



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

29TH ANNUAL

CIPMM NATIONAL WORKSHOP

PEOPLE

PURPOSE

PASSION

2018 PROGRAM

MAY 29 & 30, OTTAWA, ON



THANK YOU TO OUR PREMIER PARTNER



Shared Services
Canada

Services partagés
Canada

Thank you to our

PARTNERS

Premier Partner



**Shared Services
Canada**

**Services partagés
Canada**

Keynote Speaker Lunch



pwc

Delegate Badge and Lanyard



**Desjardins
Business**

Audio Visual



Altis
PROFESSIONAL
RECRUITMENT

Advertising

OMX

**Complimentary WiFi is available to the 2018 CIPMM National Workshop
delegates and exhibitors in all rooms.**

Message from the Premier Partner



Shared Services
Canada

Services partagés
Canada



Shared Services Canada (SSC) is proud to be the premier partner of the Canadian Institute for Procurement and Material Management National Workshop this year. Our department recognizes the importance of learning, sharing knowledge and empowering our employees to excel, especially during this important period of renewal and modernization.

The Government of Canada is looking to the procurement and material management communities to support its plans to ensure services reflect public expectations around transparent, open, and citizen-centred government. As such, it is important that we provide our employees with ongoing opportunities to acquire the skills they need to deliver results for Canadians. This annual workshop, with its impressive line-up of sessions and speakers, provides an excellent venue to achieve these important learning and networking objectives.

At SSC, procurement is a key part of our efforts to build a modern, secure and reliable IT platform for the digital delivery of programs and services to Canadians. Our practices are becoming simpler, greener and less taxing administratively. Our challenge is to continue building on the progress of our enterprise solutions in close collaboration with our federal customers and partners. It will require a renewed commitment to customer service, trying new approaches, and better understanding the challenges and opportunities of today's digital environment.

SSC is pleased to welcome all participants to this two-day workshop. This is a great opportunity to grow professionally and exchange experiences and best practices.

Sarah Paquet

Executive Vice-President of
Shared Services Canada



Message from the **CIPMM President**



On behalf of the Canadian Institute for Procurement and Materiel Management (CIPMM), I am pleased to welcome you to our 29th National Workshop.

More than ever, public procurement and materiel management is at the center of the delivery of service to citizen. As professionals, we are on the front line. We negotiate complex commercial transactions and manage assets worth billions of dollars. To succeed, we need to constantly learn and transform.

CIPMM, through its workshops, learning events and mentorship program, is dedicated to equip you for this journey. Through our premier event, the National Workshop, we are bringing together thought leaders from the public and private sector across North America to share their expertise, innovation, passion and wisdom. We will also create space to network with old and new colleagues as well as recognize outstanding achievements in our communities. By attending this workshop, you have made the choice to invest in yourself and invest in others. You are demonstrating that our communities are built on its people, purpose and passion.

Thank you!

Vincent Robitaille
President, CIPMM

Message from the **Workshop Chair**



On behalf of the Organizing Committee I would like to welcome you to the 29th Annual National Workshop. We have worked hard over the past year to put together an exciting program filled with interesting topics that touch key areas in the world of procurement and materiel management.

The next two days will be packed with information and I hope that you learn something new and innovative that you can take back to your everyday work. I also hope you take advantage of the opportunities to network with your fellow delegates and maybe even get to know some new people.

If you see me walking around, please stop to say hello and share your thoughts on and ideas for the Workshop.

I'd be remiss if I did not give a special mention to our Premier Partner, Shared Services Canada. They have been great to work with and I hope that you will be able to see some of their exciting presentations either during a breakout, mini-session or even one of our new, more casual pop-up sessions.

I would also like to thank all of the vendors who make up our wonderful trade show. This event couldn't happen without them so please be sure to walk through the exhibit hall a few times and stop to chat with our exhibitors. You never know what you could learn from each other! I'd also like to thank our partners – their support is very much appreciated.

Lastly, I would like to take this opportunity to express my most sincere thanks to the Organizing Committee and the staff of the Willow Group. An event such as this one has many moving pieces and it would never get done without the help of all these wonderful people.

Now go thumb through the next few pages and ear-mark those sessions that you just cannot miss!

Melody Jeaurond

Vice President, CIPMM
National Workshop Chair



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

2018 CIPMM Workshop Committee

Melody Jeaurond

Department of Canadian Heritage

CIPMM Vice-President

2018 CIPMM National Workshop Chair

Amanda Brockington

Indigenous and Northern Affairs Canada

Guy Belleperche

Public Services and Procurement Canada

Julie Couchesne

Global Affairs Canada

Catherine St-Louis

Public Services and Procurement Canada

Alex Klein

Shared Services Canada

Shawn Belanger

Shared Services Canada

Natalia Kaliberda & Camille Brunet-Sherwood

The Willow Group

CIPMM National Workshop Secretariat

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Allan Cutler

Allan Cutler Consulting

Director

Laura Clowater-Peters

Royal Canadian Mounted Police



CIPMM Awards Ceremony

MAY 30, 2018

10:30 am – 11:15 am

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 Ceremony to recipients of the most prestigious awards, whose contributions are the cornerstones of the profession.

Join the CIPMM community on Wednesday, May 30th as we recognize the achievements of your colleagues!

THE 2018 CIPMM AWARDS COMMITTEE MEMBERS

Jessica Sultan

CIPMM Director

Canada Border Services Agency

Patricia Slaunwhite

CIPMM Director

Global Affairs Canada

Laura Clowater-Peters

CIPMM Director

Royal Canadian Mounted Police

Steve Johnston

CIPMM Past President

RFP Solutions Inc.

Heather MacDonald

CIPMM Director

Royal Canadian Mounted Police





CIPMM Awards – Categories

David Swift Exceptional Contribution Award (Individual)

Established in 2010, this award was created 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, and intelligence, as well as practical and implementable ideas. This award is focused specifically on an individual 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. The Award is presented annually to an individual whose commitment and service to the procurement community is deemed to represent the values that David Swift practiced.

Project Management Award (Individual or Team)

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 significant 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 Award (Individual or Team)

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 (Individual)

This award was established in memory of Gary Jeddrie; a long-time champion of the importance of effective materiel management. The 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 prolonged period of time. Nominees should demonstrate an outstanding level of personal involvement, effort, leadership, and achievement, of significant duration.

Excellence for Innovation Award (Individual or Team)

To recognize an employee, or team of employees, who have developed and/or implemented an innovation in procurement or materiel management which has led to a significant outcome for their department, agency or organization. Nominations should highlight the development of an innovative idea, solution, practice and/or project that has led to demonstrable result in advancing their departmental procurement and/or materiel management operations, by promoting a measurable increase in effectiveness, efficiency and/or productivity. The innovation developed can be replicated or adapted in other parts of the department or in other organizations.

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.

2018 CIPMM Mentorship Program Graduation Ceremony

May 29, 2018

5:15 PM - 5:45 PM

Networking Reception - Come to Celebrate with us!

CIPMM, in partnership with the Government of Canada, is offering an exciting 7 month Mentorship Program, positioned to align with the development of key competencies and skills required in the procurement and materiel management professions, and to effectively help participants in their journey toward forwarding their careers and having life changing experiences. It is designed to help develop skills, to provide access to the information and resources, and to support your needs to realize your professional and career goals, including leadership opportunities.

This Year's Mentors:

Richard Savill	Department of National Defence	Darin Hayduk	Department of National Defence
Michel Anderson	Employment and Social Development Canada	Dominique Bélanger	Global Affairs Canada
Caroline Landry	Immigration and Refugee Board of Canada	Ximena Suarez	Treasury Board of Canada Secretariat
Lisa Coderre	Royal Canadian Mounted Police	Vincent Robitaille	Transport Canada
		Richard Quinn	Department of National Defence
		Guylaine Carrière	Shared Services Canada

This Year's Graduates:

Paul Gagnon	Portage Personnel Inc.	Carl Bergevin	Ingenium (Canada Science and Technology Museums Corp)
Teressa Dauphinais	Treasury Board of Canada Secretariat	Julie Frigon	Royal Canadian Mounted Police
Brendan Gillett	Department of National Defence	Theresa McGowan-Beard	Privy Council Office
Tabitha Legault	Royal Canadian Mounted Police	Dana Hemmings	Department of National Defence
Traian Coconetu	Department of Justice Canada	Amanda Chen	Department of National Defence
Carmen Hodonou	Export Development Canada	Rajesh Kumar	Department of National Defences
Ekaterina Suvorova	Employment and Social Development Canada	Nadine Simard	Department of National Defence
Joanne Légaré	Tribunal Administratif	Patrick Laroche	Public Services and Procurement Canada
Sumanvir Chhokar	Canadian Grain Commission	Nellie Lacayo Rodriges	Global Affairs Canada
Lynn Levesque	Global Affairs Canada	Amarinder Dhanoo	Shared Services Canada
Shallee Doll	Health Canada	Dorene Ganton	Health Canada
Richard Soullière	Infrastructure Canada	Caroline Potvin-Beier	Department of National Defence
Farrah Bartal	Privy Council Office	Christine Oates	Public Services and Procurement Canada
Sabrina Cheng	Defence Research and Development Canada	Jean Fong	Administrative Tribunals Support Service of Canada
Nancy Talbot	Public Services and Procurement Canada	Ève Corbin	Department of National Defence
Julia Pace	Natural Resources Canada	Hailey Fegan	Department of National Defence
Claude Richard	Fisheries and Oceans	Elizabeth Deslisle	Department of National Defence
Allan-Peichao Cheng	Justice Canada	Brittany MacDonald	Department of National Defence
Lindsay Paré	Shared Services Canada		



Certified Federal Specialists

Congratulations to the following individuals who have obtained certification or advanced standing within the Certification Program for the Federal Government

Procurement and Materiel Management Communities over the past year.

