



FORUM PROGRAM

**Program as of March 28, 2024,
subject to change**

April 21 to 24, 2024, Montreal, Quebec

Registration at www.cppc-ccmp.ca

FORUM 2023

15:00-18:00 **Registration opens**

Pre-Forum Seminar

Sunday April 21, 2024



Join NASPO in a full day of interactive learning and discussions on two critical topics impacting the public procurement profession. Keep reading to learn more about what you can expect in this all-day workshop.

Total Available Contact Hours: 8

8:30 am – 12:30 pm

Modern Market Research: Who, What, Where, When, Why, and How?

Speaker: Stephanie Gale, Training Program Manager, NASPO

Description:

Many factors impact market research strategies: inflation, supply chain issues, an increase in remote workers, and advances in technology to name a few! This training will focus on the importance of solid market research, the use of practical and effective techniques, and the application of these techniques to real life scenarios.

Learning Objectives:

- Identify the core needs and purpose of a modern approach to market research.
- Develop a thorough market research process.
- Explore and apply effective market research techniques.

Length: 4 hours in person. *One hour virtual pre- & post-work required. Pre-work will include a required reading to be completed on your own time. Post-work will include completion of a short assessment of learning.*

12:30 pm – 1:00 pm

Lunch

1:00 pm – 3:00 pm

Resources to Help You Grow as a Procurement Professional

Speaker: Matthew Oyer, Chief Learning Officer, NASPO

Description:

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.

Learning Objectives:

- Explore professional development resources available to all procurement professionals.
- Identify skills public procurement professionals need to be successful in their career.
- Develop a targeted professional development plan to achieve personal professional development goals.

Length: 2 hours in person. *One hour virtual pre- & post-work required. Pre-work will include a required reading to be completed on your own time. Post-work will include completion of a short assessment of learning.*

Monday April 22, 2024

8:00-17:00

Registration opens

8:00-8:30

Continental Breakfast

8:30-9:00

Welcome Remarks and Opening Ceremony

9:05-10:35

Plenary Session

Selling to Government: What the Lobbyist is Trying to Say and When You Should (or Shouldn't) Listen

Stevie O'Brien, Co-lead of the Procurement Law Practice – McMillan LLP | Senior Advisor – McMillan Vantage

Tausha Michaud, Senior Vice President – McMillan Vantage

Jonathan Kalles, Senior Consultant – McMillan Vantage | Counsel – McMillan LLP

This session looks at the multifaceted role of lobbyists in aiding suppliers throughout the government procurement process. It will cover the essential phases - pre-procurement, active procurement, and post-procurement - highlighting the lobbyist's value in opening lines of communication, navigating economic challenges, clarifying complex requests, and interpreting intricate government procedures for non-government entities. The session addresses the topic of recognizing and responding to good and bad lobbying practices.

10:40-10:50

Refreshment Break

10:55-12:00

Concurrent Sessions

Mentorship – A must for today's Procurement Professionals!

Caroline Landry, Executive Director, Strategic Policy Sector, Procurement - Public Services and Procurement Canada

Catherine St-Louis, Supply Team Leader, Business and Technology Sector, Procurement Branch - Public Services and Procurement Canada

As we prepare Procurement Officers for their future success, we need to make sure they are well supported in their career journey today! The Canadian Institute for Procurement and Materiel Management will share the lessons they have learned over the last 6 years of running an annual Mentorship Program to support new Procurement Officers in their professional development.

Instead of being a Juggler, Become a Strategic Leader

Tammy Rimes, MPA, Executive Director - NCPP Association

Your procurement role is a tough one - balancing the various needs of your team, customers, supplier network and community. While much of what is done can be reactive (think juggling!) - expiring contracts, operational issues and emergencies - a true leader looks towards getting ahead of the curve by becoming strategic. Regardless of your official role, procurement professionals should be seen as leaders when solving problems and proactively bringing forth new ideas.

12:05-13:05

Lunch – AEP Award & CPPC Passion for Procurement Award Presentations

13:10-14:25

Plenary Session

"The Success of my Failures"

Keynote Speaker - Kim Thùy, Speaker and Author

With her strong personality, her great culture, her boundless enthusiasm and her unbridled humour, Kim Thuy, speaker, will amaze you with her words. Ever since she was a child, her life has gone from strength to strength, and her failures have always turned into successes. Her trick? Letting go. Kim has a fabulous knack for not worrying about life and turning every situation to her advantage. You will discover, among other things, how this "boat people" child from Vietnam became a few years later a seasoned lawyer who even acted as an advisor to the Vietnamese government in its transition to democracy. Or how her failed restaurant became the springboard for her career as a novelist.

There is no doubt that the words of her lecture and her story will not leave you indifferent and will even make you want to turn your failures into successes.

