



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

CIPMM REGIONAL WORKSHOP

PROGRAM

NOVEMBER 22, 2017 – VANCOUVER, BC

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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 our third Workshop outside the national capital region since we launched a new program of regional workshops. It demonstrates our commitment to invest and strengthen a community that has not been well served during years of financial restraint. We hope that this Workshop will be one of many professional

development opportunities available across Canada.

We have an outstanding program for the day, touching the diverse yet fascinating subjects that are shaping our profession such as social procurement, small businesses, innovation, asset management and procurement modernization. However, 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 networks, generate new insights and inspire you in your career.

Looking forward to meeting everyone!

Vincent Robitaille

CIPMM President



MESSAGE FROM THE REGIONAL WORKSHOP CHAIR



Welcome to the Canadian Institute for Procurement and Materiel Management's 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 it 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!

We are also pleased to have partnered with the Canada School of Public Service to provide a private course offering to attendees of our Regional Workshop. I hope a number of you were able to attend the course.

Please join us at the end of the day for a Networking Reception and we can keep the conversations going.

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

Carolyn Montague

Vice President, CIPMM
Regional Workshop Chair



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RFP SOLUTIONS INC. (RFP) provides public sector organizations with trusted Request-for-Proposal (RFP) development and evaluation support services, expert advisory services, and training.

We enable public agencies to realize significant efficiencies and to reduce risk in their procurement programs through innovative strategies and intellectual and technological assets. Our team thrives on navigating the complex procurement landscape and helping our Clients achieve a successful outcome.

RFP SOLUTIONS has been in business since 1992 (incorporated in 1993). We are a dedicated team of public sector procurement specialists, with a proud record of working **exclusively for Public Sector Clients**.

We support the **full procurement process life-cycle** from procurement planning through to contract management. **Compliance & Assurance** is built into all of the services we provide – one of the key reasons why our Clients contract with us.

We support a thorough definition of client requirements, and develop a variety of effective solicitation documents. We support evaluation of responses to solicitations, provide Evaluation Committee Training, Fairness Advisory Services, as well as Market Assessment tools and services. We support procurement audits and studies aimed at improving Client operations, as well as provide training related to all aspects of procurement, contracting, and materiel management.



We **LOVE**
Procurement



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We are
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Procurement Training



Why RFPs?

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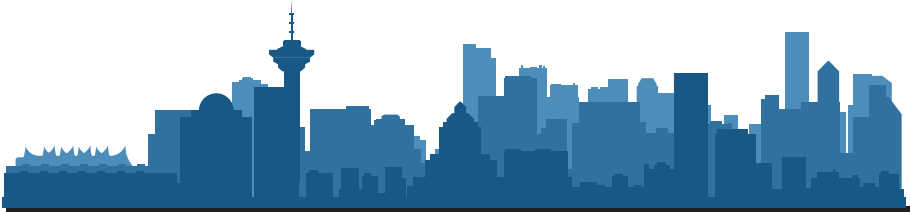
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Schedule at a Glance

Wednesday, November 22, 2017

8:00 am – 8:30 am
Foyer & Pacific Rim, Suite 2

Registration & Continental Breakfast

8:30 am – 8:45 am
Pacific Rim Suite 2

Opening Remarks

8:45 am – 9:30 am
Pacific Rim Suite 2

Opening Keynote
Procurement Modernization

9:30 am – 10:30 am
Pacific Rim Suite 1

Concurrent Session
The Big Deal about Small Business

9:30 am – 10:30 am
Pacific Rim Suite 2

Concurrent Session
Assets Management and SAP - Closing the Gap and Meeting your Reporting Requirements

10:30 am – 11:00 am
Pacific Rim Suite 2

Networking and Refreshment Break

11:00 am – 12:00 pm
Pacific Rim Suite 1

Plenary Session
Social Procurement: Maximising your Community Impact from Existing Purchasing

