Live. Interactive. Leading Edge.

Online Learning Catalogue 2018
Global Practice Series

The Procurement Office
Procurement Advisory Office | Procurement Training Office
Paul Emanuelli is an internationally known author and procurement lawyer recognized by Who's Who Legal as one of the top ten public procurement lawyers in the world. Paul’s portfolio of in-depth industry experience includes advising on strategic governance in public purchasing and on negotiating high-profile major procurement projects. He is the author of the Government Procurement textbook (2005, 2008, 2012, 2017), the National Tendering Law Update newsletter (2006-2016), the Accelerating the Tendering Cycle (2012) and Laws of Precision Drafting (2009) handbooks, and hundreds of procurement-related articles and columns. Paul has an extensive track record of public speaking and teaching and hosts a monthly procurement update webinar series. He has trained thousands of procurement professionals from hundreds of institutions across North America both privately and through leading industry organizations including NIGP, SCMA, the University of the West Indies and Osgoode Hall Law School.
The Public Interest

“It is a self-evident proposition that those responsible for spending vast amounts of public resources should have access to the necessary training to ensure value-for-money and the protection of the public interest.”

Overview

Featuring the most popular leading edge topics from his in-person seminars, Paul Emanuelli’s Live Online Learning -- Global Practice Series offers sixteen modules divided into four streams of training content for your organization to choose from.

Each ninety minute module consists of a webinar presentation streamed live by Paul Emanuelli in an interactive question and answer format so your team can benefit from live dialogue with the instructor.

Organizations can book a single module or benefit from a volume discount by pre-booking a stream of four modules or the whole series.

Whether you book a single module, pre-select an entire stream or custom design your own training program from our full menu of options, Paul Emanuelli’s Live Online Learning Series delivers industry-leading training content tailored to your organization’s specific content, scheduling needs and staff locations.
Streams & Modules

Art of Design
- Mitigating Project Meltdowns
- Designing Your Initial Mapping Statement
- Contract Design
- The Precision Drafting Primer

Art of Selection
- Building Your Evaluation Grid
- Managing Mandatories
- Integrating Transparent Award Criteria
- Implementing Clear Evaluation Procedures

Flexible Formats
- Global Overview
- Leveraging Low Bid Lane
- Navigating Negotiated RFPs
- Balancing Confidentiality and Transparency in NRFPs

Art of Award
- Strategic Considerations
- Using Deep Strategy in RFP Negotiations
- Case Studies in Strategic Execution
- Tactical Considerations: Seven Steps to Closing the Deal
Art of Design

The Art of Design stream identifies the key considerations needed to improve the success rate of your public procurement projects.

**Mitigating Project Meltdowns: The Elements of Success**
Surveying the leading causes of project failures, this module defines the four benchmarks for project success and identifies the five key design planning decisions critical to succeeding in your procurement projects.
Designing Your Initial Mapping Statement
Focusing on the critical linkages between project scoping and pricing structures, this module explains how drafting a proper initial mapping statement enhances the precision and efficiency of your drafting process and improves the clarity of your tendering documents.

Covering the four cornerstones of contract design, this module explains how proper contract structures serve as the foundation for managing the post-award phase of your procurement projects.

The Precision Drafting Primer: Leveraging the Laws of Interpretation
Summarizing the seven laws of interpretation, this module translates the obscure principles of legal interpretation into accessible concepts to help you draft and organize your procurement documents.
Art of Selection

The Art of Selection stream focuses on the key considerations for building a defensible contract award process for your public institution.

Building Your Evaluation Grid
Covering the three core components for building defensible evaluations, this module surveys the importance of establishing clear compliance requirements, integrating transparent scoring criteria and implementing clear evaluation procedures.
Managing Mandatories: Avoiding Tender Compliance Traps
Summarizing the five governing principles for managing your mandatory requirements, this module identifies the key pitfalls that lead to tender compliance controversies and explains how your organization can avoid these tendering traps.

Integrating Transparent Award Criteria
Whether it’s a low bid or high score award, this module discusses the importance of integrating clear and transparent evaluation criteria to mitigate bid challenges and better ensure the defensibility of your contract awards.

Implementing Clear Evaluation Procedures
From compliance screening to team scoring and record keeping, this module explains the importance of establishing and maintaining clear, consistent and transparent procedures for your evaluation and award processes.
Flexible Formats

The Flexible Formats stream draws from a broad range of leading domestic and international practices to help you identify the appropriate tendering formats for your procurement projects.

Global Overview on Flexible Formats
Drawing from a broad range of standard setting sources, including the UN Model Procurement Law, the American Bar Association Procurement Code and the European Procurement Directive, this module surveys the leading tendering formats used by public institutions around the world.
Leveraging Low Bid Lane: ITTs, RFBs, RFQs and Reverse Auctions
From bid bond bids to informal quotes to electronic reverse auctions, this module covers a range of formats used to award to the lowest bidder.

Navigating Negotiated RFPs
Moving from low bid to best value high-score awards, this module explains how to properly use one-step “rank-and-run” RFPs and two-stage “best-and-final-offer” dialogue RFPs to transparently assess proponent submissions and select the highest-scoring proposals.

Balancing Confidentiality and Transparency in NRFPs
Surveying leading practices from around the world, this module covers the core considerations for properly protecting confidential supplier information while maintaining the overall transparency of your bidding process when using Negotiated RFPs.
The Art of Award stream demystifies the selection, negotiation and award processes used for Negotiated RFPs and provides a practical “how to” guide to help organizations prepare for open competitive negotiations under both consecutive negotiation “rank-and-run” NRFP formats and the concurrent negotiation “best-and-final-offer” NRFP formats.

Strategic Considerations
Providing an overview of strategic concepts, this webinar explains why it is essential to combine traditional negotiation theory with advanced strategic principles to properly close the deal with NRFPs.
Using Deep Strategy in RFP Negotiations
Drawing from a wide range of strategic sources, this module explains the importance of leveraging deeper strategy to coordinate your contract award negotiation team during an NRFP contract award process.

Case Studies in Strategic Execution
Covering the key principles of strategic execution, this module provides case studies in controlling the terms of engagement, executing containment and encirclement, and leveraging time and space during your NRFP negotiations.

Tactical Considerations: Seven Steps to Closing the Deal
Synthesizing the Art of Award principles for tactical execution, this module summarizes the seven-step process that negotiation teams should use to close the deal when using NRFPs.
Contact Us

Paul Emanuelli
Managing Director
416-700-8528
paul.emanuelli@procurementoffice.com

Heather Baker
Senior Procurement Advisor
416-700-8535
heather.baker@procurementoffice.com

The Procurement Office
Procurement Advisory Office | Procurement Training Office