

Yes! Please register the following delegate(s) for NEW PROCUREMENT: CRITICAL DEVELOPMENTS FROM PROCESS TO PRACTICE

REGISTER ONLINE
www.lexpert.ca/cpdcentre

All webinar participants will receive an online link to access the program materials as part of their registration fee
I would like to receive my material as: ☐ Print ☐ Digital ☐ Both (an additional charge of \$99 will apply)

Mr. ☐ Ms. ☐ _____ Title: _____

E-mail: _____ Telephone #: _____

Company: _____ Address: _____

City: _____ Province: _____ Postal Code: _____

Payment enclosed ☐ Payment to follow ☐ Invoice me ☐ Charge to my VISA ☐ AMEX ☐ MC ☐

Card#: _____ CVV: _____ Expiry Date: _____

Cardholder's Name: _____ Signature: _____

(photocopy for additional delegates) Conference Code 140017

Select venue: ☐ Toronto ☐ Webinar

SPECIFICALLY DESIGNED FOR:

- Procurement specialists and professionals
 - VP's and managers of finance from municipalities, hospitals, school boards and academic institutions
 - Procurement managers, purchasing managers
 - Contract/Project managers
 - Government procurement officers and procurement managers
- Municipal lawyers
 - Government counsel
 - Lawyers advising purchasers
 - Lawyers advising vendors to public institutions
 - In-house counsel for vendors
 - Procurement policy advisors

DATE(S) AND VENUE(S):

TORONTO - October 21
St. Andrew's Club and Conference Centre
150 King Street West, 27th Floor,
Toronto, ON, M5H 1J9
Telephone: 416-366-4228
www.standrewsclub.ca

ACCREDITATION

LAW SOCIETY OF BRITISH COLUMBIA
This program has been accredited by the Law Society of British Columbia for 6 hours towards the professional development requirement for certification.

LAW SOCIETY OF UPPER CANADA (CPD)
This program can be applied towards the 9 Substantive Hours of Continuing Professional Development (CPD) required by the Law Society of Upper Canada. Please note that this program is not accredited for Professionalism hours or for the New Member Requirement. Total 6 hours.

LAW SOCIETY OF NEW BRUNSWICK
This program has been accredited by the Law Society of New Brunswick for 6 hours towards the mandatory continuing professional development requirement.

LAW SOCIETY OF ALBERTA
For Alberta lawyers, consider including this course as a CPD learning activity in your mandatory annual Continuing Professional Development Plan as required by the Law Society of Alberta.

Confirmations will be sent to delegates upon receipt of completed registration forms.
Please make cheques payable to Lexpert

Registration fee includes the course, materials, breakfast, lunch and coffee breaks. Substitutions are granted with notification to Lexpert Events.

If this brochure is undeliverable to the addressee, then please forward to a Senior Executive or Corporate Counsel. (GST Reg # 897176350)

CANCELLATION AND REFUND POLICY:

Full refunds, less a \$250.00 (plus applicable taxes) administration fee, will be given for cancellations received in writing 10 business days before the course start date. Unfortunately, refunds cannot be provided after this date. Substitution of delegates may be made at any time. Please note that Lexpert reserves the right to cancel any course deemed necessary and will, in such an event, make a full refund of registration fees paid. For reasons beyond the control of the course organizer, it may be necessary to change the subject agenda of the program and no liability is assumed for any such changes in content.

TO REGISTER:

Web: www.lexpert.ca/cpdcentre
Call: Toll free 1-877-298-5868 or (416) 609-5868
Fax: (416) 609-5841 E-mail: register@lexpert.ca
Mail: Lexpert
One Corporate Plaza, 2075 Kennedy Road, 11th Floor
Toronto, ON, MIT 3V4
Attention: Marketing Events

NEW PROCUREMENT:
CRITICAL DEVELOPMENTS FROM PROCESS TO PRACTICE

For any organization, purchasing goods and services ranks at the top of the “must-do-right” list. When done well, procurement processes will drive innovative solutions and achieve best value. If procurement processes are done poorly, supply chains are interrupted, the spectre of costly litigation looms, and suppliers lose confidence in the organization’s ability or willingness to purchase goods and services in an open, fair manner. Numerous court decisions provide a rich body of evidence detailing how good procurements can go badly, and the consequences when they do.