Their success will be celebrated and acknowledged at the Awards Ceremony on Wednesday May 30 at 10:30 am – 11:15 am.

Certified Federal Specialists in Procurement - Level 1

Marlène Diamond Masse	<i>Public Services and Procurement Canada</i>
Isabelle Bilous	<i>Public Services and Procurement Canada</i>
Lori Gordon	<i>Department of National Defence</i>
Bushra Mirza	<i>Public Services and Procurement Canada</i>
Linda Richard	<i>Public Services and Procurement Canada</i>
Andrew Denbeigh	<i>Public Services and Procurement Canada</i>
Mario Giguère	<i>Public Services and Procurement Canada</i>
Daniel Tamaro	<i>Public Services and Procurement Canada</i>
Aaron Abela	<i>Public Services and Procurement Canada</i>
Martine Lamarche	<i>Public Services and Procurement Canada</i>

Certified Federal Specialists in Procurement - Level 1 / Materiel Management

Christina McMullen	<i>Department of National Defence</i>
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Certified Federal Specialists in Materiel Management

Adrian Larose	<i>Employment and Social Development Canada</i>
Adam Michalski	<i>Public Services and Procurement Canada</i>

Advanced Standing in Procurement

Martin Rhéaume	<i>Department of National Defence</i>
Mary Paradis	<i>Public Services and Procurement Canada</i>
Reagan Newcomb	<i>Public Services and Procurement Canada</i>

KEYNOTE SPEAKER



May 29, 2018

Keynote Speaker Lunch

12:30 PM – 1:55 PM

From Cellar to Bestseller

Janet Podleski

Bestselling Author, Award-Winning Entrepreneur,

TV Host Eat, Shrink & Be Merry

Janet Podleski is the author of four #1 national bestselling cookbooks: Looneyspoons; Crazy Plates; Eat, Shrink & Be Merry; and The Looneyspoons Collection. She's also known as a co-host of the popular Food Network TV show, Eat, Shrink & Be Merry!, along with her sister, Greta, and together they are the co-creators of an innovative and successful line of healthy, prepared foods. Janet is also a Registered Holistic Nutritionist and is currently studying for her Doctorate in Natural Medicine from Quantum University of Integrative Medicine in Honolulu. Janet and Greta's first cookbook, Looneyspoons (published with the help of David Chilton, of Wealthy Barber and Dragons' Den fame), became one of the fastest-selling books in Canadian publishing history, with an astonishing 850,000 copies sold. It spent an incredible 85 weeks on the national bestseller list, and eight months at the #1 spot. Not bad, considering the sisters self-published the book out of their basement! The sisters' inspirational success story has been featured on countless media outlets throughout North America, including on The Today Show, CNN, QVC, Cityline, Canada AM, CTV News and in People magazine and Reader's Digest. Fixtures on many a Canadian kitchen countertop, their books and recipes have been the subject of Trivial Pursuit questions and their famous entrepreneurial story is even studied in university marketing textbooks. Today, Janet's on a mission to help people create transformation "from the inside out," so they can experience their best health and their best lives ever.

Meet & Greet with Janet Podleski in the Trade Show

2:00 PM – 2:30 PM

KEYNOTE SPEAKER



May 30, 2018

8:15 AM – 9:45 AM

Holy Crap I'm Busy - Resiliency and Energy in Crazy Times

Linda Edgecombe

Bestselling Author & Motivator

Linda Edgecombe, who is one of the top 60 motivational speakers in the world, is an expert at shifting perspective. A highly sought after speaker who energizes every room as she encourages people to loosen up, lighten the load, and laugh. Encouraging others to understand that they can change their lives at work and at home, Edgecombe inspires audiences to find the meaning in what is working and to let go of what's not working.

Edgecombe is the bestselling author of *Breaking Busy: Finding Peace in the Chaos*; *Boost: Powerful Tools to Re-Energize and Re-Engage You and Your Team in Crazy Times*; *Shift...Or Get Off the Pot*; and *On The Edge: Living and Leading With Purpose and Balance*.

Meet & Greet with Linda Edgecombe in the Trade Show

9:45 AM – 10:15 AM

TRADE SHOW HOURS:

Tuesday, May 29, 2018

10:00 am – 10:25 am

Refreshments Break & Mini Sessions

2:00 pm – 2:55 pm

Mini Sessions and Meet & Greet with Keynote Speaker (Janet Podleski)

5:00 pm – 7:00 pm

Networking Reception

Wednesday, May 30, 2018

10:00 am – 10:55 am

Refreshments Break, Mini Sessions and Meet & Greet with Keynote Speaker (Linda Edgecombe)

12:00 pm – 1:25 pm

Networking Lunch & Mini Sessions

2:30 pm – 2:55 pm

Refreshments Break & Mini Sessions

Networking Reception and Mentorship Program Graduation Ceremony

May 29, 2018

5:00 pm - 7:00 pm



Performance by Twin Flames

5:45 pm - 6:15 pm

Twin Flames is a captivating husband and wife duo that combines two accomplished and very unique singer songwriters Chelsey June an Algonquin Cree Métis Woman from Ottawa and Jaaji an Inuk Mohawk man from Nunavik and Kahnawake. Together they take the audience on a musical journey across Canada and the Arctic, they echo the voices of their ancestors and depict life on the land as they sing

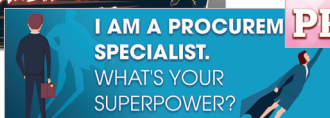
songs in English, French and Inuktitut. They leave audiences fascinated and intrigued.

Twin Flames push the boundaries of “Contemporary Folk”, with Indigenous, Inuit stories and traditional styles that incorporate both Western and traditional instruments. Feature songs by Twin Flames are written in Inuktitut, English and French. Their goal is to further introduce people from around the world to their beautiful cultures, harmonies and powerful songwriting. Despite polar opposite backgrounds Twin Flames found a common musical language. This Multi Award-Winning husband and wife duo combines Jaaji an Inuk/Mohawk from Nunavik and Chelsey a Métis from Ottawa. Together they take the audience on a musical journey across Canada and the Arctic. This powerful duo won The Canadian Folk music Award for Aboriginal Songwriters of the year in 2016 and again in 2017.

<http://www.twinflamesmusic.com/>

Photo Booth

COME AND CAPTURE FUN MEMORIES WITH YOUR INDUSTRY FRIENDS AT OUR PHOTO BOOTH, AND TAKE A PHOTO SOUVENIR WITH YOU BACK TO YOUR OFFICE!



MAY 29, 2018

SPEED MENTORING

9:00 AM – 12:25 PM

How to Register: Pre-registration is required at the registration desk if not done prior to event.

MEET THE 2018 CIPMM NATIONAL WORKSHOP SPEED MENTORING MENTORS!

Guylaine Carriere, *Shared Services Canada*

Ximena Suarez, *Treasury Board of Canada Secretariat*

Michel Anderson, *Employment and Social Development Canada*

Richard Quinn, *Department of National Defence*

Richard Savill, *Department of National Defence*

Lisa Coderre, *Royal Canadian Mounted Police*

Caroline Landry, *Immigration and Refugee Board of Canada*

Dominique Belanger, *Global Affairs Canada*



Do you find it difficult to see a career path within procurement or materiel management? Are you wondering what comes next for you? Are you unsure which job opportunities to pursue to give you the knowledge, competencies and skills desired by hiring managers? Are you looking for career advice but aren't getting anywhere?

Take advantage of the opportunity to meet with current or recently retired senior leaders within the fields of procurement and materiel management for a one-on-one career mentoring session. Each session will only last 20 minutes, so come prepared to ensure you get the most out of this rare opportunity.

