



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

The Canadian Institute for Procurement and Material Management • 2019 •
Institut canadien d'approvisionnement et de gestion du matériel • 1989 •
30
YEARS

CIPMM REGIONAL WORKSHOP



PROGRAM

FEBRUARY 20, 2019 – TORONTO, ON

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MESSAGE FROM THE CIPMM PRESIDENT



Dear procurement and management communities,

On behalf of the Canadian Institute for Procurement and Material Management, I am pleased to welcome you to the CIPMM Regional Workshop in Toronto. We hope this Workshop will be one of many professional development opportunities available across Canada. It continues to demonstrate our commitment to invest and strengthen a community that has not been well served during years of financial restraint.

We have an outstanding program for the day, touching the diverse yet fascinating subjects that are shaping our profession such as social procurement, aboriginal opportunities, asset management, and supplier engagement. This is not a classroom... Our objective is to give you an opportunity to engage with colleagues and many of the leaders of our community.

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

Sincerely,

Vincent Robitaille

CIPMM President

MESSAGE FROM THE REGIONAL WORKSHOP CHAIR



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

Please join us at the end of the day for 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 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**.

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Schedule at a Glance

WEDNESDAY, FEBRUARY 20, 2019

| | |
|---|--|
| 7:00 am – 8:00 am St Andrew's Lounge | Registration & Breakfast |
| 8:00 am – 8:15 am St. Andrew's Hall | Opening Remarks |
| 8:15 am – 9:00 am St. Andrew's Hall | Opening Keynote Update on the Work of the Procurement Ombudsman |
| 9:00 am – 10:00 am St. Andrew's Hall | Concurrent Session #1 Real Property Contracting at Public Services and Procurement Canada |
| 9:00 am – 10:00 am Edinburgh Room | Concurrent Session #2 Quality Based Selection |
| 10:00 am – 10:30 am St. Andrew's Lounge | Networking Break & Exhibit |
| 10:30 am – 11:30 am St. Andrew's Hall | Concurrent Session #3 ASAS Communities Management Office: GOC Procurement HR Strategy and Community Demographics |
| 10:30 am – 11:30 am Edinburgh Room | Concurrent Session #4 Overview of Services Provided by GCsurplus |
| 11:30 am – 12:30 pm St. Andrew's Hall | Concurrent Session #5 OSME Ontario Region Supplier and Stakeholder Engagement Initiatives |
| 11:30 am – 12:30 pm Edinburgh Room | Concurrent Session #6 Managing Assets and Materiel in Your Department or Agency |





Schedule at a Glance

WEDNESDAY, FEBRUARY 20, 2019

| | |
|---|--|
| 12:30 pm – 1:15 pm St. Andrew's Lounge/ Edinburgh Room | Networking Lunch & Exhibits |
| 1:15 pm – 2:15 pm St. Andrew's Hall | Plenary Session #7 The Real People Stories Behind How PSAB Makes a Difference to Indigenous People and Leads Us Down the Path of Economic Reconciliation |
| 2:15 pm – 3:15 pm St. Andrew's Hall | Concurrent Session #8 CORCAN - Managing your Social Procurement Opportunities |
| 2:15 pm – 3:15 pm Edinburgh Room | Concurrent Session #9 Lessons We Can Learn About Group Procurement Within The Ontario Municipal Sector |
| 3:15 pm – 4:15 pm St. Andrew's Hall | Plenary Session #10 Emerging Trends in Supply Chain Management |
| 4:15 pm – 4:30 pm St. Andrew's Hall | Closing Remarks Mentoring and Other Related CIPMM Activities |
| 4:30 pm – 6:30 pm St. Andrew's Lounge | Networking Reception |



WEDNESDAY, FEBRUARY 20, 2019

REGIONAL WORKSHOP PROGRAM

7:00 am – 8:00 am

Registration and Breakfast

St. Andrew's Lounge

8:00 am – 8:15 am

Opening Remarks

St. Andrew's Hall

Carolyn Montague, *Performance Management Network Inc., CIPMM Vice President, CIPMM Regional Workshop Chair*

8:15 am – 9:00 am

Opening Keynote: Update on the Work of the Procurement Ombudsman

St. Andrew's Hall

Alexander Jeglic, *Procurement Ombudsman*

This session will provide CIPMM members the opportunity to hear what's on the Procurement Ombudsman's mind in the context of promoting fairness, openness and transparency in federal procurement, and to share with the Ombudsman their own views and experiences.

CONCURRENT SESSIONS

9:00 am – 10:00 am

Session

1

**St. Andrew's
Hall**

Real Property Contracting at Public Services and Procurement Canada



Anna Maria Di Flumeri, *Manager, Construction Service Division (AESD), Real Property Contracting Directorate, Public Services and Procurement Canada*

The objectives of this presentation are:

- To provide an overview of Real Property Contracting at Public Services and Procurement Canada, with a focus on Construction Services;
- To provide a high-level overview of construction procurement approaches and the procurement process; and
- To share knowledge, best practices and lessons learned garnered in the delivery of construction projects, from a contracting perspective.



