



WORTHINGTON
& ASSOCIATES LTD.

ONE
DAY

COURSE

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

Secrets of Effective Services Contracts

Tips and Tricks for Overcoming the Challenges of Services Contracting – for Procurement Specialists and Contract Managers

Services Contracting is one of the most difficult types of contracting anyone can undertake. The contract governs everything, there are no templates, service providers vary widely, the risks rise exponentially the more critical the need for the service, and when things go wrong, they can go very wrong, very quickly. This one-day course explores the many risks of contracting for any type of service and gives you the knowledge and the tools you need to find, bind, and mind your Services Contracts and Contractors.

COURSE CONTENT

- drafting effective services contracts
- developing measurable scopes of work
- creating the necessary “control of work” and “control of Contractor” clauses
- controlling changes to the Work
- establishing insurance and indemnity provisions
- minimizing legal risks of negligent misstatement
- managing the Independent Contractor relationship
- raising Contractor standards & deliverables
- avoiding privacy and confidentiality of information issues
- determining the best copyright and intellectual property regime
- evaluating exclusion and limitation of liability clauses
- managing termination of the contract
- using electronic contracting wisely
- arbitration versus the Courts
- managing time and delay claims
- penalty and liquidated damages clauses
- and much more.

WHO SHOULD ATTEND • Purchasers and Supply Managers, Contract Administrators, Human Resources Directors, Financial Officers, General Managers, and professionals working with contract 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 and 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
- And more!

PARTICIPANT COMMENTS • Phenomenal course • Knowledgeable, interesting and entertaining. • I learned to understand legal matters in plain language, how to protect myself and my organization and I gained confidence in dealing with contractors. • The examples given bring everything to life and help one understand the consequences of services contracting. • Excellent course! Thank you!

SEMINAR

LICENSES: Licenses are now available to allow your qualified personnel to teach this seminar

LOCATION

Your Office, Your City

FEES

- Fees are based on a flat rate + additional registrants + expenses + taxes
- Robert can custom-design course presentations based on your company’s competitive bidding or contract documents.

BOOKINGS

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

EML rcworthington@shaw.ca

TEL 250-580-6044

Participants receive a detailed set of course materials to use as a desktop reference.



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 three books on contract and procurement law, designed especially for contracting and procurement professionals. His fourth book, on *Negotiation*, helps you to negotiate better contracts. Robert’s books and law courses are entertaining as well as informative. For more information, please visit his website at www.purchasinglaw.com.