What to Expect: This is not a recruiting session, but rather a discussion regarding career planning. You are asked to ensure that your questions reflect the intended nature of the discussion. Here are some quick guidelines to help you prepare:

- Remember to briefly describe your education, competencies and career path so far.
- Provide your own perspective on future opportunities.
- Create a positive impression and build rapport.
- Ask questions and be sure to prepare them in advance.
- Be relaxed, professional and open-minded.
- Be ready to listen and willing to learn and grow.
- Respect your allotted time. Don't arrive late (or not show up at all!)
- Silence your cell phone.

We Love Procurement ... *It's all we do!*

RFP SOLUTIONS INC. (RFPs) 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



We are
Procurement Strategists



We are
Procurement Navigators



We are
RFP Experts



We are
Procurement Tacticians



We are
Fairness Professionals



Our Services

Planning and Strategy Development

Solicitation Document Development

Procurement Tools

Bid Evaluation Support Services

Procurement Reviews and Support

Procurement Training



Why RFPs?

Experience & Expertise

Assurance & Reliability

Proven Track Record

Professional

We Listen & We Deliver Results

Tailored to Client Needs



301-1150

Morrison

Drive

Ottawa

Ontario

K2H 8S9

Schedule at a Glance

Tuesday, May 29, 2018

7:00 am – 5:00 pm
Atrium

Registration

7:30 am – 8:00 am
Atrium

Arrivals & Light Breakfast

8:00 am – 8:30 am
Room 106

Opening Remarks

8:30 am – 8:55 am
Room 106

Opening Keynote

9:00 am – 10:25 am

Master Class

Room 110

Session 1A

Incorporating Risk Management Into a
Contract Administration Plan (Part 1)

9:00 am – 12:25 pm
Room 118CDE

Speed Mentoring

Pre-registration is required at the registration desk if not done prior to event.

9:00 am – 9:55 am

Concurrent Sessions

Room 106H

Session 2

Adopting an Agile Approach to Federal
Procurement

Room 210

Session 3

Lessons Learned From Over 100 Years of
Joint Experience!

Room 118B

Session 4

Meet the New Procurement Ombudsman
and Share Your Thoughts on Federal
Procurement

Room 118A

Session 5

Understanding the "Alphabet Soup and Algebra"
That Can Make Your SCM Projects, Initiatives or
Day to Day Work Tasks More Successful
(French Session)

Room 209

Session 6

ISO 55000 Standards: Case Studies of
Excellence in Public Sector Asset Management



Tuesday, May 29, 2018

10:00 am – 10:25 am

Room 118CDE

Trade Show, Mini Session & Refreshments Break

10:00 am – 10:25 am

Mini Session

Room 118B

Session 7

A Common-Sense Approach to Transforming
Public Procurement

10:30 am – 12:25 pm

Simulation

Room 118A

Session 8A

Complexity and Projects - There Are Techniques
That Work (Introduction, Instructions & Simulation)

10:30 am – 11:25 am

Concurrent Sessions

Room 110

Session 9

Five Top Tips for Ensuring Procedural
Fairness

Room 106H

Session 10

Intelligent Procurement of Intelligent
Building Systems Using Life Cycle Costs and
Benefits

Room 118B

Session 11

Drivers for Digitization

Room 209

Session 12

Career Conversation: Your Choice, Your Voice
(French Session)

Room 210

Session 13

Leading Change in a Materiel World: Tips,
Tricks and Tools

11:30 am – 12:25 pm

Concurrent Sessions

Room 106H

Session 14

Scary Contracting Stories

Room 210

Session 15

Career Conversation: Your Choice, Your Voice

Room 118B

Session 16

Tips and Tricks for Completing your CARS

Room 209

Session 17

The Government of Canada Finance and Materiel
Solution Project

Room 110

Session 18

Update on TBS Policy Suite Reset and
Procurement Human Resources Strategy for the
Government of Canada

12:30 pm – 1:55 pm

Session 19

Room 106

Keynote Speaker & Lunch
From Cellar to Bestseller

Tuesday, May 29, 2018

2:00 pm – 2:55 pm

Room 118CDE

**Trade Show, Meet & Greet with
Keynote Speaker and Mini Session**

2:30 pm – 2:55 pm

Room 118B

Session 20

Mini Session

Tools for Creating a Collaborative Workplace

2:30 pm – 3:55 pm

Room 110

Session 1B

Master Class

Incorporating Risk Management Into a
Contract Administration Plan (Part 2)

3:00 pm – 3:55 pm

Room 118A

Session 8B

Simulation

Complexity and Projects - There Are Techniques
That Work (Conclusion & Discussion)

3:00 pm – 3:55 pm

Concurrent Sessions

Room 106H

Session 21

Social Procurement: Exploring the Policy
and Practices that Leverage Greater
Value From Existing Purchasing and
Infrastructure Projects

Room 209

Session 22

The Procurement Strategy for Aboriginal
Business

Room 210

Session 23

The Evolution of Procurement

Room 118B

Session 24

Understanding the "Alphabet Soup and Algebra"
That Can Make Your SCM Projects, Initiatives or
Day to Day Work Tasks More Successful

4:00 pm – 4:55 pm

Concurrent Sessions

Room 110

Session 25

City of Ottawa Vendor Performance
Management Program Update

Room 106H

Session 26

Spend Analytics: The Secret to Finding Better
Ways to Procurement

Room 210

Session 27

8 Rules 2 Kick Ass in Life - The Importance
of Work Life Balance in the Workplace

Room 118B

Session 28

Procuring With Purpose: Leveraging Technology
to Maximize Impacts From Procurements

Room 209

Session 29

Computers for Schools - 25 Years Strong, And
We Need YOU Even More!

5:00 pm – 7:00 pm

Room 118CDE

**Networking Reception & Mentorship Graduation
Ceremony**

Schedule at a Glance



Wednesday, May 30, 2018

7:00 am – 3:00 pm Atrium	Registration
7:30 am – 8:00 am Atrium	Arrivals & Light Breakfast
8:00 am – 8:15 am Room 106	Welcome Remarks
8:15 am – 9:45 am Room 106	Keynote Speaker Session 30 Holy Crap I'm Busy - Resiliency and Energy in Crazy Times
9:45 am – 10:20 am Room 106	Trade Show, Meet & Greet with Keynote Speaker, Mini Sessions and Refreshments Break
9:55 am – 10:20 am Room 118A	Session 31 Improving Client Services
9:55 am – 10:20 am Room 118B	Session 32 Tailoring Procurement for the Honest Bidder
10:30 am – 11:15 am Room 106	Awards Ceremony
11:15 am – 11:55 am Room 106	Minister's Address The Honourable Carla Qualtrough, P.C., M.P., Minister of Public Services and Procurement Canada
12:00 pm – 1:25 pm Room 118CDE	Networking Lunch & Trade Show

Mini Sessions

12:30 pm – 12:55 pm

Room 118A

Session 33

Collaborating with Suppliers - an Agency's Perspective

12:30 pm – 12:55 pm

Room 118B

Session 34

War Gaming - the Secret Weapon in Evaluation Modeling!

1:00 pm – 1:25 pm

Room 118B

Session 35

SSC Delegation of Procurement Authority

1:30 pm – 3:25 pm

Off Site (shuttle bus provided)

Session 36

Guided Tour of the Newest GC Surplus Sales Centre (Warehouse) in Ottawa
Limited to 44 people - Pre-registration at the registration desk is required.

1:30 pm – 2:55 pm

Room 110

Session 37

An Innovative Methodology to Select the Best Compliant Bidder in the Context of Weighted Evaluations

1:30 pm – 2:25 pm

Room 106H

Session 38

Contracting During an Emergency Situation
- Supporting Operations in the RCMP

Room 118B

Session 39

CORCAN - Correctional Services of Canada
- Opportunities to Procure While Supporting Corporate Priorities

Room 118A

Session 40

The ISO 20 400 on Sustainable Procurement:
How to address environmental Impacts but
Also the Social and Economic Acquisition
Impacts *(French Session)*

Room 210

Session 41

Modernizing Shared Services Canada's IT
procurement: an opportunity to shape the
future!

