

**CANADIAN PUBLIC PROCUREMENT COUNCIL**  
**2023 FORUM – PROCUREMENT 2.0: THE NEW NORMAL**  
APRIL 30 – MAY 2, 2023  
CALGARY, ALBERTA



***FORUM PROGRAM***

*\*Subject to change\**

**April 30 to May 2, 2023, Calgary, Alberta**

Register at [www.cppc-ccmp.ca](http://www.cppc-ccmp.ca)

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## FORUM 2023

15:00-18:00 Registration opens

### Pre-Forum Seminar

Sunday April 30, 2023

8:30-16:00 TO BE CONFIRMED.

Preliminary

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10:30-10:45 Break

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12:00-13:00 Lunch

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14:30-14:45 Break

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**Monday May 1, 2023**

8:00-17:00

**Registration opens**

7:30-8:30

**Continental Breakfast**

8:30-9:00

**Welcome Remarks and Opening Ceremony**

9:05-10:05

**Concurrent Sessions**

**Multi-faceted Modernization of Public Procurement**

*Todd Daniels, Leader, Procurement, Supply Management, Corporate Planning and Financial Services*

*Chase Smith, Manager of Procurement Transformation*

*Paula Tinsley, Manager of Procurement Operations - City of Calgary*

Citizens are demanding more from their governments. Modernizing public procurement is more than adopting technology. Modernizing requires a multi-faceted approach that includes implementing supply chain resilience to be proactive in an unstable world, creating additional public value through strategies such as Benefit Driven (Social) Procurement to improve community outcomes while reducing barriers, and focusing on lean, data-driven processes to optimize limited resources. Join us for an interactive lecture and discussion!

**The Evolving Role of Public Procurement**

*Nitish Bahl, Managing Director of the Digital Procurement Practice - PwC Canada*

With a constantly changing market and environment, public procurement is faced with various challenges such as inflation and cost pressure, talent retention, and supply chain resiliency. In this session, we will explore what's been some of the priorities and challenges for public procurement and cover the reasons why their role needs to evolve to exceed the public's expectations.

10:05-10:15

**Refreshment Break**

10:15-11:15

**Concurrent Sessions**

**Intern Officer Program - How We Have Evolved and Are Building a Procurement Community**

*Andrea Knight, Director General, Procurement Business Management Sector – Public Services and Procurement Canada (PSPC)*

To provide an overview of the transformation of the Intern Officer Development Program for Procurement Specialists (PG) over the last year. As such, the Program is being positioned as a key

**The Art of Strategic Negotiations: An Interactive Exercise**

*David P. Gagan, CPPO, Fellow, Chief Administrative and Strategic Operations Officer - National Association of State Procurement Officials (NASPO)*

Engage in an interactive negotiation scenario that allows attendees to compare and apply common strategies. Attendees will also be provided with tips and resources to further their negotiation skills. This

<p>driver in workforce renewal and this initiative has helped to address challenges in recruiting PGs for PSPC, with a goal to also support other federal departments and agencies.</p>	<p>session is intended as an introduction to negotiations.</p>
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11:20-12:20

**Plenary Session**

<p><b>Influencing Others to Embrace Change</b>  <i>Derrick Strand, Executive Director – Universal Public Procurement Certification Council (UPPCC)</i></p> <p>This session will focus on influencing others while understanding behavior styles and embracing change. Influence maps, decision cycles, and understanding different drivers for change will be shared. Participants will learn about “The Behavior Function”, obtain an understanding of the 20/60/20 rule and use the power of networking to create a culture of idea sharing and embracing change.</p>
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12:20-13:25  
13:30-14:45

