

# Public Sector Procurement Program (PSPP) Bundle

**Online, Instructor-led:** 5 Courses (Approx. 100 Hours)

**Price:** ~~\$170,000~~ \$136,000 Up to 20 participants (20% Teams discount)

Public sector procurement goes far beyond purchase orders and executing contracts. That's why the PSPP is designed to meet the unique needs of Canadian public sector professionals. From drafting RFPs to conducting market soundings and maintaining vendor relationships, today's public sector procurement professionals face increasing complexity in their job functions. At the same time, there are higher expectations of fairness and transparency, as well as increased pressure to demonstrate 'best value' and sustainability for public funds expended. Now more than ever, updating your skills and knowledge and keeping up to date on best practices is needed to effectively manage procurements and contracts in the public sector environment.

## Topics

- Principles and objectives of public-sector procurement, standards of conduct and ethical procurement practices, sustainability and other procurement policies
- Needs assessments, business case planning, and cost benefit analysis
- Typical steps in obtaining approvals
- Risk identification (includes solicitation risk and contract risk), on-going risk management, treatment, mitigation strategies
- Notification of award, executing contract, debriefing unsuccessful vendors and formal vendor complaint processes
- Ethical and professional conduct, managing vendor relationships
- Managing measurable contract monitoring plans to ensure goods/services are delivered in accordance with contract
- Advanced procurement strategies, including the most recent case law and practical developments in procurement practice and much more

## Learning Objectives

- Identify key legal differences between regular contract law and competitive contracting law
- Conduct a needs assessment, cost benefit analysis and risk assessment
- Perform best practices and legal obligations in the planning phase of procurement
- Identify the risks involved in cancelling a process after closing and what steps to take if this becomes necessary
- Design appropriate evaluation criteria and weighting
- Review the importance of managing vendor relationships and explore how to apply the win/win approach to your discussions
- Conduct ongoing risk assessment throughout the contract term
- Analyze strategies for designing a contract monitoring plan
- Recognize common performance issues and remedies/incentives that can be used to help address these issues and much more

## Expected Outcomes

Upon completion of this course, participants will have the necessary knowledge and tools to manage ongoing contracts and handle any issues that arise, while sustaining positive relationships with service providers and contractors.



## Public Sector Procurement Program

The PSPP, a 100-hour program, is acknowledged by provincial and local governments as the procurement training of choice for building robust teams.

### Digital Credentials

We provide digital credentials for learners for each of our PSPP courses, transforming knowledge, skills, and achievements into verifiable evidence of success that empower individuals to connect with learning and career opportunities.

### Join

[Procurement School Community](#) – a place for procurement professionals to gather, engage, and learn.

### Contact Us

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### Procurement School

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