Room 209

Session 42

PSAB Supplier Success Stories

2:30 pm – 2:55 pm

Room 118CDE

Trade Show, Mini Sessions & Refreshments Break

Mini Session

2:30 pm – 2:55 pm

Room 118A

Session 43

Contract Security Program: Security clearances

Wednesday, May 30, 2018

2:30 pm – 2:55 pm

Room 118B

Session 44

Mini Session

Navigating the Consultancy's World

3:00 pm – 3:55 pm

Concurrent Sessions

Room 210

Session 45

Federal, Provincial and Territorial
Collaborative Procurement Initiative

Room 110

Session 46

Interdepartmental PG Community
Management Panel

Room 209

Session 47

Drivers for Digitization
(*French Session*)

Room 106H

Session 48

An update on Fleet Management in the
Government of Canada

4:00 pm – 4:30 pm

Room 106

Closing Remarks

4:30 pm – 5:00 pm

Room 106H

CIPMM AGM



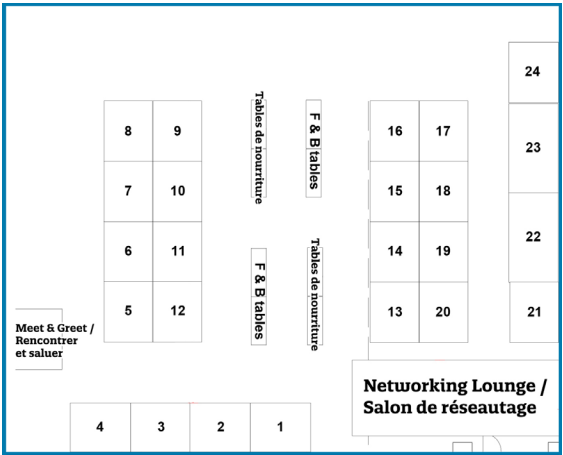
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EXHIBIT HALL



THANK YOU TO OUR EXHIBITORS

Exhibitor	Booth	Exhibitor	Booth
GOLD			
Aon.....	10	Communities Management Office - Treasury Board of Canada Secretariat	17
Altis Professional	12	Contract Security Program - Public Services and Procurement Canada	16
Office of Small and Medium Enterprises -		CORCAN	23
Public Services and Procurement Canada	2	Dahle Canada - CRD DISTRIBUTION INC.....	3
RFP Solutions Inc.....	13	DASCO Storage Solutions.....	22
Ricoh Canada	20	Desjardins Group	11
Shared Services Canada	1	Document Imaging Solutions Centre - Public Services and Procurement Canada	10
SILVER			
Kubota Canada Ltd	9	GC Surplus - Public Services and Procurement Canada.....	4
BRONZE			
Acquisitions Program Transformation - Public Services and Procurement Canada	19	Global Affairs Canada	8
Canada School of Public Service	18	Government of Canada, Pension and Benefits - Treasury Board of Canada Secretariat	5
Commerce Decisions	6	Office of the Procurement Ombudsman	7
		Staples Business Advantage	14
		Telfer School of Management.....	21
		The Professional Institute of the Public Service of Canada	24
		The Retirement Planning Institute	15



CIPMM NATIONAL WORKSHOP

GOLD AND SILVER LEVEL EXHIBITORS

GOLD



Booth #12

<http://www.altisprofessional.com/>

Altis Professional Recruitment is the leading provider of mid- to senior-level resources for contract and permanent positions within the areas of audit and finance, strategic management, logistics—supply chain management, human resources and communications.



Booth #13

<http://www.rfpsolutions.ca/>

RFP Solutions Inc. and its aboriginal joint-venture partner Setaside Solutions provide public sector organizations with trusted Request-for-Proposal (RFP) development services, fairness monitoring, expert systems, and procurement consulting and training. Our team thrives on navigating the complex acquisition landscape and helping our clients achieve a successful outcome. We love procurement...it's all we do!

Office of Small and Medium Enterprises



Public Services and
Procurement Canada

Services publics et
Approvisionnement Canada

Booth #2

www.buyandsell.gc.ca

The Office of Small and Medium Enterprises (OSME) at Public Services and Procurement Canada (PSPC) works to encourage the participation of small and medium enterprises (SMEs) in federal government procurement and advocates on their behalf to improve procurement processes.

OSME offers free information services through seminars and webinars, and group or one-on-one sessions on how the government buys goods and services. OSME can show you how to find bidding opportunities and how to use available procurement data to identify potential business partners. It can also show you how to promote your goods and/or services to departments and agencies.



CIPMM NATIONAL WORKSHOP

GOLD AND SILVER LEVEL EXHIBITORS

RICOH

imagine. change.

Booth #20

<http://www.ricoh.ca/>

Ricoh is empowering digital workplaces using innovative technologies and services enabling individuals to work smarter. For more than 80 years, Ricoh has been driving innovation and is a leading provider of document management solutions, IT services, commercial and industrial printing, digital cameras, and industrial systems.

For further information, please visit www.ricoh.com



Shared Services
Canada

Services partagés
Canada

Booth #1

<https://www.canada.ca/en/shared-services.html>

Shared Services (SSC) transforms how the Government of Canada delivers information technology (IT) infrastructure—the backbone of programs and services that Canadians rely on every day. Each time Canadians cross the border, check the weather or file their taxes, SSC is there working behind the scenes.

SILVER



Booth #9



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Meeting room reservations | Onsite and remote training

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RICOH
imagine. change.

Tuesday, May 29, 2018

NATIONAL WORKSHOP PROGRAM

7:00 am – 5:00 pm

Registration

Atrium

7:30 am – 8:00 am

Arrivals and Light Breakfast

Atrium

8:00 am – 8:30 am

Opening Remarks

Vincent Robitaille, CIPMM President

Melody Jeaurond, CIPMM Vice-President & National Workshop Chair

Room 106

8:30 am – 8:55 am

Opening Keynote – Shared Services Canada – Premier Partner

Sarah Paquet, Executive Vice President, Shared Services Canada

Room 106

9:00 am – 12:25 pm

Speed Mentoring

Pre-registration is required at the registration desk.

Room 118CDE

9:00 am – 10:25 am

MASTER CLASS

Session 1A

Room 110

Incorporating Risk Management Into a Contract Administration Plan (Part 1)



Bill Davison, CPPO, Director of Purchasing, Stearns County Minnesota

** Part 2 will take place at 2:30 pm in the same room. Delegates are not required to attend both sessions but it is encouraged.*

In this first part you will learn about developing a risk mitigation plan by identifying the types of risks that can occur for any contract:

- Identify and rank risks that are likely to occur for a specific project, by utilizing risk evaluation methodologies.
- Develop a risk management plan.

9:00 am – 9:55 am

CONCURRENT SESSIONS**Session****2****Room 106H****Adopting an Agile Approach to Federal Procurement**

Emilio Franco, *Senior Director of Procurement Business Modernization, Acquisitions Branch, Public Services and Procurement Canada*

The Agile methodology, originally rooted in software development, is results oriented and client focused. While not a specific process itself, applying an Agile approach encourages us to think differently about procurement and allows us to use our creativity and work collaboratively with industry to come up with some truly innovative ways to procure. Agile is based on iteration, learning from our mistakes, and being able to adapt our procurement process to better meet the needs of our clients.

This presentation will discuss the core principles and values of Agile, present various Agile procurement approaches and highlight recent examples of how Agile concepts are being incorporated in Federal Procurement, other levels of Government in Canada and all over the world.

Session**3****Room 210****Lessons Learned From Over 100 Years of Joint Experience!****Moderator:**

Patricia Slaunwhite, *Senior Advisor, Capacity, Programs and Initiatives, Global Affairs Canada*

Panelists:

Carolyn Montague, *CIPMM VP & Perfocus Management Inc.*

Normand Massé, *P.Eng, Retiree*

Desmond Gray, *Retiree*

This session will provide a wonderful opportunity to hear from a number of experienced Senior Federal Government Procurement Professionals on lessons they learned over the last 100 years of joint experience. There will be an opportunity to question the panel.

Session**4****Room 118B****Meet the New Procurement Ombudsman and Share Your Thoughts on Federal Procurement**

Alexander Jeglic, *Procurement Ombudsman*

Get to meet the new Procurement Ombudsman for Canada. Where he comes from, his experiences, his vision of federal procurement and his top priorities for his five year mandate.

Session

5

Room 118A

Understanding the "Alphabet Soup and Algebra" That Can Make Your SCM Projects, Initiatives or Day to Day Work Tasks More Successful (French Session)



Richard Quinn, CD, MBA, Manager, National Technical Publications Depot, Department of National Defence

This presentation will introduce proven supply chain management practices and an operating philosophy that SCM practitioners can apply that will lead to better outcomes with their processes and their personnel and ultimately enhance the likelihood of meeting performance objectives set for the organization because of the common focus and structure the application brings to an organization. This will be demonstrated through an open discussion that will describe the "alphabet soup" of SMC which involves describing the Four Rs – Requirements, Resources, Rules and Redundancy followed by the "algebra" is described as the formulae of: I (Information) – $V1$ (Visibility) + $V2$ (Velocity) and JIC (Just in Case) $> JE$ (Just Enough) $< JIT$ (Just in Time).

Session

6

Room 209

ISO 55000 Standards: Case Studies of Excellence in Public Sector Asset Management



Catherine Dallaire, Chair of the Institute of Asset Management Ottawa Branch

Boudewijn Neijens, Chair of the Canadian chapter of the Institute of Asset Management

The public sector across the world is rethinking its approach to managing the lifecycle of capital assets, from design and procurement to disposal. Many are following the guidelines set forth in the ISO 55000 standard to structure the implementation of ideas and methods. During this session we will share lessons and highlight takeaways from case studies of excellence in public sector asset management drawn from a global network of practitioners.

