



FROM THE EDITOR

editor@summitconnects.com

October 2009

Things are really starting to hum as my recent attendance at the Ottawa-based trade show and conference, GTEC, showed. This is targeted at government IT folks (including procurement). The Westin Hotel and Rideau Centre theatres were buzzing with ideas, which, given the Mashup 2.0 theme, was exactly what organizers were hoping for. I have provided you with some highlights in the article titled, "Yesterday Today Tomorrow: an IT mashup."

Things are humming on the trade front too, as Jon Hansen discusses in his column, "Paradigm Shift." Jon looks at the Buy American policy that is being debated and negotiated right now and he raises the issue of how trade policy affects procurement and whether it is a good thing, or not, or in moderation.

Money always being an issue, Sue Egles suggests that you "Tap all your resources" and consider philanthropic gifts as a source of funds when considering the financing of new projects.

Summit strives to provide you with some tools or ideas to help you in your everyday tasks, so this time we have an article from Michel Theriault where he offers you help with getting better proposal responses to your RFPs. We also delved into the work the Canadian Supply Chain Sector Council has been doing to help define supply chain occupations and to standardize the training opportunities... or at least to provide you with information that lets you cross reference training courses and have your credentials recognized across organizations.

Summit magazine, in collaboration with the Canadian Public Procurement Council, has completed the judging for *Summit's* Leadership in Public Procurement Award and the Leadership in Green Procurement Award. The winners will be honoured at the annual CPPC Forum in Victoria in early November and both winners and finalists will be featured in the Nov-Dec leadership issue of *Summit*. I hope you will check out the summaries of their submissions, and that you will consider applying yourself or nominating someone you know for the 2010 awards. It is one way for you to be acknowledged for the excellence and innovation in your profession.

Please also note the information on our You Asked for It! workshops, designed with input directly from you. Get in touch if you would like a workshop designed specifically for the challenges you and your colleagues are facing in your organization.

YOU ASKED FOR IT!



Noted authors and trainers, **Steve Bauld** and **Kevin McGuinness**, will be the anchor speakers for the new **Summit** series:

YOU ASKED FOR IT!

This series of day-long workshops will address the topics that challenge public sector procurement professionals every day – and **YOU get to choose** the topics being discussed!

Come and participate in these interactive workshops with your colleagues and guest experts.

Participation is limited to ensure you receive maximum value from the sessions.

YOU ASKED FOR IT!

Regional sponsor: Ontario Institute of PMAC

Fee to attend is \$500 and includes workshop materials and two books by Bauld and McGuinness.

RESERVE YOUR PLACE NOW

Email mcegalbreath@summitconnects.com or call 613-688-0763 or 800-575-1146.