This presentation will showcase new and evolving procurement methods, and highlight the good, the bad and the just plain ugly. Our panel of leading procurement experts will help you understand the “how and why” of the shifting procurement landscape, and help you navigate around the obstacles that can so quickly push the purchasing process off course.

This course is aimed at anyone interested in maximizing value in, and reducing obstacles from, supply management. We will offer practical guidance that will be of interest to procurement professionals, government officials, in-house counsel, and contract or project managers.



SPEAKERS

CHAIR AND COURSE LEADER
Richard H. Shaban, Senior Partner, Borden Ladner Gervais LLP

GUEST SPEAKERS
Gerry Stobo, Partner, Borden Ladner Gervais LLP
Vincent J. DeRose, Partner, Borden Ladner Gervais LLP
Ian J. Houston, Partner, Borden Ladner Gervais LLP

COURSE HIGHLIGHTS

- Theory - The “How-To” of Procurement: Building Effective and Innovative Procurement Processes
- Drafting - Putting Procurement Principles on Paper
- Putting It All Together - A Comprehensive Case Study

REGISTER BEFORE **SEPTEMBER 19** AND SAVE \$300!!

Toronto, **October 21, 2014**

For more information or to register, please contact Lexpert® Events at 1-877-298-5868 or e-mail: register@lexpert.ca
Webinar also available!

CUTTING EDGE • TIMELY • INTERACTIVE

LEXPERT

NEW PROCUREMENT: CRITICAL DEVELOPMENTS FROM PROCESS TO PRACTICE

PROGRAM OUTLINE

8:00 - 9:00
REGISTRATION AND BREAKFAST

9:00 - 9:15
INTRODUCTION

9:15 - 10:15
MODULE 1 – THEORY
THE “HOW-TO” OF PROCUREMENT:
BUILDING EFFECTIVE AND INNOVATIVE
PROCUREMENT PROCESSES

A panel discussion by leading industry representatives and procurement law experts about procurement methodologies and concepts.

- Historical Concepts and Application to Modern Procurement
- Recent Case Law
- Procurement Processes in Jurisdictions Outside of Canada
- Innovative procurement processes
- Best Practises

10:15 - 10:30
REFRESHMENT BREAK

10:30 - 11:30
MODULE 1 – THEORY
THE “HOW-TO” OF PROCUREMENT: BUILDING
EFFECTIVE AND INNOVATIVE PROCUREMENT
PROCESSES (CONT...)

11:30 - 12:30
MODULE 2 – DRAFTING
PUTTING PROCUREMENT PRINCIPLES ON PAPER
A panel discussion by leading industry representatives applying procurement principles of the terms and provisions of your up-front solicitation documents.

- Attempts to Avoid the Creation of a “Contract A/Contract B” Analysis

- Drafting Alternatives to Competitive Procurement Processes
- Sole Source Arrangements
- The Use or Mis-Use of Precedents and the Pitfalls of Boiler Plate Provisions
- Document Integration and Avoiding Unintended Consequences

12:30 - 1:30
NETWORKING LUNCH

1:30 – 2:30
MODULE 2 – DRAFTING
PUTTING PROCUREMENT PRINCIPLES ON PAPER
(CONT...)

2:30 - 2:45
REFRESHMENT BREAK

2:45 - 4:00
MODULE 3 – PUTTING IT ALL TOGETHER
A COMPREHENSIVE CASE STUDY
Following the highly-successful use of case studies in previous programs, the audience will be given a case study that brings together real-life issues and challenges confronted by procurement officials and bidders. This highly-interactive session will allow the audience, as part of a team, to identify and propose solutions to everyday procurement challenges. A plenary session will wrap-up the discussion and allow the panel of procurement experts to share their perspective on best practises and possible solutions.

