

# Market Engagement and Collaboration Strategies

**Delivery Format:** LIVE Webinar

**Course Structure:** 90 Minutes

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

**Price:** \$3,750 for up to 25 participants – For pricing on a fully customized webinar, [contact us](#).

## Rewarding your Loyalty

If you sign an agreement with us for a longer duration, then we will reward you for your loyalty:

- No contract/1 webinar purchase in a year: no discount
- 2-year contract: Minimum 2 webinar purchases required to qualify for 10% discount which will be applied on completion of second webinar purchase
- 3-year contract: Minimum 3 webinar purchases required to qualify for 15% discount which will be applied on completion of third webinar purchase
- 4-year contract: Minimum 4 webinar purchases required to qualify for 20% discount which will be applied on completion of fourth webinar purchase

## Content

As a procurement professional, you know how important both internal and external relationships are to achieving successful project outcomes. It is the relationship that will carry you over the inevitable glitches and hiccups that can occur with any complex procurement and contracting process. Rather than focusing on how to draft the most airtight RFx to release to the market, this inter-active session will explore pro-active ways to protect your organization while ensuring you are building and maintaining those relationships that allow you to tap into the most innovative solutions at the earliest point in time.

## Learning Objectives

- Discuss pre-RFx strategies such as Market Sounding, Commercially Confidential RFIs, Competitive Dialogue and Draft RFPs.
- Explore different procurement approaches that drive collaboration including Joint Solutions Procurement and use of a Non-Binding RFx process.
- Review contract management tools and attitudes that drive successful collaboration and capture maximum value for your organization.

## Additional benefits

- Complementary 1-1 short meeting between your project sponsor and our subject matter expert after the engagement ends to discuss any questions.
- Complimentary 1-1 meeting opportunity to share your unique story as a thought leader with the world
- We plant a tree on your behalf for each purchase made counted via checkout
- 10% complimentary price off on purchase of our Procurement eBook
- Online 'Free Community' access that allows free interaction with members of our community



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.

.....

## Join

[Procurement School Community](#) – a place for procurement professionals to gather, engage, and learn.

## Contact Us

P: 250-370-0041  
E: [hello@procurementschool.com](mailto:hello@procurementschool.com)  
W: <https://procurementschool.com>

## Procurement School

The Atrium  
#301 – 1321 Blanshard Street  
Victoria, BC V8W 0B6