



Here it is, Fall again and everyone hard at work. It does not appear that the summer doldrums affected procurement much.

The National Shipbuilding Procurement Strategy process is being applied to other federal procurements and is designed to not only utilize Canadian expertise but encourage the

development of even more; municipalities are continuing to move to more sustainable procurement providing a huge opportunity for local businesses to supply greener goods and services; supply chain professionals are proving to be continuously seeking to improve, manage risk and become more efficient; and federal procurement specialists are seeking to procure software in a more comprehensive manner and to manage their existing assets with an eye to cost savings and integration.

None of this will occur without the odd bump along the way, but procurement is an ever evolving process and what defines success one day may not the next. What is important is that in the interests of fairness and value for money for the taxpayer, procurements remain open, competitive and fair to the vendors as well as the buyers. Governments and public sector organizations doing business with Canadian business, where possible, is a good thing for our economy.

One way for procurement expertise to progress is to share experience among colleagues. Summit and the Canadian Public Procurement Council have been facilitating this process through co-sponsorship of the Leadership in Public Procurement Award. This year's winner is featured in this issue. A report on the CPPC Annual Forum where the award was presented will follow.

In addition to the copies of the magazine you have received, please also check out www.summitconnects.com for archived issues, which are full of articles – many of them timeless in the information and ideas they discuss – that will surely be of interest and value to you.

Enjoy.

Anne

Summit magazine is free to public sector procurement professionals. Why not suggest that a colleague subscribe online?

FINDING THE PIECES

8 National Shipbuilding Procurement Strategy (NSPS) leads the way for complex procurements

The NSPS procurement process is leading the way when it comes to complex procurements.
by Anne Phillips

11 Tweaking to tender documents

E-bonding is now available and is being encouraged by organizations such as the Surety Association of Canada.
by Steve Muxlow

12 Sustainable procurement for municipalities: The \$10 Billion Opportunity

New survey shows that with cities and towns moving to more sustainable goods and services there is a \$10 billion opportunity for business.
by Tim Reeve

18 CIPMM conference report

This Ottawa-based procurement organization held its annual conference in May. This article focuses on one session – software procurements, and on one keynote – Grant Westcott on Shared Services Canada.
by Summit staff

SPECIAL FEATURE

22 Leader in Public Procurement Award 2012

Winner: Procurement Services, University of Toronto

The Negotiable RFP in Action

Adapted from their 2012 Leadership in Public Procurement Award submission.



OPINIONS

5 A risky business

A recent Grand & Toy survey reveals that managing risk is an integral part of the supply chain and procurement.
by Kevin Edwards

20 Speaking the same language

How federal procurement could help small business access opportunities.
by Louis-Martin Parent, CFIB