4:00
Q&A & COURSE CONCLUSION



RICHARD H. SHABAN

COURSE CHAIR

Rick Shaban is a senior partner in the Toronto office of Borden Ladner Gervais LLP. He has more than 25 years of experience working in the construction industry. Rick practises in public infrastructure procurement, construction project delivery methods, construction law and surety bonds. He represents a variety of stakeholders in all aspects of project delivery, including project agreements, negotiations, RFQ/RFP/Tendering, construction disputes, insurance and surety related matters. He is recognized in the 2014 edition of the International Who's Who of Business Lawyers (Construction Law); the 2014 edition of The International Who's Who of Construction Lawyers; Who's Who Legal: Canada 2014 (Construction Law); the 2014 edition of PLC Which Lawyer? (Construction); The 2014 Lexpert/American Lawyer Guide to the Leading 500 Lawyers in Canada (Construction Law) and was selected by his peers for inclusion in The Best Lawyers in Canada 2014 (Construction Law; Public Procurement).



GERRY STOBO

Gerry Stobo is a partner in the Ottawa office of Borden Ladner Gervais LLP. He is the Regional Co-Leader of the Ottawa International Trade and Arbitration Group. Gerry has been ranked by The 2012 Lexpert/American Lawyer Guide to the Leading 500 Lawyers in Canada (Commodity Tax/Customs); Chambers Global – The World's Leading Lawyers (International Trade/WTO; Public Procurement); The Best Lawyers in Canada 2013 (Administrative and Public Law; International Trade; Public Procurement); Martindale-Hubbell AV Preeminent Peer Review Rating; 2012 Canadian Legal Lexpert Directory (Commodity Tax/Customs; International Trade Regulation); The Legal Media Group's Guide to the World's Leading International Trade Lawyers; The International Who's Who of Public Procurement Lawyers; Who's Who Legal: Canada (Public Procurement; Trade & Customs); Who's Who Legal: The International Who's Who of Business Lawyers; Who's Who Legal: The International Who's Who of Trade & Customs Lawyers.



VINCENT J. DEROSE

Vince DeRose is Regional Leader of both the Defence & Security Industry Group and the Oil & Gas Group in the Ottawa office of Borden Ladner Gervais LLP. Vince joined the firm in 2001, and became a Partner in 2007. He received a Bachelor of Arts with Honours in Political Science from the University of Manitoba in 1994, a Master of Arts in International Relations from McMaster University in 1996 and a Bachelor of Laws from the University of Ottawa in 1999. Vince was called to the Bar of the Province of Ontario in 2001. Vince is included in The Best Lawyers in Canada (2012) and in Chambers Global – The World's Leading Lawyers.



IAN J. HOUSTON

Ian Houston is the Regional Practice Group Leader for the Toronto office of the Construction, Engineering, Surety and Fidelity Group; in addition he is a member of the Public-Private Infrastructure Projects Group and the International Construction Projects Group of Borden Ladner Gervais LLP. Ian is a Certified Specialist in Construction Law by the Law Society of Upper Canada. He graduated from Queen's University in 1988 with his Bachelor of Laws degree and was admitted to the Ontario Bar in 1990. Ian is selected by peers for inclusion in The Best Lawyers in Canada 2013 (Construction Law; Public Procurement). Ian is recognized as a leading infrastructure lawyer in the 2013 *Lexpert® Special Edition on Infrastructure*; the 2014 edition of The International Who's Who of Business Lawyers 2014; and the 2014 edition of *The International Who's Who of Public Procurement Lawyers*.

REGISTER BEFORE SEPTEMBER 19 AND SAVE \$300!!

Toronto, October 21, 2014

For more information or to register, please contact Lexpert® Events at 1-877-298-5868 or e-mail: register@lexpert.ca
Webinar also available!

LEXPERT

CUTTING EDGE • TIMELY • INTERACTIVE