't Take A Back Seat When It Comes To Your Ergonomic Health.

Chris Batchelar, *Eastern Ontario-ergocentric*

If you regularly work at a desk for computer work, you'll need to sit on an office chair that is correctly adjusted for your body to avoid back pain and problems. Adjusting an office chair is simple and only takes a matter of minutes if you know how to adapt it to your body's proportions. Grand & Toy, with the help of an industry expert, will demonstrate how to best adjust various types of office chairs and take advantage of the built-in mechanisms for best ergonomic results.

Session 8
Room 106FG

Implementing Performance Standards

Thomas John Connolly, *Chief, Assets and Data Management, Health Canada / Public Health Agency of Canada*

The Government of Canada is committed to deliver real results and professional government to Canadians. In doing so, having a solid Performance Measurement practices in place is a great way to monitor, evaluate, report on findings and to make informed decisions on the effectiveness of our work and to align resources to priorities to ensure success. This session will walk through the steps taken by the Materiel and Assets Management Division of Health Canada in developing their own performance. From a high level view of performance measurement, to detailed performance targets, Health Canada will share their experiences and lessons learned in the implementation of their Performance Measurement Framework.

Session 9
Room 110

City of Ottawa Implementing Supplier Performance Standards

Will McDonald, *Chief Procurement Officer, City of Ottawa*

In January 2015 the City of Ottawa initiated a Vendor Performance Management (VPM) program to evaluate and record the performance of its contractors. The key objectives of the VPM program are to improve communications between the City and its suppliers, provide timely feedback with the goal of performance excellence, and create and track key performance indicators related to performance. This presentation will review the objectives and background of the VPM initiative, the performance evaluation process and scoring methodology, the use of vendor scores in awarding future contracts, and provide a status update on the project after the first year of implementation.

Session 10
Room 106E

Are You Ready to Manage a P3 Relationship? You Decide.

Mike Komery, *Director General, Corporate Services Operations and Private Public Partnership, Communications Security Establishment*
Mike Marasco, *CEO, Plenary Concessions, Plenary Concessions*
Bruce Hirst, *Deputy Chief, Corporate Services*
Ross Welsman, *Director, National Capital Region, Defence Construction Canada*

This session will cover:

Intro to CSE new facility
- What is a P3
- Panel Discussion

a. Transitioning into a P3 relationship
b. Governance – EDB P3 governance
c. Performance Measurement / Risk transfer / KPI

Session 11
Room 106H

Managing the RCMP Uniform Program

Supt. Ian Cowan, *Director, Uniform and Equipment Program, RCMP*

RCMP Uniform & Equipment Program Overview (history, changing with the times, staying relevant, performance management). Managing key internal elements (road blocks to success; importance of SAP); Coping with external elements (rules of engagement, vendor performance)

Can government get it done?

11:45 am – 1:30 pm
Lunch with a Keynote Speaker *Room 118*

Ray Zahab, Ultra-Marathon Runner and Adventurer , Turning the Ordinary into Extraordinary: How We Are Capable of Exceeding Our Perceived Limits

Ray Zahab, *Ultra-Marathon Runner and Adventurer*

A former "pack a day smoker," Ray Zahab ran across the Sahara Desert in 111 days; he ran the three coastal trails of Canada, covering 400 kilometres; he and two others broke the world speed record for an unsupported expedition by a team to the South Pole; he ran 1,200 kilometres in 20 days in the Atacama Desert; and in 2013, he took on his most gruelling journey yet when he ran over 2,000 kilometres to cross Mongolia and the Gobi Desert, and if that's not enough, in 2015 he ran 1000 km across the Patagonian Desert. The founder of impossible2Possible, an organization that inspires and educates youth through adventure learning, and the host of television's *"The Project"* and *"To The Edge"*, Ray's high energy and visually stunning presentations showcase his challenging adventures, focus on his philanthropic endeavours, and–most importantly—relay that the impossible is possible.

