



WORTHINGTON
& ASSOCIATES LTD.

keynote

A one hour presentation with Procurement Law Expert **ROBERT C. WORTHINGTON, LLB**

Robert C. Worthington, LLB helps purchasing organizations rise to the legal challenges inherent in purchasing, contracting and competitive bidding. Your members 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 up-to-date information and expert guidance. Bob's *Keynotes, Case Studies* and *Q & A* sessions give your members updates in the law and the opportunity to ask questions about hot issues. With Bob's straight talk and straight answers, your team will have the skills to help protect themselves and their organizations from legal risk! Remember, *an ounce of training is worth a ton of litigation*. We're here to help! To book a session to complement your legal training with Bob, contact us today.

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.

Trade Agreements - Current and Future - TILMA, AIT, NWPA, WTO-AGP, Canada-U.S., NAFTA: Canadian governments and government agencies at all levels are becoming committed to a growing number of internal-to-Canada as well as external trade agreements with other countries. These increasingly enforceable commitments change the way all levels of government must procure goods and services. In this session, we'll explore the responsibilities of all government organizations in complying with these trade agreements.

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 delegates have said about Robert's Keynotes, Q & A sessions and seminars: ● So much valuable information in such a short period of time! ● Bob answered everyone's questions in a way that was easily understood. ● No question was refused, everyone came away with what they needed. ● The session was as educational as it was entertaining. ● Bob is like a walking, talking encyclopedia of information on procurement. And funny, too! ● Bob is a world class speaker. ● Bob's presentation techniques are super and second to none. ● He's the most respected trainer in the business. ● Every purchaser should take his seminars! ● Bob 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 26 years, specializing in the laws of contract, competitive bidding and procurement. He has written two books on contract and procurement law, designed especially for contracting and procurement professionals and published by LexisNexis Canada in association with the Purchasing Management Association of Canada. Three more how-to books on procurement and contracting are underway. Robert's books and law courses are entertaining as well as informative. For more information, please visit his website at www.purchasinglaw.com or call us at 604-488-0114.