12:00 pm – 1:00 pm
Pacific Rim Suite 2

Lunch

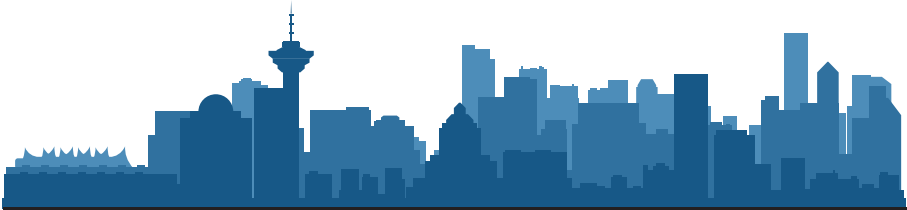
1:00 pm – 2:00 pm
Pacific Rim Suite 1

Concurrent Session
Tips and Tricks for Completing your CARS

Complimentary WiFi is available to the 2017 CIPMM Regional Workshop delegates in all rooms.

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Schedule at a Glance

Wednesday, November 22, 2017

1:00 pm – 2:00 pm Pacific Rim Suite 2	Concurrent Session The Supplier is in the Room!
2:00 pm – 2:30 pm Pacific Rim Suite 2	Networking and Refreshment Break
2:30 pm – 3:30 pm Pacific Rim Suite 1	Concurrent Session Innovation in Materiel Management and Disposal
2:30 pm – 3:30 pm Pacific Rim Suite 2	Concurrent Session Federal Contracting Fraud Tip Line
3:30 pm – 4:30 pm Pacific Rim Suite 2	Plenary Session Build In Canada Innovation Program
4:30 pm Pacific Rim Suite 2	Closing Remarks CIPMM Mentorship Program and Other Upcoming Initiatives
4:30 pm – 6:30 pm Cypress	Networking Reception



Wednesday, November 22, 2017

REGIONAL WORKSHOP PROGRAM

8:00 am – 8:30 am

Registration & Continental Breakfast

Foyer & Pacific Rim, Suite 2

8:30 am – 8:45 am

Opening Remarks

Pacific Rim Suite 2

Carolyn Montague, *Regional Workshop Chair & CIPMM Vice-President*

8:45 am – 9:30 am

Opening Keynote: Procurement Modernization

Pacific Rim Suite 2

Vincent Robitaille, *PMP CFA MBA, Director General, Procurement Modernization Integration Team, Treasury Board of Canada Secretariat & Public Services and Procurement Canada*

This Opening Keynote will update us on the work of PSPC in its Procurement Modernization efforts to modernize procurement practices so that they are simpler, less administrative burdensome, deploy modern comptrollership and include practices that support our economic policy goals, including green and social procurement.

CONCURRENT SESSION

9:30 am - 10:30 am

Session

1

Pacific Rim
Suite 1

The Big Deal about Small Business



Tara Hartley, *Regional Director, Office of Small and Medium Enterprises and Strategic Engagement, Public Services and Procurement Canada*

You have heard that small businesses are the backbone of the economy, but what does that mean when it comes to government procurement? This session will explore some of the challenges and opportunities faced by both sides, and some tips and insights to foster success. It's not about protectionism; it's about being open to possibility.



CONCURRENT SESSION

9:30 am - 10:30 am

Session

2

Pacific Rim
Suite 2

Assets Management and SAP - Closing the Gap and Meeting your Reporting Requirements



Blair Hurd, *Assets Manager, Materiel and Assets Management Division, Health Canada*

This concurrent session will provide participants with an update on the Materiel Management Working Group that was discussed at the CIPMM National Workshop and describe the next steps that are planned to build the Working Group and to ensure a better understand what it means to be a functional specialist in this field.

10:30 am – 11:00 am

Pacific Rim Suite 2

Networking and Refreshment Break

Thank you to our Refreshment Break Partner!



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PLENARY SESSION

11:00 am – 12:00 pm

Session

3

Pacific Rim
Suite 1

Social Procurement: Maximising your Community Impact from Existing Purchasing



David LePage, *Managing Partner of Buy Social Canada*

Social procurement is emerging as a means for governments and businesses to leverage greater value from their existing purchasing. Along with demonstrating the business case for social procurement, the presentation we will explore the evolving policies, implementation models, resources and measurement options.