National Geographic tracked Ray's journey across the Sahara for their documentary *"Running The Sahara",* produced by Matt Damon, and directed by Academy Award winner James Moll, showing not just Ray's incredible feat, but also raising awareness for the drinking water crisis in North Africa. After this experience, Ray decided to leverage his future adventures to raising awareness and funding for causes that he supports and believes in. *"Running The Sahara",* began a journey of discovery: that we ALL can truly achieve extraordinary things.

Ray founded *impossible2Possible (i2P)* in 2008, which sees young people taking part in amazing challenge-based expeditions, with students around the world taking part using virtual technology.

Incredibly, Ray has also found the time to write two successful books, *Running for My Life* and *Running to Extremes*, for young readers.

A member of the board of Directors of Ryan's Well Foundation, an Athletic Ambassador and Board Member of ONExONE.org, and a representative of SpreadTheNet, Ray received the 2007 ONExONE Difference Award and the 2010 Torchbearers Award. He is also a Fellow of the Royal Geographical

Society and the Canadian Geographical Society.

Ray has spoken at events such as TED, IOC World Conference, The Economist World, and World Affairs Council, spreading the message that we are all capable of the extraordinary in our lives and that in fact, the impossible is possible.

1:30 pm – 2:00 pm – TRADE SHOW *Room 106ABCD*
Dessert on the Trade Show Floor and Meet and Greet with Ray Zahab

1:30 pm – 2:00 pm
Mini Sessions and Demos on the Trade Show floor

Session 12
Room 106ABCD - Lounge 1

Does Your Procurement Comprehensive Land Claim Agreements (CLCA's) Have Obligations?

Cathryn Kallwitz, *Director of Operations, Setaside Solutions*
Dennis Brunner, *Senior Advisor, Treaties and Aboriginal Governments, Indigenous and Northern Affairs Canada*

The C5Expert® QuickSearch Map tool provides a quick and easy method to assess whether the locations of work or delivery for an anticipated contract requirement fall within one or more CLCA areas. This process supports the early identification of any contracting obligations arising from each CLCA found to apply to the anticipated activity.

Session 13
Room 106ABCD - Lounge 2

Open Dialogue on the Certification Program for the Federal Government Procurement and Materiel Management Communities

Melody Jeaurond, *Senior Advisor and Certification Program Manager Acquired Services and Assets Sector, Office of the Comptroller General, Treasury Board of Canada Secretariat*

Find out everything you need to know about the Certification Program, Candidate Achievement Records (CAR), course equivalencies and more. Prepare your questions for this open question and answer session. Why do we evaluate competencies? What are the expectations of the Review Panel and PSC for the CAR? How can courses I have taken at college or university be applied to the curriculum requirements of the Program? Also, find out how the Communities Management Office can help you navigate your way to federal certification and support you in your work to provide the best value and service to the Crown and Canadians.

INTERACTIVE SESSION
2:00 pm – 3:00 pm

Session 14
Room 118

Beyond The Box Creativity Exercise
FANNING THE CREATIVE SPIRIT: Strategies for Innovative Thinking

Bob Presner, *President, Beyond the Box, Inc.*
Lola Rasminsky, *C.M.: Founder and Vice-President, Beyond the Box, Inc.*

This highly-interactive (and fun) one-hour session will provide participants with a creativity toolkit that will help them increase their capacity to think with imagination – and to spark their sense of engagement. Upon leaving the Beyond the Box™ workshop, people will be ready and able to implement these effective approaches – immediately! And did we mention that there will be much laughter throughout the workshop?

CONCURRENT SESSIONS
3:00 pm – 4:00 pm

Session 15
Room 118

OSME Supplier Survey Results

Lori Kibbee, *Senior Director, Public Services and Procurement Canada*

In 2014 Public Services and Procurement Canada reached out directly to the business community to solicit feedback on ways to improve the federal procurement process. This was an opportunity to hear firsthand from suppliers about challenges they face in doing business with the government. Upwards of 2,000 suppliers responded to this open call providing our department with a full range of issues from technology to security to address in making it easier for suppliers to provide their goods and services to the Government of Canada. PSPC is committed to taking action on the findings on this and other consultative initiatives to help improve federal government procurement.

