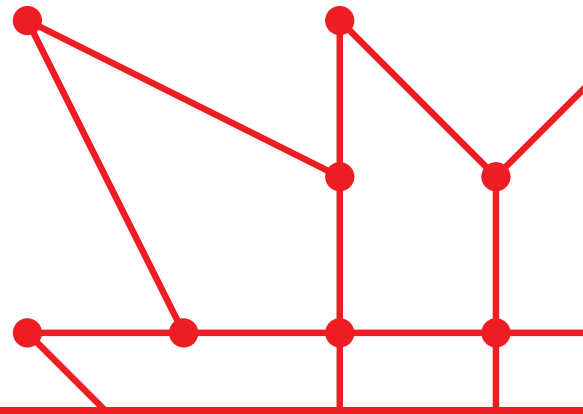


**SUPPLY CHAIN  
CANADA™**

PROFESSIONALS ADVANCING THE FUTURE.



# DELIVERING EXCELLENCE IN SUPPLY CHAIN TRAINING TO YOUR WORKPLACE

EXPANDED CONTENT, EDUCATION, TRAINING AND NETWORKING



# WHO WE ARE

Our vision is to ensure Canadian supply chain professionals and organizations are recognized for leading innovation, global competitiveness, and driving economic growth.

## MISSION

To provide leadership to the Canadian supply chain community, provide value to all members, and advance the profession.

# WHY US AND WHY NOW?

We are continuously diversifying our portfolio of offerings to specifically tailor to client needs in order to deliver a performance driven outcome.



### CONSULTATIVE APPROACH

Understanding organization's gaps and collaborating with the concerned team to develop the curriculum



### CUSTOMIZABLE FORMAT

Delivering customized content through online and/or onsite classes and workshops



### INTERACTIVE CONTENT

Learning through group discussions and applicable case studies targeted to address your organization's pain-points



### TEAM ENGAGEMENT

Bring your team together to strengthen team dynamics during work from home isolation