12:00 pm – 1:00 pm

Pacific Rim Suite 2

Lunch

CONCURRENT SESSION

1:00 pm – 2:00 pm

Session

4

Pacific Rim
Suite 1

Tips and Tricks for Completing your CARS



Derek Bizewski, *A/Senior Advisor, Acquired Services and Assets Sector, Office of the Comptroller General, Treasury Board of Canada Secretariat*

This session is intended to provide guidance to those enrolled in the Certification Program for the Federal Government Procurement and Materiel Management community in regards to writing their Candidate Achievement Records (CARs). The session will go over what and what not to do, as well as provide some tips and tricks to help candidates become successful in having their CAR's approved by the Review Committee.

CONCURRENT SESSION

1:00 pm – 2:00 pm

Session

5

Pacific Rim
Suite 2

The Supplier is in the Room! Using Commercially Confidential/ Collaborative Meetings to Inform your Procurement Process: a Practitioner's Perspective



Steve Johnston, *Managing Director, RFP Solutions Inc.*

Increasingly, public sector organizations are consulting with industry to better inform the buying organization's requirements, contract structure, or provide greater insight into the capacity within the marketplace. This session will look at the use of Commercially Confidential/Collaborative meetings as a form of industry engagement from a practitioner's perspective. We will discuss ways to gain the most benefit of a CCM for both parties, mitigate risks during the process, confidentiality and full disclosure and steps to complete following a CCM. Join us for an enlightening session to help you achieve success with industry engagement during your next procurement process!

2:00 pm – 2:30 pm

Pacific Rim Suite 2

Networking and Refreshment Break

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CONCURRENT SESSIONS

2:30 pm – 3:30 pm

Session

6

Pacific Rim
Suite 1

Innovation in Materiel Management and Disposal



Julie Balantes, *Manager, GCSurplus Sales Centre - Pacific Region, Public Services and Procurement Canada*

GCSurplus is a federal government organization responsible for the reselling government assets and seized property to the public. GCSurplus is an essential part of management of end-of-life assets and generates significant annual revenues through the resale of goods, which provides a return on investment and achieving greening of government initiatives. This session will provide an overview of asset lifecycle planning and considerations for actions when an asset it at the end of life. An overview of the GCSurplus services will be highlighted including showcasing the diversity of assets that are sold using this service.

Session

7

Pacific Rim
Suite 2

Federal Contracting Fraud Tip Line



David Naus, *A/Director, Anti-Fraud, Detection and Prevention, Integrity and Forensic Accounting Management Group, Public Services and Procurement Canada*

David Naus will present on the Government of Canada's framework to support and enhance integrity in its procurement and real property transactions, including measures and services provided by Public Services and Procurement Canada. As part of this session, the presentation will provide information and insight on the Integrity Regime, the recently announced Federal Contracting Fraud Tipline, Forensic Accounting Management Group, as well as the Fairness Monitoring Program.



CONCURRENT SESSION

3:30 pm – 4:30 pm

Session

8

Pacific Rim
Suite 2

Build in Canada Innovation Program



Chris Scharapenko, *Manager – Innovation Management, Build in Canada Innovation Program, Public Services and Procurement Canada.*

Challenge: Is your federal department ready to test a state of the art innovation, for free? The Build in Canada Innovation Program (BCIP) helps Canadian companies move their state-of-the-art innovations from the laboratory to the marketplace. The government moves these late-stage research and development innovations to federal departments for testing. This seminar will show you how you can test the latest cutting-edge innovations for free. You will get an overview of the program, how the match making process works, and what to expect during the contracting process. BCIP has recently launched its new Challenge Initiative.

4:30 pm

Closing Remarks

Vincent Robitaille, *CIPMM President*

Pacific Rim Suite 2

4:30 pm – 6:30 pm

Networking Reception

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29TH ANNUAL CIPMM NATIONAL WORKSHOP



Canadian Institute for Procurement and Material Management
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MAY 29-30, 2018

Questions?
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