14:30-14:40

Refreshment Break

14:45- 16:00

Concurrent Sessions

Navigating Gen AI Adoption for Procurement

Anjana Raman, Program Manager, e-Procurement Program - Infosys Public Services

Lalith Kumar Nimmala, Lead Consultant, Digital Supply Chain - Procurement, Infosys Limited

Generative AI (GenAI) has everyone buzzing and GenAI in procurement is expected to reach nearly \$2Bn by 2032. When used effectively, GenAI technologies can help automate routine procurement tasks and provide richer intelligence on assessing supplier performance, negotiating contracts, and optimizing costs. However, implementing GenAI technologies for procurement requires careful consideration of several factors including ensuring data quality, eliminating bias, and managing change. This session will discuss a responsible AI approach to adopt GenAI for procurement.

Enhancing Vendor Performance and Building Strong Relationships

LouAnn Birkett, CSCMP, FSCMP, Senior Supply Chain Advisor, Contracting - Kinetic GPO

- During the session, participants will gain valuable insights on how to develop stronger more strategic partnerships with suppliers in a public procurement environment. Achieving success requires early engagement with suppliers in the planning process, as they possess valuable knowledge in the marketplace.
- More than 70% of sourcing and procurement professionals report using suppliers to tap into new-in-kind technology services and/or something outside their organization's core business model. (Source: Gartner)
- Managing a supplier relationship is a two-way street, as performance of both the organization and the supplier needs to be measured and assessed for improvements. There will also be occasions where we need to demonstrate flexibility and adaptability by adjusting processes and contract terms.

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).

19:00-21:30

Dinner and Social Event at the Time Out Market

Tuesday, April 23, 2024

7:30-17:00

Registration opens

7:30-8:15

Continental Breakfast

8:15-9:00

Plenary Session

CPPC Value – Your Council, Your Profession, Your Community

François Émond, Executive Director – Canadian Public Procurement Council

Kimberley Murphy, President – Canadian Public Procurement Council

2024 represents an important milestone in the life of CPPC. In this session we will share our priorities for the future. We will also be asking for your thoughts on how we can better serve the Canadian public procurement community and provide more value to our members.

9:00-10:00

Plenary Session

The Value of CPPO & CPPB Certifications in Canada and Globally

Derrick Strand, Executive Director - UPPCC

Kathleen Muretti, CPPO, CPPB, Board Chair - UPPCC

Trish Rafuse, CPPO, CPPB, PSPP, Senior Contracts Manager – Interuniversity Services Inc.

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. Details will also be provided on the work that has been done in the last year by CPPC and UPPCC. This includes adapting and promoting the CPPO and CPPB in Canada along with efforts to gradually have them become the recognized public procurement designations at all levels of government. 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.

10:00-10:15

Refreshment Break

10:20-11:30

Concurrent Sessions

What You Didn't Know You Didn't Know About Bid-Rigging: Learn How to Protect the Integrity of Your Procurement Processes

Majid Charania, Director of Compliance - Competition Bureau Canada

Yanick Poulin, Competition Law Officer - Competition Bureau Canada

Public procurement can be at risk for bid-rigging, especially in a challenging, inflationary economic environment. Evolving markets can push suppliers to engage in risky behaviour to try to make an extra buck. Learn how to prevent, detect and report bid rigging in your procurement processes, and participate in a demonstration of the Competition Bureau's web-based Collusion Risk Assessment Tool that can help you minimize the risk of bid-rigging.

Building an ESG Strategy: Prioritization, Alignment and Integration

Perry Arzumanian, Director, Strategic Sourcing - OECM

In the contemporary business landscape, Environmental, Social, and Governance (ESG) considerations have transcended beyond mere corporate responsibility; they are now integral to long-term business success. Crafting an ESG strategy is not only about meeting ethical standards but also about creating value that resonates with both internal stakeholders and the broader community.

Using OECM's work on ESG as a guide, this session will explore the symbiotic relationship between the internal workings of a company and its journey towards assessing and adopting sustainable business practices. With a focus on sustainability, social procurement, the circular

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| | economy, human capital management, Indigenous procurement, and climate initiatives, OECM will highlight key considerations for identifying, prioritizing, and integrating ESG factors within procurement practices. |
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11:35-12:35

Concurrent Sessions

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| <p>Professional Architectural Services Contracts Done Right- The Good, Bad and Ugly <i>Lawrence Bird, PhD MSc BArch MAA MRAIC MCIP RPP LEED.GA - Royal Architectural Institute of Canada</i> <i>Yew-Thong Leong, OAA, FRAIC – Royal Architectural Institute of Canada</i></p> <p>When done right, procurement processes can lead to not only the desired outcome, but also a positive user experience for both the issuer and respondent. This session will discuss best practices for procurement for professional architectural services including how to best describe the scope of work, policies and procedures, quality-based selection, and evaluation. The session will review how using an 11-step process will help mitigate risk, pitfalls, and common mistakes in quality-effective procurement.</p> | <p>Adapting to Public Expectations: Documenting the Procurement Process <i>Nicholas Jobidon, Professor, Public Law - École nationale d'administration publique</i></p> <p>Recent procurement-related scandals have raised the public's expectations in terms of how public funds are managed and spent. In Québec, these expectations are upheld by the way the "Autorité des Marchés Publics" investigates claims of fraud and mistakes by procurement specialists and requires specific documented details in the procurement file. This presentation will explain which information this instance expects to have been documented and how this information can demonstrate how the process was handled.</p> |
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12:35-13:30

