

Unpacking Prequalification and Standing Offers

Delivery Format: LIVE Webinar

Course Structure: 90 Minutes

Target Audience: Experienced individual contributors and Managers in Canadian public sector procurement

Pricing: 3-tier pricing for up to 25 participants each.

Tier	Pricing	Details
Tier 1	\$3,500	Standard off-the-shelf webinar based on best practices.
Tier 2	\$4,500	Includes a 30-minute group interview with the client project sponsors to discuss delivery emphasis. Course content is <u>not</u> updated; however, the instructor will teach keeping the context of the group in mind.
Tier 3	Fully customized webinar - for details and pricing please contact our office .	

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.



WEBINARS FOR TEAMS

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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