

## Procurement Policy: Taking a Policy to the Next Level

**Delivery Format:** LIVE Webinar

**Course Structure:** 90 Minutes

**Price:** \$3,500 for up to 25 participants

When was your policy last updated?

When you can't remember, you know it is out of date. The purpose of a policy is to ensure the organizational values are represented in all agreements for goods and services. Policies reflect the values as determined by Councils and Boards. In order to manage the various demands which are ongoing in all markets, authority must be delegated across an organization. Delegating authority does not mean allowing individuals to impose their personal values, beliefs or assumptions in order to complete a transaction. Granting authority implies power and the responsibility to use it wisely.

For procurement, this means making apolitical commitments to achieve the organizational objectives following best and leading practices. Procurement plays an important oversight role to assess potential risks along with ensuring value for money which aligns with the policy. Oversight requires a working knowledge of competitive bidding obligations, case law, trade agreements, business ethics, approval processes, and procurement and sustainability competencies. Procurement policies need a unity in principles with consistency in practice.

Procurement policies historically were aimed at the lowest cost. Good intentions but of limited value where supply chain resiliency is of greater importance. Contracting out to the lowest bidder at the expense of local service providers also rings hollow with stakeholders (taxpayers). Environmental interests and local benefits are increasingly becoming of greater importance in procurement policies.

Where senior management teams view procurement as a means to get goods and services at a lower cost, they have lost sight of this resource to contribute to local social and economic development interests. Sustainable values and budgeting are not binary choices. There are so many organizations which have adopted progressive procurement policies and delivered on social outcomes with local benefits.



WEBINARS  
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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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### Contact Us:

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hello@theprocurementschool.com  
theprocurementschool.com  
250-370-0041

### the procurement school

The Atrium  
#301 – 1321 Blanshard Street  
Victoria, BC V8W 0B6

The trend in Canada is to update procurement policies which address social procurement values in order to have a broader commitment to sustainable outcomes. There are two main ways of doing this. One is to draft a social procurement policy in singularity, which is intended to complement an existing procurement policy. Taking policy development to the next level is to draft a comprehensive policy which is inclusive of social procurement and the broader issues of environmental and social governance (ESG). The former method loses the gravitas of social procurement and becomes a side issue within a policy; the latter method changes decision-making and behaviours which result in strategic objectives being realized. If a policy is not reflective of current organizational values it's just a distraction to the progress of end users and a nuisance to stakeholders.

### **Learning Objectives**

- Discuss the implications of an out-of-date policy
- Understand what a policy should and should not include
- Appreciate the challenges of updating a policy
- Review practices for implementing a revised policy
- Review the need for a policy guide as a resource
- Discuss the key components of a policy at the next level