Session 16
Room 106E

Essential Transformation: A Vision for the Procurement Group in the Government of Canada

Jessica Sultan, *Director, Strategic Procurement and Contracting Operations, Contracting and Material Management Comptrollership Branch, Canada Border Services Agency*

The procurement group within the Government of Canada is undergoing a period of rapid transformation. Effectively managing these changes will require a change of mindset: a move away from working in "silos", considering only the challenges in our own departments, and toward adopting a broader vision of community. The efficiencies that could be gained if we worked together are staggering, and would free up resources to address the real backbone of the community: procurement.

Session 17
Room 110

Fairness Monitoring – Lessons Learned

Steve Johnston, *Managing Director, RFP Solutions Inc.*
Richard DeVidi, *A/Director, Fairness Monitoring & Business Dispute Management, Public Services and Procurement Canada*

The Public Services and Procurement Canada (PSPC) Fairness Monitor Program supports large scale, complex and high risk procurement transactions, assisting both the Contracting Authority and the Technical Authority in navigating the procurement process in a fair, open and transparent manner.

This session brings together a representative from PSPC's Fairness Monitor Program and a practicing Fairness Monitor, to share their viewpoints, processes and lessons learned from more than ten (10) years of practice.

The session provides an opportunity for departments/agencies to learn about the Fairness Monitor Program for procurements completed by PSPC; as well as how departments might consider using a Fairness Monitor for its own procurement activities, where the organization feels a greater level of assurance is of benefit.

Through this session, participants will be exposed to a discussion of the principles and practices of fairness and case study examples, demonstrating that fairness is not an added layer to the procurement process, but rather is an integral part; and will learn how to build fairness into each aspect of their procurement.

Session 18
Room 106FG

Collaboration and the Implementation of the Integrity Regime

Lyndsay Rajaram, *Manager, Policy, Analysis and Reporting, Agriculture and Agri-Food Canada*
Deborah Bellocchi-Covella, *Functional Analyst, Procurement Policy Analysis, Natural Resources Canada*
Kathrine Abrams, *Manager, Materiel Management and Procurement Policy, Department of Fisheries and Oceans*
Brenda Harlow, *Team Leader, Procurement Services, Natural Resources Canada*
Peter Waisberg, *Chief, Integrity Policy, Public Services and Procurement Canada*
Archie Pacheco, *Manager, Procurement Policy Analysis and Reporting Unit, Natural Resources Canada*

This presentation will describe the process by which five departments came together to work with each other to implement the new Integrity Regime within their individual departments. There are many major changes coming in how we do business in the near future. We hope to encourage collaboration among other departments to share ideas and best practices, and lessen the individual level of effort related to the implementation of new government initiatives.

Session 19
Room 106H

The Impact of Comprehensive Land Claim Agreements (CLCA's) on your process.

Dennis Brunner, *Senior Advisor, Treaties & Aboriginal Government, Indigenous and Northern Affairs Canada*

Comprehensive Land Claim Agreements (CLCAs) are negotiated in areas of the country where Aboriginal rights and title have not been addressed by historic treaties or other legal means, or where there remains outstanding disagreement around the terms of those treaties. While each CLCA is unique, these agreements usually include such things as land ownership and management, money, wildlife harvesting rights, participation in land, resource, water, wildlife and environmental management, and measures to support economic development and protect Aboriginal culture.