CONCURRENT SESSIONS

9:00 am – 10:00 am

Session

2

Edinburgh
Room

Quality Based Selection



Adam Tracy, *Manager of Policy and Government Relations, Ontario Association of Architects (OAA)*

Learn more about work the OAA is doing with PSPC to conduct a federal procurement using Quality Based Selection.

10:00 am – 10:30 am

St. Andrew's Lounge

Networking Break & Exhibits

CONCURRENT SESSIONS

10:30 am – 11:30 am

Session

3

St. Andrew's
Hall

ASAS Communities Management Office: GOC Procurement HR Strategy and Community Demographics



Derek Bizewski, *Senior Analyst, Acquired Services and Assets Sector, Treasury Board of Canada Secretariat*

Learn more about what the CMO has been up to, as well as what is planned in support of the Procurement and Materiel Management communities in the Federal Government.

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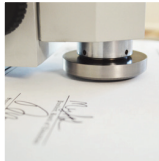
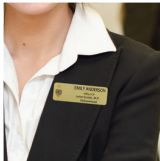
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CONCURRENT SESSIONS

10:30 am – 11:30 am

Session

4

Edinburgh
Room

Overview of Services Provided by GCSurplus



Courtney Munro, Sales Supervisor, GCSurplus Sales Centre, Ontario Region, GC Surplus, Specialized Services Sector, Public Services and Procurement Canada

The Presentation will cover the following subjects:

- Main Programs: GCSurplus, GCTransfer, GCMil and GCSci;
- Who and Where we Are; and
- How GCSurplus assists you in obtaining best value to the Crown.

CONCURRENT SESSIONS

11:30 am – 12:30 pm

Session

5

St. Andrew's
Hall

OSME Ontario Region Supplier and Stakeholder Engagement Initiatives



Menelaos Argiropoulos, Chief, SME Stakeholder Engagement, Office of Small and Medium Enterprises, Public Services and Procurement Canada

This session will introduce you to the Office of Small and Medium Enterprises-Ontario Region and the various supplier and stakeholder engagement initiatives underway to inform and educate small and medium enterprises in navigating the federal procurement system to do business with the Government of Canada.

Session

6

Edinburgh
Room

Managing Assets and Materiel in your Department or Agency



Blair Hurd, Assets Manager, Canada Border Services Agency

We will talk about Managing Assets and Materials in your Department or Agency. Participants will have an opportunity to hear the presentation on managing assets and material in their department and then participating in a discussion on best practices that can be considered.

12:30 pm – 1:15 pm

Networking Lunch & Exhibits

St. Andrew's Lounge / Edinburgh Room

PLENARY SESSION

1:15 pm – 2:15 pm

**Plenary
7**

**St. Andrew's
Hall**

The Real People Stories Behind How PSAB Makes a Difference to Indigenous People and Leads us Down the Path of Economic Reconciliation



Tim Hopkins, *President, Advantage Group of Companies*

Tim Hopkins, President of Advantage Group of Companies, takes us on a stark and humorous journey of how one Indigenous company has worked to create success stories through successful partnerships between Government, Indigenous communities, industry and private sector; bridging worlds, culture and bringing new ideas together.

CONCURRENT SESSIONS

2:15 pm – 3:15 pm

**Session
8**

**St. Andrew's
Hall**

CORCAN - Managing Your Social Procurement Opportunities



Kelly Hartle, *Acting Chief Executive Officer, 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 after release to the community. This is done through on-the-job training that focuses on our five business lines: Manufacturing, Textiles, Construction, Services and Agriculture. By acquiring from CORCAN, purchases contribute to a reinvestment in the offender employment and employability program and also lessen your procurement and administrative tasks.

**Session
9**

**Edinburgh
Room**

Lessons We Can Learn About Group Procurement Within the Ontario Municipal Sector



Judy Dezell, *Director AMO Enterprise Centre, Business Partnerships & LAS*

Significant savings off the bottom line. It just makes sense.

Municipal governments in Ontario deliver a wide range of programs and services to citizens on about nine cents of every tax dollar collected. Group procurement is key and LAS, as a municipal not-for-profit, is a trusted partner in delivering group procurement for the municipal sector. This session will talk about how LAS does it and why municipalities participate.

PLENARY SESSION

3:15 pm – 4:15 pm

**Plenary
10**

**St. Andrew's
Hall**

Emerging Trends in Supply Chain Management



Jérôme Thirion, *Partner and National Leader, Supply Chain Management, KPMG Canada*

Supply Chain is a key enabler.

During this session, Jerome will provide an overview of the latest trends and practices in supply chain, and how the function can be best leveraged as a key partner in the organization.

4:15 pm – 4:30 pm

Closing Remarks

St. Andrew's Hall

Mentoring and other Related CIPMM Activities

Carolyn Montague, *Performance Management Network Inc., CIPMM Vice President, CIPMM Regional Workshop Chair*

4:30 pm – 6:30 pm

Networking Reception

St. Andrew's Lounge



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Questions?

Phone: (613) 725-0980

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JUNE 4-6, 2019

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