



RFPSOLUTIONS Thanks You for being Young @ Heart!

You're Young @ Heart

We would like to thank everyone that attended the recent [Canadian Institute for Procurement and Materiel Management](#) 24th annual [CIPMM National Workshop](#).

The CIPMM organizing committee held a truly informative and exciting program this year and we were thrilled at the turnout from the private and public sectors. We want to thank the CIPMM organizing committee, the presenters and attendees for coming together for another fantastic workshop.

We especially would like thank those of you that stopped by our booth and showed their support for our [20 Years Young @ Heart Donation Campaign](#).

We were elated at the support from attendees that participated and we also want to thank the Heart and Stroke team for their work to raise awareness for [an important cause](#).

With your support we received over [eighty \(80\) \\$2 Donation Cards, raising over \\$160](#) at the workshop and while we did not reach our goal of a donation on behalf of every attendee, out of appreciation for the huge response, we have donated [\\$400](#) to the [Heart and Stroke Foundation](#).

This year **RFPS** is **20 Years Young @ Heart** and we appreciate all your help in support of the wonderful work at **H&SF!**



RFPSOLUTIONS' RFPUpdate

contains news, insights, links to published articles and other helpful information aimed at keeping public sector managers well informed and up-to-date on the latest developments in the field of Canadian government procurement.

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What We Learned

All of the concurrent training sessions presented during the CIPMM conference were both interesting and professionally enriching.

For those that didn't make it to all the training sessions, here are some highlights from select sessions:

Debriefing Bidders

This training session, presented by [Richard Denault](#) (PWGSC), looked at various aspects of debriefing bidders. It touched on activities involved in the debriefing process as well as pre- and post-activities. It also looked at some of the potential areas of risk and touched lightheartedly on the psychology involved in this process.

[Download the Presentation](#)

Selection Methodologies

This training session, also presented by [Richard Denault](#) (PWGSC), looked at how you determine best value when evaluating bids. This training session aimed to answer this question by looking at various best practices when it comes to weighting factors, selection methodologies, and scoring grids. Although a variety of scoring methods exist, many contracting officers are not aware of how or when to use them.

[Download the Presentation](#)

Building Aboriginal Procurement Business Partnerships

This session, presented by [Brad Cline](#) (AANDC), focussed on how Federal Procurement Officials can assist Aboriginal businesses in enhancing their opportunities to bid and win federal contracts. Aboriginal Affairs and Northern Development Canada (AANDC) has a number of levers, along with the Procurement Strategy for Aboriginal Business (PSAB) that can be used to enhance Aboriginal business capacity and opportunities.

[Download the Presentation](#)

How to Evaluate Tenders in an Equitable and Transparent Manner

This session, co-presented by [Gabriel Cormier](#) (DND) and [Paul Tormey](#) (PWGSC) presented two sub-sessions to the bid evaluation process in a competitive environment. The first part addressed a more theoretical aspect of the process while the second covered "blue-collar type" services for the establishment of a Standing Offer.

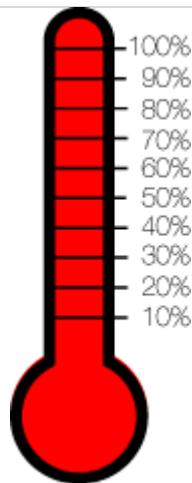
[Download the Presentation Part 1](#)

[Download the Presentation Part 2](#)

Transforming Government to Meet New Fiscal Realities


This session was presented by [Marcel Chiasson](#) (Institute On Governance). With fiscal restraint and continuing pressures to transform how government does business, IOG presented on how to address these challenges through fostering innovation, breaking down traditional working silos and seeking out new collaborative opportunities across jurisdictions, sectors and delivery partners can create a framework for transformation. The need for transformation comes with the need for change. The degree of change is dependant on the scope and timing of the shift.

[Download the Presentation](#)



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RFPSOLUTIONS INC.
202-4043 Carling Avenue
Ottawa, Ontario K2K 2A4
Email: devin@rfpsolutions.ca
Web: RFPSOLUTIONS.ca

RFP Contacts

For General Inquiries
please contact: *Managing
Director, [Steve Johnston](#)*

For on-going projects please
contact: *Director of Operations,
[Cathryn Kallwitz](#)*

For proposals and contracts, please
contact: *Communications
Manager, [Devin Crockett](#)*

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Tools, Tips & Info



We ♥ Procurement ... It's all we do!

2013 CIPMM National Workshop Presentations

To access other presentations from the various sessions at the Workshop, please visit the following CIPMM link:

[2013 CIPMM Workshop Presentations](#)