4:00 pm – 6:00 pm *Room 106ABCD*

NETWORKING RECEPTION IN TRADE SHOW AREA

Teachable Moments Through Drum and Song with Michele J. Penney

Michele J. Penney of the Saulteaux Nation from Yellow Quill Saskatchewan. She has been drumming and singing for 15 years. Through drumming and singing she incorporates "Teachable Moments" about her culture and identity. Her goal is to give a positive teaching that lifts up First Nations identities, through personal stories and song!

CIPMM is grateful to Grand and Toy as a partner in this Networking Reception

Wednesday, June 8, 2016

NATIONAL WORKSHOP SCHEDULE

7:00 am – 3:00 pm *Foyer*
Registration

7:30 am – 8:30 am *Foyer*
Working Group Breakfasts

Session 20
Room 110

Fleet Management

Serge Joanisse, *Senior Policy Analyst, Treasury Board of Canada Secretariat*

The Treasury Board Secretariat will provide an overview of its Policy Reset initiative with its goal to clarify policy requirements and ensure they are user-focused. It will then discuss the implications of this initiative on the fleet management directives and guidelines and describe how these policy instruments are being streamlined and modernized.

Session 21
Room 106E

Buy and Sell Demo

Kenneth McMillan, *Acting Regional Director, National Capital Region of the Office of Small and Medium Enterprises, Public Services and Procurement Canada*

This discussion will begin with an overview of open procurement data publishing on the Government Electronic Tendering Service. With the context established, a live demonstration will provide audiences with a view of how Canada's contributions to the International Open Contracting Data Standard and its commitment to new trade commitments will reshape the publishing of public procurement data for multiple jurisdictional levels.

Session 22
Room 106H

Procurement Strategy for Aboriginal Business (PSAB) for Government of Canada

Dolores Coelho, *Sr. Program Officer, Aboriginal Economic and Business Opportunities Branch, Indigenous and Northern Affairs Canada*

The Procurement Strategy for Aboriginal Business (PSAB) was established to help Aboriginal businesses do more contracting with the Government of Canada and to promote Aboriginal business development through the federal government procurement process. This initiative consists of the following elements: greater emphasis on Aboriginal economic development when planning procurements; mandatory set-asides and voluntary set-asides; provision for subcontracting with Aboriginal businesses when the primary requirement is outside of international trade agreements (NAFTA, WTO-AGP and CETA); and, requirements for each department and agency with an annual contracting budget in excess of $1.0 million to develop multi-year performance objectives for contracting with Aboriginal businesses.

Session 23
Room 106FG

Enterprise Assets Management Forum

Blair Hurd, *Assets Manager, Chief Financial Officer Branch, Health Canada / Public Health Agency of Canada*

The discussion of an Assets Management SAP users group.

8:30 am – 8:35 am *Room 118*

Opening Remarks
Carolyn Montague, CIPMM Workshop Chair

8:35 am – 9:00 am *Room 118*

OPENING KEYNOTE

Lisa Campbell, *Assistant Deputy Minister, Defense Procurement, Acquisitions Branch, Public Services and Procurement Canada (PSPC)*

Lisa Campbell will provide an overview of what PSPC, in collaboration with TBS and OGDs, is doing to modernize procurement, followed by a plenary panel on the exciting changes forthcoming and on how GC department and agencies may contribute to this high importance modernization initiative.

9:00 am – 9:45 am
Plenary Panel

Session 24
Room 118

Procurement Modernization

Carolyne Blain, *Director General Policy, Risk, Integrity and Strategic Management Sector, Public Services and Procurement Canada*
Vicki Ghadban, *Director General, Acquistions Program Transformation, Public Services and Procurement Canada*
Emilio Franco, *Director, Electronic Procurement Solution Directorate, APTS, Public Services and Procurement Canada*

"Procurement modernization": You've been hearing about it, but what's the latest and what does it mean for you? The Assistant Deputy Minister, Acquisitions Branch, Public Services and Procurement Canada, along with their Executives will be providing you with an update on the key activities under way supporting the procurement modernization initiative, to support the PSPC Minister's Mandate to modernize procurement practices, so that they are simpler, less administratively burdensome, deploy modern comptrollership, and include practices that support our economic policy goals, including green and social procurement. This includes work being done with TBS to modernize procurement policies, acquiring and implementing a Government of Canada e-Procurement Solution and measures to standardize and simplify how we do business, to make it easier for you as procurement professionals to do your job, for clients to buy, and suppliers to sell. Come and find out more!

