



Day 1: Tuesday, April 30, 2019

University of Victoria, Commons Block

8:30 – Welcome – *Dining Room*

Hon. **Jinny Sims**, Minister of Citizens' Services

8:50 – 10:00

Opening Plenary – Dining Room

Procurements of the Future

Panel discussion on the future of emerging technologies, artificial intelligence and what governments are doing to adjust.

Facilitator: **Erik Wanless**, CITZ

Panelists: **Joyce van de Vegt**, Camosun College; **Helen Fotos**, Metronome Consulting Inc.; **Don Costello**, CITZ; **Emilio Franco**, PSPC-SPAC; **Peter Watkins**, CITZ

10:00 – 10:30 Coffee & Networking

10:30 – 12:00

Session 1A – McKenzie/Sinclair Room

Procurement Jurisdictional Scan

Presenting findings from a recent jurisdictional scan focussed on opportunities to transform service delivery, workforce management and capacity management.

Presenter: **Brian Habjan**,
PricewaterhouseCoopers

10:30 – 12:00

Session 1B – Arbutus/Queenwood Room
Using Procurement Strategically

A panel discussion on advancing environmental and social objectives in procurement.

Facilitator: **Brooke Hayes**, AGRI

Panelists: **Soledad Reeve**, GC-TBS; **Deanna Fournier**, VIHA; **Heather Hachigian**, RRU; **Jennifer Gough**, SDPR

10:30 – 12:00

Session 1C – Haro Room

Readying Your Clients for Procurement

A session on learning how to assist your client achieve their goals through pre-planning and a hard dose of reality.

Presenter: **Kai Robinson**, CITZ

12:00 – 1:00 Lunch & Networking

1:00 – 2:20

Afternoon Plenary – Dining Room

Best Value Procurements

An interactive session regarding negotiated RFPs and an introduction to the Arizona State University process.

Presenter: **John Savicky**, ASU

2:20 – 2:50 Coffee & Networking

2:50 – 4:00

Session 2A – Dining Room
Vendor Management

Learn about strategic vendor management including performance, relationships and contract management.

Presenter: **Christopher Ambrose**, Gartner Inc.

2:50 – 4:00

Session 2C – Arbutus/Queenswood Room
Innovations Through Economies of Scale

Sharing experiences of innovating through leveraging buyer groups across the broader public sector.

Facilitator: **Robert O'Neill**, CITZ

Panelists: **Dawson Brenner**, CITZ; **Cheryl Eason**, RRU; **Chris Sheel**, City of Vernon; **Tanyann Belaney**, FIN

4:15 Networking Event – *Hotel Grand Pacific*



Day 2: Wednesday, May 1, 2019

University of Victoria, Commons Block

8:30 – Welcome – *Dining Room*
Erik Wanless, CITZ

8:45 – 10:00
Opening Plenary – *Dining Room*
Strategic Execution

This keynote discussion will describe how project teams should integrate strategic planning at the start of each project and apply proper project management practices to solicitation drafting, bid evaluations, and contract award negotiations.

Presenter: **Paul Emanuelli**, Procurement Office

10:00 – 10:30 Coffee & Networking

10:30 – 12:00
Session 3A – *Haro Room*
Agile Procurement

Learn from the experience of others who have adopted an Agile Scrum approach to procurement.

Presenters: **Tara Hartley**, OSME-PWGSC;
Kipp Sezginalp, PSPC-SPAC

10:30 – 12:00
Session 3B – *McKenzie/Sinclair Room*
Indigenous Procurement

A panel session sharing how governments in Canada and around the world are adopting practices to increase Indigenous participation in procurement.

Facilitator: **Kai Robinson**, CITZ
Panelists: **Sarah Gerein**, IRR; **Vanessa Mountain**, BC Hydro; **Catherine Harwood**, Yukon

10:30 – 12:00
Session 3C – *Arbutus/Queenswood Room*
Best and Worst Practices in Negotiations and Procurement

The history and future of effective deal-making, and how you can create and capture both in your personal and professional negotiations.

Presenter: **Peter Johnston**, UVIC

12:00 – 1:00 Lunch & Networking

1:00 – 2:20
Afternoon Plenary – *Dining Room*
Transformation of Procurement in the Cayman Islands

Developing a procurement system from scratch – policy, legislation, tools, templates and a great deal of change management.

Presenter: **Craig Milley**, Wayfinder Consulting Inc.

2:20 – 2:50 Coffee & Networking

2:50 – 4:00
Session 4A – *McKenzie/Sinclair Room*
Understanding and Creating Innovation Using Sports Metaphors

Using sports as a metaphor to understand organizational behaviour – leadership, teamwork, communication and strategy.

Presenter: **Richard Wolfe**, UVIC

2:50 – 4:00
Session 4B – *Arbutus/Queenswood Room*
eProcurement

The challenges and opportunities of modernizing procurement practices through electronic solutions.

Presenter: **Jon Trask**, Blockchain Guru

2:50 – 4:00
Session 4C – *Haro Room*
Where to Next? Procurement Career Planning

Looking at what a career in procurement looks like, what skills are needed, and how employers are addressing gaps.

Facilitator: **Erik Wanless**, CITZ
Panelists: **Elizabeth Busch**, CITZ; **Kathy Large**, PSPC-SPAC; **Suzanne Spence**, CSNR;
Sue Maitland, Career Coach



Day 3: Thursday, May 2, 2019

A full day with Paul Emanuelli

University of Victoria, Commons Block – Dining Room

8:30 – Welcome

Kai Robinson, CITZ

8:45 – 10:00

Part 1: Building Winning Conditions

Institutional Governance: Applying Global Standards to Local Purchasing

Project Governance: The Art of Design and Strategic Execution

10:00 – 10:30 Coffee & Networking

10:30 – 12:00

Part 2: Building Winning Conditions

Advanced Tendering Formats: Leveraging the Global Playbook

Document Drafting: Coordinating Your Team for Precision Drafting

12:00 – 1:00 Lunch & Networking

1:00 – 2:20

Part 3: Leveraging Strategic Execution

The Art of Selection: Managing Bidding Risks

The Art of Award: Strategic Execution in Contract Negotiations

2:20 – 2:50 Coffee & Networking

2:50 – 4:00

Part 4: Leveraging Strategic Execution

Contract Management: Building Value Through Incentives and Deterrents

Future Considerations: Leading Advanced Practices