10:00 am – 10:25 am

Room 118CDE

Trade Show, Mini Session and Refreshments Break

10:00 am – 10:25 am

Session

7

Room 118B

A Common-Sense Approach to Transforming Public Procurement



Steve Johnston, Managing Director, RFP Solutions Inc.

Cathryn Kallwitz, Director of Operations, RFP Solutions Inc.

Transformation is front and centre in many conversations surrounding procurement. Often, the discussion on this topic is broad and far-reaching, with a tendency towards "big bang" solutions such as ubiquitous IT systems and corporate-wide initiatives. While organizational leadership and a consistent approach is critical to large-scale transformation, seeing and realizing positive and practical outcomes at an operational level is possible, and is essential to achieve effective and sustainable change. Join us as we discuss emerging procurement practices and practical ways to contribute to the transformation of procurement in an incremental / iterative manner, throughout your day-to-day activities.

MINI SESSION



10:30 am – 12:25 pm

SIMULATION

Session
8A

Room 118A

Complexity and Projects - There are Techniques That Work (Introduction, Instructions and Simulation) - Part 1

Jocelyn Turgeon, M. Sc., P. Eng. (OIQ), PMP, Program Director,
*Master of Business Complex Project Leadership, Telfer School of
 Management, University of Ottawa*

**Part 2 will take place at 3:00 pm in the same room. Delegates are not required to attend both sessions but it is encouraged since Part 2 will be a conclusion and discussion on the simulation.*

This session will provide you with a unique perspective on the complex behaviours that can emerge from organisations. You will gain a better understanding of your role and its impact on the organisation. A simulation will provide you with a hands on experience of some of the key notions related to network complexity and emergence. Your outlook on many processes will not be the same after that! In the first part of the session, participants will be asked to form teams to simulate a basic supply chain in a competitive environment. Up to 60 participants will actively take part. Extra participants will be allowed to witness the process as it unfolds but will not be permitted to interact with the teams. Each team will be sub-divided into components of a supply chain encompassing production, distribution and clients. During the course of this deceptively simple simulation, the teams will try to outperform competitors. Team performance will be assessed. In the second part of the session, team performances will be shared and compared. An interactive discussion will take place and various observations will be made. Time permitting, the Telfer Master of Business in Complex Project Leadership Program will be presented.

10:30 am – 11:25 am

CONCURRENT SESSIONS

Session

9

Room 110

Five Top Tips for Ensuring Procedural Fairness

Maureen Sullivan, President, National Education Consulting Inc.

With the ever-expanding web of new trade agreement and tribunal requirements for fairness and transparency, today's procurement professional must be able to successfully navigate the murky edges of fairness while still ensuring best value from organizational processes. Drawing on recent CITT rulings, court cases and judicial review findings, this inter-active session explores the high risk areas, along with strategies to ensure that your organization stays within the boundaries of fairness. As procurement professionals know, it is always better to read a case than be a case!

10:30 am – 11:25 am
CONCURRENT SESSIONS

Session

10

Room 106H

Intelligent Procurement of Intelligent Building Systems Using Life Cycle Costs and Benefits



David Katz, MBA, President, Sustainable Resources Management Inc.

The Continental Automated Buildings Association has over 25 years of bringing the together the energy utilities, owners, operators, designers and suppliers of building automation systems to formulate strategic roadmaps, share best practices and do collaborative research projects. Two projects that address the procurement issues were the "Improving Organizational Productivity with Building Automation Systems" and the "Life cycle Costing of Intelligent Buildings Report". The presentation will review the procurement issues and offer insight in how to procure intelligent systems while respecting the need for competition in public sector tendering but also the value for money and the total holistic approach that includes many different evaluation factors in addition to lowest bid supply and install costs.

Session

11

Room 118B

Drivers for Digitization



Joanne Lagacé, Acting Director General, Cheque Redemption Control Directorate, Public Services and Procurement Canada

Did you know that since 2002, Public Services and Procurement Canada (PSPC) has been providing a unique service to the Government of Canada that uses the latest technology for digitizing information resources? The Document Imaging Solutions Centre (DISC) is helping bring the federal government into the modern times of digital records.

As your partner in information management, DISC offers conversion from paper to pixels and so much more. We are a total service solution for your record digitization needs, operating on a cost-recovery basis. We can convert your valuable information assets into an electronic format, so you can easily access them, whenever and wherever you are. Avoid long procurement processes. We offer many different solutions, including pre-screened established network of skilled specialists to help complete the work. Our agreements with clients include an estimate based on the total cost per image. In the context of the GC Workplace Initiative, document imaging plays a key role in reducing the amount of paper which will need to be moved to the swing space and subsequently to the final workplace destination. The DISC group has been identified to play a Subject-Matter-Expert role and help identify options and implement a viable solution for document imaging to cover the GC Workplace-IM scope. This presentation will help you learn some of our digitization service offerings and our value proposition.

10:30 am – 11:25 am
CONCURRENT SESSIONS

Session
12
Room 209

Career Conversation: Your Choice, Your Voice
(French Session)



Mélanie Legault, M.Ed., *Executive Coach and Talent Management Advisor, Executive Group Services (APRE), Transport Canada*

This session will give participants an opportunity to have an open discussion with a public service leadership and career expert. Topics covered will include career and leadership development, talent management, networking and tips for career success. Come see how you can better take charge of your career!

Session
13
Room 210

Leading Change in a Materiel World: Tips, Tricks and Tools



Bronwynn Guymer, *Senior Policy Analyst for Materiel Management, National Defence*

During this interactive session 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.

11:30 am – 12:25 pm
CONCURRENT SESSIONS

Session
14
Room 106H

Scary Contracting Stories



Guylaine Carrière, *Director of Procurement Modernization, Shared Services Canada*

Tatyana Nychperovych, *Contracting Team Leader, Global Affairs Canada*

Michael Brunetti, *Director of Development Contracting Services, Global Affairs Canada*

Global Affairs Canada's Contractual Services in Support of Development invites you to come and hear scary contracting stories... but that end well. Once upon a time there was a department named the GAC, which had issued Requests for Proposals (RFPs) to engage vendors to provide field support services in more than 20 countries. The international RFP processes have been filled with surprises and challenges that have all been taken one after the other and until the contracts were finally signed. Come meet this multifunctional team who will share lessons learned from these procurement processes. It will also be an opportunity to familiarize yourself with the issues that can be associated with the management of an RFP and discuss the winning strategies to take on the challenges of managing procurement processes.

11:30 am – 12:25 pm
CONCURRENT SESSIONS

Session
15
Room 210

Career Conversation: Your Choice, Your Voice



Mélanie Legault, M.Ed., *Executive Coach and Talent Management Advisor, Executive Group Services (APRE), Transport Canada*

This session will give participants an opportunity to have an open discussion with a public service leadership and career expert. Topics covered will include career and leadership development, talent management, networking and tips for career success. Come see how you can better take charge of your career!

Session
16
Room 118B

Tips and Tricks for Completing Your CARS



Derek Bizewski, *Senior Advisor and Certification Program Manager, ASAS Community Management Office, 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.

Session
17
Room 209

Government of Canada Finance and Material Solution



Antoine Lord, *Director of Communication and Change Management, Government of Canada Financial and Materiel Solution, Office of the Comptroller General - Financial Management, Treasury Board Secretariat*
John Eng, *Analyst, Enterprise Business Owner & Investment Alignment Division, Office of the Comptroller General, Treasury Board of Canada Secretariat*

This presentation will introduce the Government of Canada Financial and Materiel (GCFM) Solution Project to the procurement community, and will raise awareness of this project and how a financial management enterprise resource planning (ERP) system and business process transformation could help improve materiel management. What is the Government of Canada Financial and Materiel (GCFM) Solution Project and how does it relate to procurement? Join us to find out how this project is helping to bring efficiency and consistency to financial management, our lessons learned so far, and how this project is moving toward becoming an enterprise solution.

11:30 am – 12:25 pm
CONCURRENT SESSIONS

Session
18
Room 110

Update on TBS Policy Suite Reset and Procurement Human Resources Strategy for the Government of Canada



Jessica Johnston, *Acting Director, Acquired Services and Assets Sector (ASAS) Communities Management Office, Acquired Services & Assets Sector, Office of the Comptroller General, Treasury Board of Canada Secretariat*

Danielle Aubin, *Director, Strategic Policy, Procurement Policy Division, Office of the Comptroller General, Treasury Board of Canada Secretariat*

TBS officials will be sharing recent developments on a variety of new policy initiatives including TBS' Policy Suite Reset, updates to the Contracting Policy and work to develop an HR Strategy in support of reinforcing and better positioning the procurement community, including new competencies for procurement officials.

