

The Public Sector Procurement Program (PSPP)

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

Courses: **PSPP 101** Procurement Essentials, **PSPP 201** Planning, **PSPP 202** Solicitation & Award, **PSPP 203** Managing & Evaluation, and **PSPP 301** Procurement Practice — Putting it all Together.

Team Investment: **\$118,000 for up to 20 participants**

This comprehensive certificate program is for employers seeking to create robust, high performing, and knowledgeable procurement teams. Enhance cross-functional understanding by inviting all who touch the procurement process: buyers, procurement staff, managers, legal, admin staff and even Directors.

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 professional faces 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

A 100-hour program delivered to public organizations across Canada.

Courses can be lightly adapted for a fee to address regional or organizational templates and nuances to ensure training is relevant and tailored to meet your needs, while preserving the integrity of the competency structure of the program.

Customer Success Manager

Organizations are assigned a dedicated Customer Success Manager, offering expert guidance and ongoing support to each program delivery.

Digital Credentials

We provide digital credentials for learners for each of our PSPP courses, transforming knowledge, skills and achievements into verifiable evidence of success for organizations intent on building strong procurement teams.

Join

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

Contact Us:

Learn more about what The Procurement School could do for your organization:

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