**Lunch – AEP Award Presentation**

**Concurrent Session**

<p><b>Optimizing Your Procurement Starts with a Strong Category Management Program</b>  <i>Najah Al-Atassi, Director, Client Delivery</i>  <i>Madison Barton, Strategic Sourcing Specialist</i>  <i>Danial Kazmi, Strategic Sourcing Specialist - ETCH Sourcing</i></p> <p>A strategic procurement strategy starts with a strong category management program. Join our speakers in this interactive session to learn how you can plan, build and execute a category management program that will elevate your procurement value offering as a support function across your public sector organization. This session will use audience examples to facilitate meaningful discussions and each attendee will receive access to a complimentary best practices guide.</p>	<p><b>Public Procurement: The Secret Weapon to Advancing Canada’s Circular Economy Transition</b>  <i>Jo-Anne St. Godard, Executive Director - Circular Innovation Council</i></p> <p>Public procurement is a strategic driver of the circular economy. When used collaboratively, procurement can stimulate markets that align with circularity and deliver economic, social, and environmental benefits. Following an introduction to the circular economy and the role of procurement in it, this campfire-style session will invite the audience to share experiences and ask questions to gain practical knowledge on:</p> <ul style="list-style-type: none"> <li>• How to embed circular considerations into procurement processes and frameworks to support the circular economy.</li> <li>• How outcome-based criteria can encourage sustainable markets through innovative business models.</li> </ul>
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14:45- 15:00

**Refreshment Break**

15:00-16:15

### Concurrent Sessions

<p><b>Being Agile as we Adjust to our “New Normal”</b> <i>Nicole Fowler, CSCMP: Associate Director, Strategic Procurement Services</i> <i>Shelley Rizzo, CPPB: Procurement Specialist, Strategic Procurement Services - Queen’s University</i></p> <p>Being forced to change rapidly over the last few years has encouraged us to look at ways that we can be agile so that we can adapt quickly to whatever is thrown our way. We decided to take a very collaborative approach to weathering our new normal. This collaborative approach is on multiple levels: within our own department, at the university level, with peer institutions, and with suppliers. This approach has led us to developing stronger relationships, resulting in efficiencies, savings and retention of people resources and valuable suppliers.</p>	<p><b>Taking a Road Trip with Group Buying</b> <i>Tammy Rimes, MPA, Executive Director - NCPP Association</i></p> <p>The planning for an upcoming travel is the precursor for a successful vacation or business trip. Everyone has their own system - checking out possible activities, potential pitfalls, things to see, and backup plans. Just imagine approaching a group buying "piggybacking" trip in the same way. Are you asking the right questions, checking out the political landscape, viewing all the alternatives as part of your planning? Sometimes, using a group buying contract is easy - one and done to purchase a specific product. However, just like travel, if you only go to the expected locale, it is possible you might be missing out on a lot. Join this fun and informative session that includes good travel tips as well as ways to approach a group buying strategy. Since the use of group buying has increased significantly, this is part of the new normal for procurement professionals.</p>
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16:15-17:15

### Sectorial open discussions

Public Procurement Professionals only

Once again this year, we encourage sector open discussions to enable participants to get together and share common challenges related to their specific sector (municipal, provincial, federal, health, education and crown corporations).

18:30-21:30

### Dinner and Social Event

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## Tuesday, May 2, 2023

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8:00-17:00

**Registration opens**

7:30-8:15

**Continental Breakfast**

8:15-9:15

**Plenary Session**

**The Future of Public Procurement: Disruptive Lessons from Canada's COVID-19 Procurement Response**

*Stevie O'Brien, Lawyer*

*Timothy Cullen, Lawyer*

*- McMillan LLP*

Stevie O'Brien served as Chief of Staff to procurement ministers Anita Anand and Filomena Tassi during the height of the COVID-19 pandemic. Through a moderated discussion, she will share observations and lessons on the new procurement environment from her unique historic perspective. Key points in the discussion will address emergency preparedness, future government priorities, and framing procurement concerns so they resonate with legislators.

9:20-10:35

**Concurrent Sessions**

**Resources & Strategies for Growing as a Procurement Professional**

*David P. Gragan, CPPO, Fellow, Chief Administrative and Strategic Operations Officer - National Association of State Procurement Officials (NASPO)*

The public procurement profession is changing now more than ever. These new challenges and opportunities require you to evolve as well. This session will help you identify areas for professional growth and begin developing a plan to achieve them. Participants will also receive take-home resources, toolkits, and educational opportunities that are available for everyone.

**Strategic Procurement in the New Normal: Adopting a Risk Based-Approach**

*John P. Angkaw MS, MBA, National Risk Management Leader, Public Sector Practice - Marsh Canada Ltd.*

As public entities continue to deliver essential services in the new normal, procurement professionals play a critical role in advancing their strategic procurement program to adapt to the new reality. This session will outline how public entities can adapt to the tightening fiscal environment and evolving uncertainties through a risk-based approach that allows for a renewed focus on a balanced uptake of risk controls to better manage their total cost of risks and bottom line.