Buffet Lunch

13:30-14:30

Concurrent Sessions

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| <p>Green Heat – Leveraging Industry to Test Solutions to the Climate Dilemma through a Complex Outcome Based Procurement <i>Cameron King, B.Sc Env, Dip Eng Tech, CPPO, Regional Service Line Leader, Contracts Services – Defence Construction Canada</i></p> <p>The Department of National Defence (DND) has 10,000 buildings, heating these facilities contributes 54% of carbon emission for their infrastructure portfolio. The challenge is that no proven technologies exist for heating old building stock using low carbon intensive means in the Canadian context. In this case study, see how a complex outcomes based</p> | <p>What Does Accessible Procurement Even Mean? Lessons from the first years of the Accessible Canada Act <i>Dr. Natalie Rose, B.A. M.Sc (OT), PhD, Accessibility Lead - Left Turn Right Turn Ltd.</i></p> <p>Natalie Rose (Left Turn Right Turn) will share lessons learned while helping 40+ organizations meet their obligations under the Accessible Canada Act and other provincial accessibility laws. The session will cover a variety of topics including accessible procurement legal obligations, challenges and frequently asked questions in discussions about accessible procurement, and the role that procurement can play in improving accessibility for Canadians with disabilities.</p> |
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| procurement was developed that could evaluate the costs, technological capability and feasibility of leading-edge technologies that industry might propose to solve this challenge. | |
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14:30-14:45

Refreshment Break

14:45-16:00

Concurrent Sessions

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| A Winning Combination – The Merging of Public Procurement Best Practices with Technology | The Importance of Data as a Tool for Strategic Decision Making and its Impact on the Rise of AI |
| <i>Gord Sears, CPPO, CPPB, eProcurement Consultant – bid&tenders</i> | <i>Éric Blanchette-Ouellet, Practice Leader, Procurement – C2.0</i> |
| <i>Christine Wood, CPPB, Senior Product Manager – bids&tenders</i> | |
| <i>Stephen Terry, NIGP-CPP, CPOP, MCCML, Strategic Portfolio and Policy Consultant Finance and Asset Management, Procurement – Halifax Regional Municipality</i> | |
| Learn how public procurement best practices along with procurement technology features can produce a winning combination, resulting in reduction of risk while providing a more efficient and effective end to end procurement process for your organization. | Procurement tools evolve, as much as a support to contracting as an automated procure-to-pay service, and AI is on the rise. To be efficient, both need stronger and more reliable data than ever before. Find out how all these services are linked in a rapidly changing landscape and what benefits they could have on your supply chain strategic decisions |

*** Please note a French program will run concurrently to this program. No simultaneous interpretation will be provided however, you are able to attend sessions if you wish.
Please refer to the French program details for sessions and timing. ***

Wednesday April 24, 2024

7:30-17:00

Registration opens

8:00-8:30

Hot Breakfast

8:35-9:35

Concurrent Sessions (French session available in the French program)

To Insure or Not to Insure (Understanding Insurance and Bonding Requirements in Procurement)

Jelena Maric, CPPO, CIP, Manager, Procurement and Insurance and Risk Management – City of Airdrie

The presentation will raise awareness and increase our members understanding of, how to navigate through insurance coverage requirements and, how to find reasonable balance when transferring risk through insurance coverage provided by vendors. This presentation will provide the following information:

- Explain the nature of insurance contracts;
- Provide details for various types of coverage and risks covered with each;
- Focus on insurance requirements depending on the type of procurement contracts;
- Speak specifically to insurance requirements for the construction projects (as related to different project delivery models);
- Address the importance of well-balanced transfer of risk (avoiding over and under insuring);
- Show the difference between insurance and bonding requirements and provide information needed to.

9:40-10:40

Concurrent Sessions (French session available in the French program)

Public Procurement - A Construction Contractors Perspective

Jorgen Kvist, MBA, B.Sc. (Industrial Eng.), CSCMP, CCMP

Director, Industry Practices and Procurement - Canadian Construction Association

Duncan Williams, BSW, MSW, ICD.D, Doctoral Fellow

President & CEO - Construction Association of Nova Scotia

Ali Torabi, Vice-president, Operations – Ed Brunet and Associates Canada Inc.

The presentation will cover important observations to endorse engagement and share best practices from the industry. Such as the current environment, research and data highlights, what determines who will bid and how to attract responses.

10:45-10:55

Refreshment Break

11:00-12:00

Concurrent Sessions (French session available in the French program)

Litigating Procurement Disputes

Ben Mills, Partner – Conlin Bedard LLP

This would be a presentation on the how procurement disputes are litigated, the difference between various dispute resolution processes and risk mitigation strategies for each process. In this regard, procurement disputes may be litigated as contract disputes, judicial review proceedings or as complaints/arbitrations under the various trade agreements. Each of these processes are focussed on different types of issues that pertain to procurement process, with contract disputes looking at procurement as a matter of contract law, judicial review looking at procurement through the lens of public law requirements and trade agreements through the disciplines and obligations agreed to by governments.

12:05-12:15

Closing remarks

This content is subject to change.