

# Unpacking Prequalification and Standing Offers

**Delivery Format:** LIVE Webinar

**Course Structure:** 90 Minutes

**Target Audience:** Managers, Directors, and Executives in Canadian public sector procurement

**Price:** \$3,750 for up to 25 participants – For pricing on a fully customized webinar, [contact us](#).

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## Content

The CFTA and CETA have introduced new rules around pre-qualification. Do you understand the differences between the two sets of requirements? Is pre-qualification the same as setting up a Standing Offer, Vendor of Record or Corporate Supply Arrangement? What are the obligations related to each? This interactive webinar explores the nuanced complexities of the various rules, requirements, and the implications of improper practices under the new regimes.

## Learning Objectives

- Identify high-risk areas in the procurement process.
- Discover tips to avoid supplier challenges and claims of unfairness.
- Consider how to avoid allegations of preference, bias and conflict of interest.
- Outline strategies to avoid personal and corporate liability.
- Highlight the appropriate role for executives during the procurement process.

## Additional benefits

- Complementary 1-1 short meeting between our project sponsor and our subject matter after the engagement ends to discuss any questions.
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## About

Since 1980, The Procurement School has been helping Canadian public sector organizations realize maximum value through their procurement and contracting activities.

Incorporating the latest developments in adult education and curriculum design, our online and blended learning options capture the latest legal, practical, and business developments to empower procurement professionals to improve contract outcomes.

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## 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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