10:35-10:45

**Refreshment Break**

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10:45-12:00

**Concurrent Sessions**

<p><b>The Value of UPPCC Certifications</b>  <i>Derrick Strand, Executive Director - UPPCC</i></p> <p>In this session, you will learn about the value of professional certifications and how they can help you grow and advance in your public procurement profession. You will also learn the requirements needed to sit for the CPPO or CPPB exams and the dates and deadlines for the next exam cycles.</p>	<p><b>The Tail Spend Challenge</b>  - <i>Amazon Business Canada</i></p> <p>The <i>New Normal</i> requires organizations to be agile and to empower teams through automating procurement processes. This session will focus on how organizational leaders are solving the Tail Spend Challenge to help achieving key objectives such as cost reduction, visibility, and supplier consolidation.</p>
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12:00-12:55

**Buffet Lunch**

13:00-14:15

**Concurrent Sessions**

<p><b>CCPI Looking Forward: Addressing Socio-Economic Considerations in Procurement</b>  <i>Cybèle Wilson, Policy Advisor, Canadian Collaborative Procurement Initiative team</i>  <i>David Boivin, Manager, Collaborative Procurement</i>  <i>Kris Ruiter, Chief, Stakeholder Engagement, Procurement Assistance Canada (PAC) - Public Services and Procurement Canada/Government of Canada</i></p> <p>The new global reality not only has supply chain challenges but additionally the procurement officer must contribute to Net Zero 2050 with new work habits while balancing the support to the local communities by ‘buying local’. The Canadian Collaborative Procurement Initiative (CCPI) team shows how the initiative has solutions to support procurement professionals adapt to new market realities, and to the new strategic goals including socio-economic considerations in their evaluation criteria.</p>	<p><b>Buy with Impact: Social Procurement Tools and Best Practices</b>  <i>Tori Williamson, Director of Education and Consulting</i>  <i>Raeesa Farooqi, Manager of Education and Consulting - Buy Social Canada</i></p> <p>Every purchase has an economic, social, cultural and environmental impact. As social procurement grows, it is more than a trend, it is the new normal. Public purchasers across the country understand what and why, now this workshop can show how with tools, resources and best practices.</p>
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14:15-14:30

**Refreshment Break**

14:30-15:45

**Concurrent Sessions**

<p><b>CanadaBuys – Making Government Procurement Ready for the Digital Reality</b> <i>Jeffery Crawford, Program Manager and Head of e-Procurement Practice</i> <i>Shyam Sundar Varma, eProcurement Consultant and Scrum Master - Infosys Public Services</i></p> <p>Government procurement is undergoing a digital shift to become more agile, transparent, and inclusive. Canada is navigating this shift with its new CanadaBuys system. CanadaBuys combines SAP Ariba with an integrated portal for government buyers and suppliers to transact more effectively. The portal contains all public sector tenders, is equipped with predictive search capabilities, and facilitates compliance with CETA requirements. Learn more about this new system and how it helps public sector organizations.</p>	<p><b>The New Normal 2.0: Navigating the Everchanging Supply Chain Landscape New Challenges, Opportunities, Best Practices, and Resilient Procurement Strategies</b> <i>Perry Arzumanian, Director of Strategic Sourcing Solutions – Ontario Education Collaborative Marketplace (OECM)</i></p> <p>In this session, OECM will discuss the supply chain landscape in Ontario, how to navigate the evolving and complex supply chain ecosystem, and the benefits of cross-sector collaboration in maximizing value and increasing spend under management.</p>
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15:50-16:50

**Concurrent Sessions**

<p><b>Examining key topics in procurement: Social Procurement Set-aside Programs and The National Security Exception</b> <i>Alexander Jeglic, Procurement Ombudsman - Office of the Procurement Ombudsman, Government of Canada</i></p> <p>As social procurement continues to gain traction, governments are turning to set-aside programs to increase procurement opportunities for under-represented suppliers. We will highlight considerations and challenges in implementing such programs, and reveal lessons learned for public purchasers.</p> <p>We will also discuss the National Security Exception, discussing how its use can impact the fairness, openness and</p>	<p>TBC</p>
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transparency of procurement at the federal level, particularly in the current context due to its use during the pandemic.	
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16:50-17:05

**Closing remarks**

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*This content is subject to change.*

Preliminary