



WORTHINGTON  
& ASSOCIATES LTD.

# ONE DAY

# Courses

SEMINAR MATERIALS written by procurement law expert ROBERT C. WORTHINGTON, LLB

## Secrets of Competitive Bidding Law

Canadian competitive bidding law has expanded and evolved in interesting - and potentially dangerous - ways. For Owners, Bidders, Prime Contractors, Sub-Trade Bidders, and all professionals who handle competitive bid contracts, it is imperative to stay up-to-date with new developments. This seminar is designed for you, the procurement and supply chain professional, to help you understand how these laws impact the rights, responsibilities, and remedies of all parties involved in the competitive bid process. Only with knowledge can all parties manage the legal complexities of the procurement process safely. *Secrets of Competitive Bidding Law* helps you to unravel the legal mysteries of competitive bidding and brings you right up-to-date with the current state of the law, detailing the recent (and occasionally startling) decisions of our Courts, and providing all participants with the insight and awareness necessary to avoid the many pitfalls in this legally-charged area of procurement. Robert's "How To" Tips, Tricks and Checklists, Sample Clauses and timely commentary will help you demystify competitive bidding in these challenging economic times.

### COURSE CONTENT

- Important changes in competitive bidding that affect you
- The Supreme Court of Canada's recent pronouncements
- Obligations of Owners in competitive bidding
- Compliant Bidding and Waivers of Non-Compliance
- Negotiation with Bidders prior to award
- Using independent Agents to conduct competitions
- Liability of Consultants and Project Managers in competitive bidding ... And much more!

### WHO SHOULD TAKE THIS COURSE

Professional Purchasers and Supply Managers, Contract Administrators, Human Resources Directors, Financial Officers, General Managers, and business professionals who work with competitive bid documents. These types of organizations will find this course helpful:

- Airports, Airlines and Aerospace Engineering • Educational Institutions; Universities, Colleges, School Boards • Federal and Provincial Governments, Crown Corporations, Municipalities and Districts • Forest Industry, Pulp and Paper • Manufacturing / Distribution • Medical Care Facilities, Hospitals and Health Authorities • Mining, Minerals and Chemicals • Oil and Gas • Power and Public Utilities • Telecommunications • Private Business and Services • Purchasing Organizations • Professional Associations.

### WHAT PARTICIPANTS HAVE SAID ABOUT THIS COURSE

- Interesting, informative, entertaining seminar. Very worthwhile! • Bob's courses are first rate! • Very stimulating seminar. • I'm so glad I took this course! • Thanks for supporting our purchasing industry, Bob. It was excellent! • Practical information in concise format. • Great course!



### ROBERT C. WORTHINGTON, LLB

An award-winning lecturer in law, Robert C. Worthington, LLB, taught purchasers and contract managers throughout Canada for over 30 years, specializing in the laws of contract, competitive bidding, and procurement. He has written four books on contract and procurement law, designed especially for contracting and procurement professionals. Robert's books and law courses are entertaining as well as informative. For more information, please visit his website at [www.purchasinglaw.com](http://www.purchasinglaw.com).

## SEMINARS

**LICENSES** are now available to allow your qualified personnel to teach this course to your team!

### LOCATION

Your Office, Your City

### FEES

- Fees are flat daily + additional registrants + expenses + taxes
- We can tailor this presentation based on your company's internal competitive bidding documents.

### BOOKINGS

- For a custom seminar proposal and price quote, call today!

EML [rcworthington@shaw.ca](mailto:rcworthington@shaw.ca)

TEL 250-580-6044

All participants receive a detailed set of seminar materials as a desktop reference.

### PLEASE NOTE:

The seminar presumes participants have a basic knowledge of competitive bidding law and practice.