

Unpacking Prequalification and Standing Offers

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

- Review CETA and CFTA requirements for pre-qualification and use of source lists.
- Explore the different forms and flavors of shortlisting in use by organizations like yours.
- Review the difference between a standing / corporate supply agreement and prequalification.
- Identify risks associated with getting it wrong.
- Examine strategies for maximizing the value of pre-qualification.



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hello@theprocurmentschool.com

theprocurmentschool.com

250- 370-0041

the procurement school

PO Box 46030, RPO Quadra Village
Victoria, BC V8T 5G7