



WORTHINGTON
& ASSOCIATES LTD.

ONE DAY

Courses

IN-HOUSE SEMINARS with ROBERT C. WORTHINGTON, LLB

Secrets of Competitive Bidding Law

As Canadian competitive bidding law continues to expand and evolve in interesting - and potentially dangerous - ways for Owners, Bidders, Prime Contractors, and Sub-Trade Bidders, it is imperative that professionals who handle competitive bid contracts stay up-to-date with new developments. This seminar is designed for you, the procurement and supply chain professional, to help you understand how these laws impact the rights, responsibilities, and remedies of all parties involved in the competitive bid process. Only with knowledge can all parties manage the legal complexities of the procurement process safely. *Secrets of Competitive Bidding Law* helps you to unravel the legal mysteries of competitive bidding and brings you right up-to-date with the current state of the law, detailing the recent (and occasionally startling) decisions of our Courts, and providing all participants with the insight and awareness necessary to avoid the many pitfalls in this legally-charged area of procurement. Robert's "How To" Tips, Tricks and Checklists, Sample Clauses and timely commentary will help you demystify competitive bidding in these challenging economic times.

COURSE CONTENT

- Recent and important changes in competitive bidding that affect you
- The Supreme Court of Canada's recent pronouncements
- Obligations of Owners (Public and Private) in competitive bidding
- Compliant Bidding and Waivers of Non-Compliance
- Negotiation with Bidders prior to award
- Using independent Agents to conduct competitions
- Liability of Consultants and Project Managers in competitive bidding ... And much more!

WHO SHOULD ATTEND

Professional Purchasers and Supply Managers, Contract Administrators, Human Resources Directors, Financial Officers, General Managers, and business professionals who work with competitive bid documents. These types of organizations will find this course helpful:

- Airports, Airlines and Aerospace Engineering • Educational Institutions; Universities, Colleges, School Boards • Federal and Provincial Governments, Crown Corporations, Municipalities and Districts • Forest Industry, Pulp and Paper • Manufacturing / Distribution • Medical Care Facilities, Hospitals and Health Authorities • Mining, Minerals and Chemicals • Oil and Gas • Power and Public Utilities • Telecommunications • Private Business and Services • Purchasing Organizations • Professional Associations.

WHAT PARTICIPANTS HAVE SAID ABOUT THIS COURSE

- Interesting, informative, entertaining seminar. Very worthwhile! • Bob's presentation techniques are first rate! Very stimulating seminar. • I'm so glad I came! • Thanks for supporting our purchasing industry, Bob. It was excellent! • Practical information in concise format. • Great course!

IN-HOUSE SEMINARS

DATES

Seminar dates are available now!

LOCATION

Your Office, Your City

FEES

- Fees are based on a flat daily teaching rate + incidental expenses + taxes
- We can tailor this presentation based on your company's internal competitive bidding documents.
- Train 12 – 40 staff for the same flat fee!
- For a custom seminar proposal and price quote, call today!

BOOKINGS

To book a seminar for your team, please contact:

EML rcworthington@shaw.ca

TEL 604-488-0114

Add a keynote presentation to your booking and save \$!

All participants receive a detailed set of seminar materials as a desktop reference.

PLEASE NOTE:

The seminar presumes participants have a basic knowledge of competitive bidding law and practice.



ROBERT C. WORTHINGTON, LLB

An award-winning lecturer in law, Robert C. Worthington, LLB, has taught purchasers and contract managers throughout Canada for over 26 years, specializing in the laws of contract, competitive bidding, and procurement. He has written two books on contract and procurement law, designed especially for contracting and procurement professionals. Robert's books and law courses are entertaining as well as informative. For more information, please visit his website at www.purchasinglaw.com.