12:30 pm – 1:55 pm
Room 106

From Cellar to Bestseller

Janet Podleski, *Bestselling Author, Award-Winning Entrepreneur, TV Host Eat, Shrink & Be Merry*



How did two sisters with no formal culinary training, no publishing track record, no food industry experience and most importantly, no money, end up writing and publishing one of Canada's bestselling cookbooks of all time, spawning one of the country's most unique and widely recognized healthy eating brands? The answer may surprise, delight, ignite and inspire you! Janet's captivating, inspirational, heartfelt and often hilarious, against-all-odds business success story illustrates the

awesome power of passion, perseverance, following your gut instinct and believing that ANYTHING is possible—even when everyone around you thinks you're absolutely nuts! Whatever you want in life, whatever your goal is, whether it's to lose weight, improve your health, start a new career or business, write a book, be a better parent or a better person, after hearing Janet's story you'll JUST KNOW that if she can cook up this super-juicy batch of success, you can do it, too. Just sit right back and you'll hear A Tale of Two Sisters...AND a Dragon!

Thank you to our Keynote Speaker Lunch Partner!



pwc

What's for Lunch? Choose your seat based on one of the following options:

People (lilac) tables	Purpose (peach) tables	Passion (eggplant) tables
Italian Menu (Chicken Parmesan)	Mexican Menu (Chicken Burrito)	French Menu (Chicken with Asparagus, Brie and Pear)

* Please let your server know of your dietary restrictions

KEYNOTE SPEAKER LUNCH



2:00 pm – 2:55 pm

Trade Show and Mini Session

Meet and Greet with **Janet Podleski**

Room 118CDE

2:30 pm – 2:55 pm

MINI SESSION

Session
20
Room 118B

Tools for Creating a Collaborative Workplace



Craig Milner, *Senior Solutions Executive – Federal Government, Ricoh Canada Inc.*

We are in a workplace revolution! Flex and activity based working is becoming the new norm, the office layout is changing to allow for more collaborative and open concept spaces. New generations of employees are more tech savvy than ever and they expect their employers to offer the tools to allow them to collaborate and get their job done whenever and wherever they are while still functioning within the parameters of the federal government.

The presentation will introduce various ABW technologies available and up and coming for the federal government including solutions for the boardroom, cost effectively managing your workstation & meeting room spaces, and reducing print devices by enabling follow you print strategies.

2:30 pm – 3:55 pm

MASTER CLASS

Session
1B
Room 110

Incorporating Risk Management into a Contract Administration Plan - Part 2



Bill Davison, *CPPO, Director of Purchasing, Stearns County Minnesota*

**Delegates are not required to have attended Part 1 to benefit from the discussion in Part 2.*

Create a contract administration plan by incorporating your risk management plan into pre-award and post award activities for the purposes of avoiding or minimizing previously identified risks and problems.



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Norm Genereaux
Director, Canada-Wide for
RCMP – DND – Federal Government
613-738-5064
ngenereaux@dascostorage.com



3:00 pm – 3:55 pm

SIMULATION

Session
8B

Room 118A

Complexity and Projects - There are Techniques That Work (Conclusion & Discussion) - Part 2

Jocelyn Turgeon, M. Sc., P. Eng. (IQI), PMP, Program Director, Master of Business Complex Project Leadership, Telfer School of Management, University of Ottawa

**Spaces will be reserved for delegates that participate in part 1. Others will be allowed to participate should space permit.*

This session will provide you with a unique perspective on the complex behaviours that can emerge from organisations. You will gain a better understanding of your role and its impact on the organisation. A simulation will provide you with a hands on experience of some of the key notions related to network complexity and emergence. Your outlook on many processes will not be the same after that! In the first part of the session, participants will be asked to form teams to simulate a basic supply chain in a competitive environment. Up to 60 participants will actively take part. Extra participants will be allowed to witness the process as it unfolds but will not be permitted to interact with the teams. Each team will be sub-divided into components of a supply chain encompassing production, distribution and clients. During the course of this deceptively simple simulation, the teams will try to outperform competitors. Team performance will be assessed. In the second part of the session, team performances will be shared and compared. An interactive discussion will take place and various observations will be made. Time permitting, the Telfer Master of Business in Complex Project Leadership Program will be presented.

3:00 pm – 3:55 pm

CONCURRENT SESSIONS

Session
21

Room 106H

Social Procurement: Exploring the Policy and Practices that Leverage Greater Value From Existing Purchasing and Infrastructure Projects

David LePage, Managing Partner, Buy Social Canada

Social procurement is emerging across public and private sectors as a valuable tool to leverage to create social value and community impact through existing purchasing and infrastructure investments. This presentation will explore and share the latest policy and practice information, resources, and tools of social purchasing and Community Benefit Agreements - from setting goals, criteria language, evaluating bids, and measuring results. The presentation will use several Canada-based case studies to examine the design process options, implementation barriers and solutions, and community impact measurement criteria generated through partnerships of purchasers, commercial suppliers and social enterprises.

3:00 pm – 3:55 pm
CONCURRENT SESSIONS

Session

22

Room 209

The Procurement Strategy for Aboriginal Business



Dolores Coelho, *Sr. Program Officer, Economic and Business Opportunities Branch, Crown-Indigenous Relations and Northern Affairs*

The Procurement Strategy for Aboriginal Business supports Aboriginal business capacity development on behalf of the government of Canada. Through mandatory set asides, voluntary set asides, joint ventures and partnerships, sub-contracting activities, and Aboriginal Participation components. The Strategy aims to assist Aboriginal businesses to compete for and win federal contracting opportunities. The Government of Canada believes that employment and wealth creation is key to economic self-reliance. By helping Aboriginal businesses compete for more government contracts, PSAB allows Aboriginal communities to access a more level playing field, enabling economic prosperity like never before.

Session

23

Room 210

The Evolution of Procurement



Jason Weatherbie, *Senior Director, Networks, End Users and Cyber Security (NEUCS), Procurement and Vendor Relations, Shared Services Canada*

Gary Cooper, *Manager, Procurement Modernization, Procurement and Vendor Relations, Shared Services Canada*

'The Evolution of Procurement' will look at the history of procurement and how it has transformed from being an afterthought, to an 'administrative burden' and now as a strategic business function critical to organizational success. The Evolution of Procurement will look at real examples and lessons learned related to IT to show how procurement has continually evolved to better meet the needs of clients, while staying true to Government of Canada contracting regulations and the objectives of Treasury Board Contracting policy. Expect to learn something, laugh, and ask questions!

Session

24

Room 118B

Understanding the "Alphabet Soup and Algebra" That Can Make Your SCM Projects, Initiatives or Day to Day Work Tasks More Successful



Richard Quinn, *CD, MBA, Manager, National Technical Publications Depot, Department of National Defence*

This presentation will introduce proven SCM practices and an operating philosophy that SCM practitioners can apply that will lead to better outcomes with their processes and their personnel and ultimately enhance the likelihood of meeting performance objectives set for the organization because of the common focus and structure the application brings to an organization. This will be demonstrated through an open discussion that will describe the "alphabet soup" of SMC which involves describing the Four Rs – Requirements, Resources, Rules and Redundancy followed by the "algebra" is described as the formulae of: I (Information) – V1 (Visibility) + V2 (Velocity) and JIC (Just in Case) > JE (Just Enough) < JIT (Just in Time).

4:00 pm – 4:55 pm

CONCURRENT SESSIONS**Session****25****Room 110****City of Ottawa Vendor Performance Management Program Update***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, create and track standard Key Performance Indicators related to performance, and to build a history of vendor performance over time to be used in awarding future contracts. This presentation will provide an update on the status of the City's VPM program, key successes and lessons learned.

Session**26****Room 106H****Spend Analytics: The Secret to Finding Better Ways to Procurement***Josephine Dahan, Director Mission Procurement Operations, Global Affairs Canada**Anthony Jarvis, Manager, Procurement Center of Excellence team, Mission Procurement Operations, Global Affairs Canada**Sebastien Tessier, Procurement Specialist, Spend Analytics Program, Mission Procurement Operations, Global Affairs Canada**Sean Sun, Procurement Specialist, Spend Analytics Program, Mission Procurement Operations, Global Affairs Canada*

Spend analysis is a critical step towards developing sourcing strategies that will help organizations bring greater value and insight into their operations in order to reduce costs, improve efficiency, monitor compliance and manage risks. We will discuss spend management and the actions required to will help departments to achieve these results.

Session**27****Room 210****8 Rules 2 Kick Ass in Life - The Importance of Work Life Balance in the Workplace***Al Garlinski, SCMP, FSCMP, Regional Trainer, Western Region, School of Procurement, Public Services Procurement Canada*

Al shares his lessons learned and basic 8 rules to stay "grounded" within the fast paced world of Procurement. His rules are tied to constantly pushing yourself outside of your comfort zone and keeping an open dialogue about mental health, anxiety and depression. As a long distance runner and animal rescue advocate, he will make the link to mental fitness in the workplace by sharing some of his running adventures ranging from running across Iceland, trekking the Grand Canyon to climbing Mt. Jacinto in California.