9:45 am – 10:30 am - TRADE SHOW *Room 106ABCD*
Refreshment Break on the Trade Show floor

CIPMM is grateful to Procom as a partner in this Refreshment Break

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9:45 am – 10:30 am *Room 106ABCD*

MINI SESSIONS AND DEMOS ON THE TRADE SHOW FLOOR

Session 25
Room 106ABCD - Lounge 1

Best Practices in Government Contingent Labour Management

Matt Moloney, *Senior Client Executive, Flextrack*

Flextrack is the Canadian leader in the management of this procurement category and is already providing contingent labour management solutions (Called MSP and VMS Programs) to 4 Canadian Provinces.

The Provinces of Nova Scotia, New Brunswick, Alberta, and British Columbia have already selected Flextrack to manage their contingent labour category with an MSP/VMS solution built to provide oversight and visibility to a large spend category and built within the parameters of government procurement and trade agreements.

This presentation will highlight the key areas addressed in these programs of: compliance; oversight/reporting; cost savings; and process improvement all while operating in a fully visible, vendor neutral manner.

Session 26
Room 106ABCD - Lounge 2

Are We Sitting Ourselves To Death?

Leon DesRoches, *BScKin; BScPT, Physiotherapist and the founder of Sparx Wellness Institute and, Sparx Innovation*

Understanding the physiological and biomechanical effects of prolonged sitting and what it is truly doing to our human bodies over time. We will touch on the common problems associated with prolong sitting such as back pain, tennis elbow and carpal tunnel. Furthermore, gaining a better understanding of why certain technologies are not being as affective in today's workplace; solutions or products that exist on the market that could have a greater impact in addressing the health issues associated with the "Sitting Disease"

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CONCURRENT SESSIONS
10:30 am – 11:30 am

Session 27
Room 110

Managing Supplier Relationships

Duncan McNaughton, *President, Tiree Group of Companies*

A seasoned consultant will talk about what the public sector needs to do to get the best value from its relationships with the private sector.

Session 28
Room 106FG

Procurement as an Enabler of Innovation. Getting Procurement Right the First Time: Achieving Value for Money Against the Right Criteria Set

Peter Marshall, *Professional Services Director, Commerce Decisions*

This session will explore:

- How the development of the right bid assessment schemes will play its part in meeting the budget and equipment procurement challenges faced by Defence
- How to identify and develop effective evaluation criteria and assessment schemes that ensure contractors deliver the desired outcome with minimal risk.
- How to balance technical and risk factors against cost in order to optimise value for money.

Session 29
Room 106H

Enterprise Assets Management

Blair Hurd, *Assets Manager, Materiel and Assets Management Division, CFO Branch, Health Canada / Public Health Agency of Canada*

Blair Hurd, Health Canada and the Public Health Agency of Canada's Assets Manager will be providing a session on how his departments adopted new functionality in SAP in relation to Assets Management.

Session 30
Room 106E

What is the Current State of the Materiel Management Community in the Federal Public Service?

Martine Rack, *Senior Policy and Program Analyst Central Agency, Treasury Board of Canada Secretariat*

The Acquired Services and Assets Sector Community Management Office (ASAS CMO) at Treasury Board of Canada Secretariat (TBS) is seeking to better understand the current state of Materiel Management in the Federal Public Service in order to provide increased support for capacity-building to the community.

This interactive session will enable workshop participants to contribute their ideas to many different topics such as:

- What is the work of materiel management?
- How is the function changing?
- What is working well within the field of materiel management?
- What challenges are materiel management specialists facing?
- What support would you like to be receiving?

