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keynotes

Keynotes by Procurement Law Expert ROBERT C. WORTHINGTON, LLB

Robert C. Worthington's Keynotes help purchasing professionals rise to the legal challenges inherent in purchasing, contracting and competitive bidding. Your clients need to know how to identify and avoid the legal risk in the supply chain process so they can meet the day-to-day challenges of project management, contracting and procurement head-on: with expert guidance. Give your clients' teams the skills to help protect themselves and their organizations from legal risk! You may request that Robert appear in person to present to your group - or, if your budget is limited - you can license his PowerPoint Keynote slide deck and have your qualified staff member present to your team! Or, link Robert in to your online meeting via Zoom or another reliable video conferencing platform. Remember: *an ounce of training is worth a ton of litigation.*

TOPICS INCLUDE:

Current Trends in Contracting:

Increasingly, government and corporations in Canada are contracting out the procurement function to outside firms. This session explores how Owners must protect themselves from legal risk when delegating such core functions to others.

Compliance and Waiver of Non-Compliance:

In Canadian competitive bidding law, an Owner can only waive 'minor bidder non-compliance' - yet what 'minor non-compliance' is has not been clearly defined. This session examines what we know so far from the Courts across Canada.

Limitation and Exclusion of Liability Clauses:

In Canadian law, a new test for the validity of exclusion clauses has been created by the Supreme Court of Canada. What that test is and how it will be applied by the Courts in future is the subject of this session.

Non-Binding Requests for Proposals:

In Canadian competitive bidding law, it is possible to create a non-legally binding competition. This session focuses on when and how a purchaser could or would create a non-binding RFP.

Negotiation and Competitive Bidding:

Increasingly, Owners in Canadian competitive bidding are seeking to negotiate the final outcome of a competition prior to award. In this session, we examine whether such negotiation is lawful and how far any Owner (public or private) can go before the integrity of the process is undermined.

Real testimonials - what conference delegates have said about Robert's Keynotes:

- So much valuable information in such a short period of time!
- Everyone came away with what they needed.
- The session was as educational as it was entertaining.
- Every purchaser should take his seminars!
- Bob's keynote was the highlight of our annual event.
- Our delegates have only one suggestion for next year's conference - get Bob back!
- Bob's session was superb!



ROBERT C. WORTHINGTON, LLB

An award-winning lecturer in law, Robert C. Worthington, LLB, has taught purchasers, contract managers and their lawyers 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. For more information, please visit www.purchasinglaw.com or call 604-209-7828