4:00 pm – 4:55 pm

CONCURRENT SESSIONS

Session

28

Room 118B

Procuring With Purpose: Leveraging Technology to Maximize Impacts From Procurements



Nicole Verkindt, *CEO and Founder, OMX*

The presentation will review major trends in technology and how we can leverage the network effects, big data and analytics to drive more procurement opportunities to diverse suppliers, then really manage, track and report on total impacts to a society. It will be about thinking bigger, across the major tech trends and changes to have bigger impacts.

Session

29

Room 209

Computers for Schools - 25 Years Strong, And We Need YOU Even More!



Krista Campbell, *Director General, Data and Digital Programming Branch Innovation, Science and Economic Development Canada*

This presentation will outline past achievements of the Computers for School program, now 25 years old, and outline the critical importance of a strong working relationship with federal departments to secure our future such as:

- the innovative history of the CFS program, and major milestones over the past 25 years
- the changing nature of technology, and technology use by donors
- trends in GoC hardware donations in recent years
- Renewed mandate and what it means for all government departments and agency
- CFS' strong track record in security management
- Working with department/agencies, how do we chart a path forward?

5:00 pm – 7:00 pm

Room 118CDE

Networking Reception & Mentorship Graduation Ceremony

Entertainment, food & beverages & photo booth activity

OMX

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Wednesday, May 30, 2018

NATIONAL WORKSHOP PROGRAM

7:00 am – 3:00 pm

Registration

Atrium

7:30 am – 8:00 pm

Arrivals & Light Breakfast

Atrium

8:00 am – 8:15 am

Welcome Remarks

Melody Jeaurond, *CIPMM Vice-President & National Workshop Chair*

Room 106

8:15 am – 9:45 am
Room 106

Holy Crap I'm Busy - Resiliency and Energy in Crazy Times

Linda Edgecombe, *Bestselling Author, Motivator*



Looking for an energy boost? You've just found it! Join Linda for a hands-on, highly humorous ride that will re-focus, re-energize and re-invent how you see your life and your work. Her straight-shooting approach is packed with relevant, easy solutions that will enable you to take back your work day and personal life. Linda is putting Life back in Work/Life Balance.

What can you expect from this session?

- What's really getting in the way of your moving forward? Change Readiness has never been this painless!
- Stop sabotaging your efforts and success! Create spaces to Just Be - Inspired.
- Re-Energize: Tools to re-energize and re-engage.
- Get down to what you really want and become more accountable.
- The essentials needed to show up ready to set the world on fire.
- Laughter. Maybe the best laugh you have had in a long time.

KEYNOTE SPEAKER

9:45 am – 10:20 am

Trade Show and Meet & Greet with Linda Edgecombe

Mini Sessions and Refreshments Break

Room 118CDE



9:55 am – 10:20 am

MINI SESSION

Session

31

Room 118A

Improving Client Services



Lindsay Paré, *Procurement Officer, Shared Services Canada*

Client Service represents an important part of any department's strategy to strengthen partnerships. As Procurement professionals, we need to be committed to delivering high-quality services that meet the needs of clients and the Canadians we serve. We need to understand our own roles in providing services and take ownership of issues. If we continually strive to improve service by increasing efficiency and client satisfaction, we will ensure sound stewardship on behalf of Canadians. Today's pop-up presentation is an interactive activity to identify key areas to improve client service.

MINI SESSION

Session

32

Room 118B

Tailoring Procurement for the Honest Bidder



Nick Lukach, *Manager-Procurement, Contracting and Assets Management, Natural Resources Canada*

Do clients try to "pull one over" on you? How to spot a tailored requirement. What are the challenges and consequences to your bid solicitation and how to make it fair.

10:30 am – 11:15 am

Awards Ceremony

Room 106

11:15 am – 11:55 am

MINISTER'S ADDRESS

The Honourable Carla Qualtrough, P.C., M.P., *Minister of Public Services and Procurement*

Room 106

12:00 pm – 1:25 pm

Networking Lunch, Trade Show & Mini Sessions

Room 118CDE

What's for Lunch? Choose from the following options:

Homemade Mac & Cheese	Gourmet Pulled Turkey Grilled Cheese	Fish Tacos
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12:30 pm – 12:55 pm

MINI SESSION

Session

33

Room 118A

Collaborating with Suppliers - an Agency's Perspective

Josée Maillet, *Senior Account Executive, Personnel Services, Altis Professional*

This session will provide participants with an overview on why and when to engage with Suppliers in an open, transparent and consultative approach regarding RFP searches; the Suppliers' point of view of Standing Offers vs. Supply Arrangement; Service Standards and Contract Delivery and Management. Why collaborate?

- Educating on the ebbs and flows of available talent and providing insight on the market trends.
- Deepening the Suppliers' knowledge of the Clients' business needs.
- Increasing knowledge of legislative changes and shared impact to both Clients and Suppliers.

MINI SESSION

Session

34

Room 118B

War Gaming - the Secret Weapon in Evaluation Modeling!

Jon Mak, *Consultant, Commerce Decisions*

The common techniques for determining value for money have pitfalls that may result in failure to buy the best solution. Born out of 15 years' of experience in evaluation, Commerce Decisions has developed an alternative methodology to ensure value for money is achieved. Called "Real Value for Money (RVfM)", our methodology takes a very difference approach to traditional methods.

The AWARD® RVfM provides a robust and transparent supplier selection mechanism, ensuring that a project teams' scoring methodology has the desired/expected effect. The RVfM process delivers:

- A robust and efficient method for buyers to define what they mean by value for money
- Techniques for undertaking sensitivity analysis
- A robust way of ranking each and every bid
- A transparent mechanism for the scoring of bids
- The ability for each bidder to optimize their bid in order to deliver the best value for money solution possible

This session will introduce you to our unique RVfM methodology.

12:30 pm – 12:55 pm

MINI SESSION

Session
35
Room 118B


SSC Delegation of Procurement Authority
 **Patrick Comtois**, *Senior Director, Policy, Governance Engagement and Training, Procurement and Vendor Relations, Shared Services Canada*

In September 2017, following a legislative change, Shared Services Canada has initiated the procurement delegation of certain products to Partners and Clients, under certain conditions. Shared Services Canada is exploring additional opportunities to improve its service delivery through the use of delegation. This session is an opportunity for Procurement Officers from Partner and Client Departments to ask questions and engage a subject matter expert on this topic.

1:30 pm – 3:25 pm

SITE TOUR

Session
36
Room 118B

Guided Tour of the Newest GC Surplus Sales Centre (Warehouse) in Ottawa
 **Martin Harvey**, *Regional Manager, NCR Sales Centre, GC Surplus*

Limited to 44 people - Pre-registration at the registration desk is required.
Transportation will be provided.

Have you ever wondered what happens to government assets when they are no longer required? Many of them end up declared surplus and are sold to Canadians through the services of GC Surplus, the GC asset disposal specialists. Come and tour one of seven main sales centre locations in Canada and see the variety of items that are bought, used, and disposed of, by GC departments and agencies.

1:30 pm – 2:55 pm

MASTER CLASS**Session
37**

Room 110

An Innovative Methodology to Select the Best Compliant Bidder in the Context of Weighted Evaluations**Marc-André Bourque**, *President, MELIORE***Vincent Vu**, *Director of Procurement, City of Lévis*

Which method do you use to define the evaluation criteria and the corresponding weighting in a context of qualitative evaluation? Which "price formula" is the most appropriate and how can it be adapted to evolving market conditions? Are the results up to your expectations? These issues are important strategic concerns for procurement professionals when it comes to awarding contracts that are not solely based on the lowest price, but looking at getting the best global value. This session will suggest the implementation of an objective methodology based on empirical data and put emphasis on the analysis of mathematical bias associated to traditional weighting methods. The theory will be supported by many examples as well as case studies that will allow you to apply the concepts presented in your workplace.

1:30 pm – 2:25 pm

CONCURRENT SESSIONS**Session
38**

Room 106H

Contracting During an Emergency Situation - Supporting Operations in the RCMP**Janine Myers**, *Regional Manager Procurement & Materiel Management, Royal Canadian Mounted Police*

The presentation will focus on strategies to obtain goods/services while working under the time constraints of an unplanned event. The guidelines for the use of emergency contracting delegations will be discussed, as well as the various reporting requirements for emergency contracts. The presentation will outline procurement strategies during an emergency situation, particularly in a department required to respond to various emergency situations. Emphasis will be placed on commodities that are commonly procured during an unplanned event, including transportation and accommodations. Lessons learned from various emergency situations will be discussed, with an emphasis on facilitating discussion and developing ideas. The Royal Canadian Mounted Police have recently encountered many emergency situations. Examples include anticipated protest activity at the Hydro Electric site in Muskrat Falls and the forest fires of Fort McMurray. These unplanned events require a unique approach to obtaining goods and services. In many cases significant RCMP resources are deployed in order to keep the peace, maintain law and order and to protect the safety of persons and property. In certain circumstances there are increased challenges due to the isolated nature of the area. These examples will be used to discuss lessons learned, share experiences and trends, and develop strategies for emergency response.