11:30 am – 12:00 pm
TOWN HALL WITH THE COMPTROLLER GENERAL OF CANADA *Room 118*

Bill Matthews, *Comptroller General of Canada*

Meeting the Challenges of 2016 and Beyond
Building on the success of last year's session, the Comptroller General is back to talk to our communities. After sharing his ideas on how to leverage talent and revitalize policy design and delivery, it will be time to turn the tables. Share your thoughts, ask your questions and participate in an open and frank discussion!

12:00 pm – 1:30 pm
AWARDS LUNCH *Room 118*

1:30 pm – 2:00 pm - TRADE SHOW
Refreshment Break on the Trade Show Floor *Room 106ABCD*

CIPMM is grateful to Procom as a partner in this Refreshment Break

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1:30 pm – 2:00 pm *Room 106ABCD*

MINI SESSIONS AND DEMOS ON THE TRADE SHOW FLOOR

Session 31
Room 106ABCD - Lounge 1

How Resource Supply Affects Procurement Strategy?

Sue Nuttall, *Vice President, Government Solutions, Randstad*

Current IT staffing trends, resource availability locally and nationally for both legacy and emerging technologies and how procurement strategies can be tailored to effectively access the targeted candidate pools.

Session 32
Room 106ABCD - Lounge 2

The Relative Value for Money (RVfM) Module in our AWARD Software

Philip Lear, *International Business Development manager, Commerce Decisions Ltd.*

The AWARD® evaluation solution offers a unique focus and depth of functionality to support strategic evaluation with a structured, robust and transparent approach. Our innovative solution set incorporates our proven Structured Criteria Development (SCD) and Relative Value for Money (RVfM) methodologies alongside the core Evaluation, Dataroom and Interaction modules to deliver the most comprehensive strategic evaluation solution available on the market. This AWARD® demo will focus on the perspectives of the Evaluator and Moderator (Consensus score) and reporting.
The scenario for the demo is the evaluation of bids submitted in response to a tender for Fleet (car hire) Services. It is an open tender with PQQ and ITT stages. The demo begins with the evaluation of the ITT, which comprises three stages: compliance, evaluation and moderator/consensus.

2:00 pm – 3:00 pm

CONCURRENT SESSIONS

Session 33
Room 118

TBS Policy Reset: Overview of Proposed Changes to Procurement and Materiel Management Policy Instruments

Danielle Aubin, *Senior Director, Real Property and Materiel Policy Division, Office of the Comptroller General, Treasury Board of Canada*
Allison Christie, *Manager, Real Property and Materiel Policy Division, Office of the Comptroller General, Treasury Board of Canada Secretariat*

TBS is currently reviewing its Policy Suite, with a goal to clarify policy requirements and ensure they are user-focused. The current suite of policies for the management of acquired services and assets, which includes procurement, materiel management, real property, investment planning and project management, is being streamlined and modernized. TBS officials will provide an overview of the Policy Reset initiative, and describe proposed changes to the policy suite.

Session 34
Room 110

Public Servants Promoting a Greener Environment

Teressa Dauphinais, *Senior Advisor, Innovation, Science and Economic Development Canada*

Public Servants Promoting a Greener Environment is in the top 5 most popular groups on GCconnex, second only to Blue Print 2020. This a federal government networking and collaboration group that is intended to shed light on green procurement and materiel management. By focusing on tools and initiatives as well as environmental innovation, it has now become a wealth of knowledge for members of the procurement and materiel management communities. Stop by to hear about how the group originated, its objective and its success so far and we will show how joining GCconnex can assist you in 'Thinking Green' in your day to day activities.

Session 35
Room 106FG

Ethics in Procurement

Allan Cutler, *Founder, Allan Cutler Consulting*

An overview of the dynamics of ethical conduct in public service. Socrates (469-399BC) said that the two realms, public and private were essentially separate and that "Public life demands compromise that make true morality impossible." Does his comment hold true for public service, not just public life? Are tradeoffs necessary?

