



WORTHINGTON
& ASSOCIATES LTD.

Secrets of Competitive Bidding Law

PROCUREMENT LAW SEMINAR with LEGAL EXPERT 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! The day was as educational as it was entertaining. I learned a lot. • Bob is like a walking, talking encyclopedia of information on purchasing. And funny, too! What a great day. • Robert's seminars are superb!



ALBERTA INSTITUTE | PMAC

DATES, LOCATIONS:

- Calgary:** March 20, 2012
- Edmonton:** March 22, 2012
- Locations:** See Registration Form

TIMES: 8:00 a.m. to 4:00 p.m.

FEES:

- PMAC Members: \$440.00 incl. GST
- Non-Members: \$545.00 incl. GST
- PMAC accepts Visa, Mastercard, Amex, Cheques and Purchase Orders

REGISTRATION INFORMATION:

Download the [Registration Form](#)

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Seating is limited. Robert's seminars typically sell out. Register early!

COURSE CONTENT INFORMATION:

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TEL 604-488-0114

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

This seminar presumes participants have a basic knowledge of contract 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 best-selling books on contract and procurement law, designed especially for contracting and procurement professionals. His *Purchasing Law Handbook* is published by LexisNexis, in association with PMAC. Three more how-to books - *The Desktop Guides to Procurement Law* - are now underway. Robert's books and law courses are entertaining as well as informative. For more information, please visit his website at www.purchasinglaw.com.