1:30 pm – 2:25 pm
CONCURRENT SESSIONS

**Session
39**

Room 118B

CORCAN - Correctional Services of Canada - Opportunities to Procure While Supporting Corporate Priorities



Kelly Hartle, *Acting Chief Executive Officer, CORCAN, Correctional Service of Canada*

Jean-Philippe Bourgeois, *Account Representative, CORCAN, Correctional Service of Canada*

The presentation will include an overview of the various types of products available while highlighting the benefits and ease of procurement through CORCAN, a Special Operating Agency (SOA) within the Correctional Service of Canada (CSC). CORCAN is a key rehabilitation program of the CSC. It contributes to safe communities by providing offenders with employment and employability skills training while incarcerated in federal penitentiaries, and for brief periods of time, after they are released into the community. This is done through on-the-job employment that focuses on our four business lines: Manufacturing, Textiles, Construction, and Services. Third party certified vocational training, apprenticeships, and soft skills training are also provided to provide the offender with marketable skills for seeking community employment. CORCAN's work supports the social policy and other key mandates of the Government of Canada including supporting the reintegration of offenders into our communities. By acquiring from CORCAN, purchases contribute to a reinvestment in the offender employment and employability program and also lessen your procurement and administrative burden as purchases are not a competitive process, but rather a transfer of funds between departments.

**Session
40**

Room 118A

The ISO 20 400 on Sustainable Procurement: How to address environmental Impacts but Also the Social and Economic Acquisition Impacts
(French Session)



Presented by ECPAR

The ISO 20 400 applies to private and public organizations. It targets the social, economic and environmental issues. How to apply it to public procurements?

1:30 pm – 2:25 pm

CONCURRENT SESSIONS

**Session
41**

Room 210

Modernizing Shared Services Canada's IT procurement: an opportunity to shape the future!



Guylaine Carrière, *Director, Procurement Modernization, Procurement and Vendor Relations, Shared Services Canada*

Gary Cooper, *Manager, Procurement Modernization, Procurement and Vendor Relations, Shared Services Canada*

Maha Ghadie, *Manager, Business Systems Transformation, Shared Services Canada*

Richard Moores, *Manager, Business Systems, Procurement and Vendor Relations, Shared Services Canada*

Jason Knowles, *Strategic Advisor, Policy, Governance Engagement and Training, Procurement and Vendor Relations, Shared Services Canada*

IT procurements are unique – they are in a constant state of evolution, and the sourcing process to procure them must be just as innovative and scalable. Just like the commodity it supplies, the modernization of IT procurement will enable SSC to explore new ways of putting contracts in place while increasing its efficiency. The presentation will provide an overview of SSC's procurement modernization, including concrete examples and pilot initiatives.

**Session
42**

Room 209

PSAB Supplier Success Stories



Tim Hopkins, *President, Advantage Group of Companies*

Tim Hopkins, President of Advantage Group of Companies and a Metis himself, takes us on a stark and humorous journey of how his Indigenous company has strived to re-write and transform struggles to success stories. By bridging the gap between cultures and economically disenfranchised communities through strategic partnerships between the supply chain of Government, Indigenous communities, industry and the private sector, Tim is able to bring the two worlds together in harmony. These are the REAL stories behind PSAB. Together, we can make a difference.

2:30 pm – 2:55 pm

Trade Show, Mini Sessions & Refreshments Break

Room 118CDE

2:30 pm – 2:55 pm

MINI SESSION

Session
43
Room 118A



Contract Security Program: Security clearances

Alexandre Parent, *A/Senior Client Relations Officer, Public Services and Procurement Canada*

This session will discuss roles and responsibilities of the Contract Security Program and government departments. The types of organizational and personal security clearances will also be covered. Furthermore, we will provide information on how to sponsor a private sector organization into the program. Finally, we will discuss the Security Requirements Check list process, which is utilized for all contracts with security requirements.

MINI SESSION

Session
44
Room 118B



Navigating the Consultancy's World

Arwa Abu-Hakima, *Advanced Procurement Specialist, Advisor (Consultant), Materiel and Asset Management, Indigenous and Northern Affairs Canada*

How to make the transition from a public servant to a consultant specifically for professionals in the procurement/materiel management field?

3:00 pm – 3:55 pm

CONCURRENT SESSIONS

Session
45
Room 210



Federal, Provincial and Territorial Collaborative Procurement Initiative

Michel Boulet, *Acting Senior Policy Advisor, Federal, Provincial, Territorial and International Relations, Office of Small and Medium Enterprises and Stakeholder Engagement, Acquisitions Program, Public Services and Procurement Canada*

The session will describe the Initiative, how it was first created in 2015, what has been achieved since its creation and the next steps in terms of the collaboration between the federal level and its PTs stakeholders.

3:00 pm – 3:55 pm

CONCURRENT SESSIONS**Session****46****Room 110****Interdepartmental PG Community Management Panel**

Richard Savill, *Manager, Procurement and Supply Group Community Management Office, Department of National Defence*

Patricia Slaunwhite, *Senior Advisor, Capacity, Programs and Initiatives, Global Affairs Canada*

Jonathan Brulotte, *ADirector, Professional Development and Change Management Directorat, Public Services and Procurement Canada*

This panel will discuss the way in which DND, GAC, and PSPC have agreed to work together on Work Force development for the PG community. The unique structure of each organization will be covered along with initial areas for collaboration and what we see as the long term vision for this sharing of programs and ideas.

Session**47****Room 209****Drivers for Digitization
(French Session)**

Joanne Lagacé, *Acting Director General, Cheque Redemption Control Directorate, Public Services and Procurement Canada*

Did you know that since 2002, Public Services and Procurement Canada (PSPC) has been providing a unique service to the Government of Canada that uses the latest technology for digitizing information resources? The Document Imaging Solutions Centre (DISC) is helping bring the federal government into the modern times of digital records.

As your partner in information management, DISC offers conversion from paper to pixels and so much more. We are a total service solution for your record digitization needs, operating on a cost-recovery basis. We can convert your valuable information assets into an electronic format, so you can easily access them, whenever and wherever you are. Avoid long procurement processes. We offer many different solutions, including pre-screened established network of skilled specialists to help complete the work. Our agreements with clients include an estimate based on the total cost per image. In the context of the GC Workplace Initiative, document imaging plays a key role in reducing the amount of paper which will need to be moved to the swing space and subsequently to the final workplace destination. The DISC group has been identified to play a Subject-Matter-Expert role and help identify options and implement a viable solution for document imaging to cover the GC Workplace-IM scope. This presentation will help you learn some of our digitization service offerings and our value proposition.

3:00 pm – 3:55 pm

CONCURRENT SESSION

Session

48

Room 106H

An update on Fleet Management in the Government of Canada



Moderator:

Guy Belleperche, *Senior Director, GCSurplus, Integrated Services Branch, Public Services and Procurement Canada*

Speakers:

Maurice Vodon, *Senior Policy Analyst, Office of the Comptroller General*

Blair Hurd, *Departmental Assets Manager, Health Canada-Public Health Agency of Canada*

Adam Clarke, *Manager, Materiel Management, Canada Border Services Agency*

Mike Tanguay, *Supply Team Leader, Public Services and Procurement Canada*

This session will provide an overview of fleet management policy, challenges of fleet management in the GC, and an update on fleet acquisition activities. It is intended to be interactive and provide audience members with an opportunity to engage with the panellists.

4:00 pm – 4:30 pm

CLOSING REMARKS

Vincent Robitaille, *CIPMM President*

Melody Jeaurond, *CIPMM Vice-President & National Workshop Chair*

Room 106

4:30 pm – 5:00 pm

CIPMM AGM

Room 106H

Think digital first

Citizen expectations are being influenced across the spectrum, by luxury retail and intuitive technologies. Embracing Procurement 4.0 and becoming a truly digital government will help meet these expectations.

It's time to embrace the art of the possible.

www.pwc.com/ca/procurementtechnology



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SAVE THE DATE

30TH ANNUAL CIPMM NATIONAL WORKSHOP



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

For more information visit: cipmm-icagm.ca

JUNE 4-6, 2019

Ottawa Conference and Event Centre
200 Coventry Road
Ottawa, ON

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2018 CIPMM REGIONAL WORKSHOP

2018 CIPMM Regional Workshop in Calgary!

We hope to see you there!



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

OCTOBER 17, 2018

Hyatt Regency Calgary
Calgary, AB

Questions?
Phone: (613) 725-0980
E-Mail: admin@cipmm-icagm.ca

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SAVE THE DATE



2018 CIPMM FLEET MANAGEMENT WORKSHOP



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

Questions?

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E-Mail: admin@cipmm-icagm.ca

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NOVEMBER 6-7, 2018

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