Session 36
Room 106H

Procuring Abroad in a Volatile Market

Josephine Dahan, *Director of Missions Procurement Operations (AAO), Global Affairs Canada*
Brent Hygaard, *Procurement Specialist in Missions Procurement Operations (AAO), Global Affairs Canada*

Procurement and Contracting has evolved considerably in the last 10 years moving from transactional in nature to more strategic and knowledge-based. Since 2008, there has been increased emphasis in government to buy better and smarter. At Global Affairs Canada we procure several goods and services abroad for our missions (Embassies, Consulates etc). In addition to buying better and smarter, we are faced on a daily basis with additional risks, considerations and uncertainty not typically prevalent in other departments related to economic, political, ethical, environmental, social and legal issues. These unique challenges require us to have strong analytical and negotiation skills and an intricate knowledge of government laws, regulations, and policies while being able to respond to local considerations. We will explore these situations and discuss ways in which Global Affairs Canada responds to these issues.

Session 37
Room 106E

SSC E-Procurement / P2P in Action

Kevin Campbell, *Director of Business Systems, Shared Services Canada (SSC)*
LeAnne Spurrell, *Procure-to-Pay (P2P) Project Director, Shared Services Canada (SSC)*

All eyes are on SSC as they prepare to launch their new shared Procure-to-Pay (P2P) solution – the first P2P solution for the Government of Canada with a Supplier Portal. This P2P solution automates procurement and payment functions for SSC employees – but also provides self-serve functionality for vendors to bid and submit invoices online. During this session, SSC will provide an overview of their P2P solution, discuss project milestones, and lessons learned, and provide a demo of the solution.

3:00 pm – 3:30 pm - TRADE SHOW
Refreshment Break on the Trade Show Floor *Room 106ABCD*

CIPMM is grateful to Procom as a partner in this Refreshment Break

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3:00 pm – 3:30 pm
MINI SESSION AND DEMO ON THE TRADESHOW FLOOR *Room 106ABCD*

Session 38
Room 106ABCD - Lounge1

Digital Government - Preparing for the New World of Work

Craig Milner, *Account Executive - Federal Government Accounts, Ricoh Canada*

The Canadian Government is facing many challenges in the new world of work. Mobility trending, the data explosion, Workplace 2.0, BluePrint 2020, network and data security, and IT budget constraints are all influencing how information is managed. In addition, national and regional offices may be feeling the pinch of print fleet rationalization, enhanced security mandates, Shared Services Canada (SSC) procurement transition, and an anticipated migration to managed print Government wide. By having a clear understanding of your business processes using our 5 - phased approach, and by introducing state of the art innovation, Ricoh has helped many Departments and Agencies address these challenges. We will explain how through the use of smart procurement strategies and supply methods we can help prepare you for the way forward in this new world of work.

3:30 pm – 4:30 pm
Interactive Session *Room 118*

Session 39
Room 118

LEAN AGILITY

Craig Szelestowski, *President, Lean Agility Inc.*
Paul Choquette, *Senior Consultant, Lean Agility Inc.*

Lean thinking has transformed many processes in government - reducing waiting times, reducing errors and rework, while engaging staff by giving them control of their work and reducing frustration.

Craig Szelestowski and Paul Choquette of Lean Agility Inc. will provide an overview of Lean Government so that Procurement and Materials Management professionals can begin to look at processes through the Lean "lens". They will also provide examples of how these functions can deliver more value, quicker, satisfying clients using Lean principles. This high-energy presentation includes a hands-on exercise for participants to explore the concept of continuous improvement.

4:30 pm – 5:00 pm
Closing Remarks *Room 118*
Carolyn Montague, *CIPMM Workshop Chair*

5:00 pm – 5:30 pm
CIPMM Annual General Meeting (AGM) *Room 118*

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