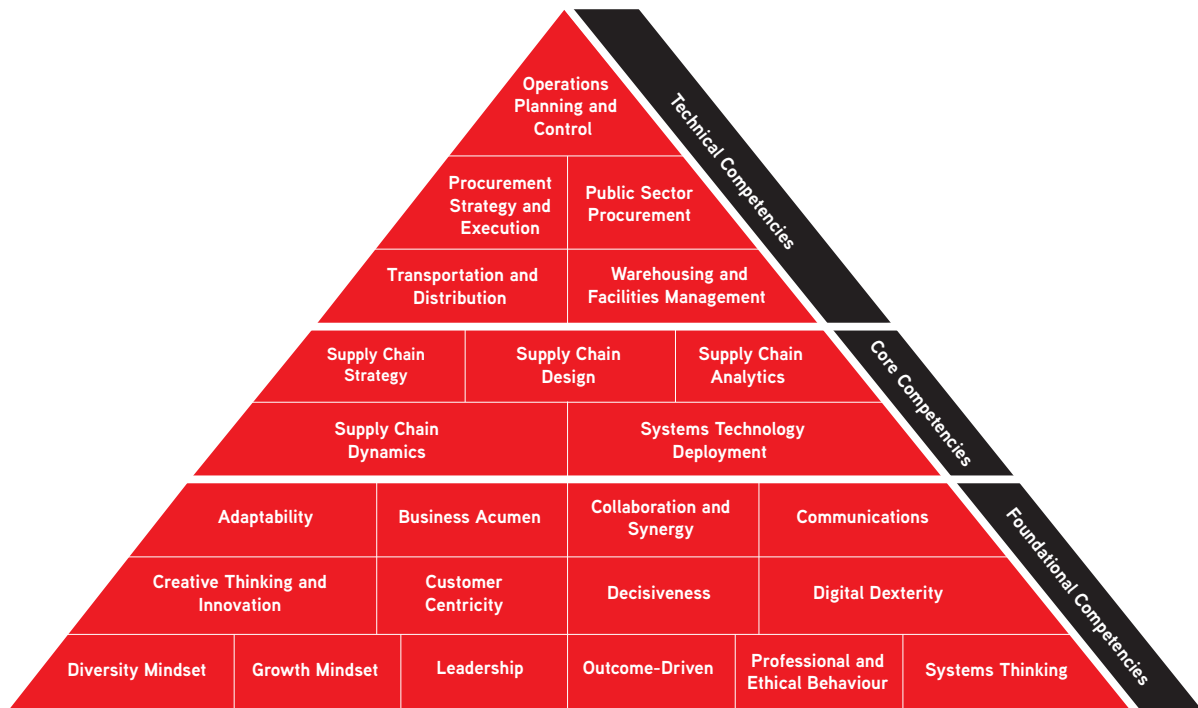


### CANADIAN

Our content contains global perspective from a uniquely Canadian point of view

# IDENTIFY YOUR NEED WITH OUR COMPETENCIES OF CANADIAN SUPPLY CHAIN PROFESSIONALS REPORT

Developed by Supply Chain Canada, along with the input of experienced supply chain professionals and global thought leaders, the Competencies of Canadian Supply Chain Professionals® is a comprehensive guide that maps what is needed to achieve end-to-end success in supply chain – one of our country’s most economically vital professions.



## IDENTIFY THE GAPS IN YOUR SUPPLY CHAIN TEAM COMPETENCIES TO SUPPORT INDIVIDUAL DEVELOPMENT PLANS

We Can Deliver Customized, Convenient and Cost-Efficient Training to Build and Benchmark Your Team’s Current Capabilities.





## **PUBLIC SECTOR OFFERINGS**

Top 3 offerings requested by clients

**CONSTRUCTION  
PROCUREMENT**

**CONTRACT MANAGEMENT  
STRATEGIES FOR SUCCESS**

**COMPETITIVE BIDDING,  
CONTRACT PREP AND CONTRACT  
MANAGEMENT**

Others that we can tailor to Public Sector

**HOW TO DRAFT A  
STATEMENT OF WORK**

**UNCONCIOUS BIAS**

**HEALTHCARE  
PROCUREMENT**

**MORE**

# AVAILABLE IN 2021-2022

## WHAT'S YOUR NEED

## DAYS



### CONTRACTS

Competitive Bidding, Contract Preparation and Contract Management	2
Contract Management Strategies for Success	2
Contract Management, Supplier Relationship and Performance Management	2



### END TO END SUPPLY CHAIN

Introduction to Logistics	5
Introduction to Operations Management	5
Introduction to Procurement	5
Introduction to Transportation	5
Inventory Management	2
Supply Chain 101	2
Transportation Services	2



### PROCUREMENT

Canadian Construction Procurement	1
Capital Equipment Procurement and Contracting	1 or 2
Category Management and Strategic Sourcing	2
Drafting a Statement of Work	1
How to Write a Request For Proposal	2
Innovation Procurement - Competitive Dialogue	1



### SERVICE CONTRACTING

Advanced Service Contracting	1
Governance and Relationship Management	2
IT Procurement and Licensing Contracting	2
Selecting the Service Provider	2
Service Contracting and Outsourcing	2
Transition Management	2

# AVAILABLE IN 2021-2022

## WHAT'S YOUR NEED

## DAYS



### SOFT SKILLS

Communication and Relational Skills	2
Creating Value through Negotiations (Internal and External)	2
DiSC Leadership Training	2
Presenting with Impact	1
Supply Chain Relationships for Success	2
Unconscious Bias training	1



### STRATEGIC

Financial Scope of Supply Chain	2
Project Management for Supply Chain Professionals	2
Sales and Operations (S&OP)	1.5
Software Tools for Procurement Professionals	1
Supply Chain Analytics for Business Results	1
Supply Chain Strategy for Manufacturing Leaders	1.5



### TRENDING IN SUPPLY CHAIN

USMCA, CETA and TPP - Trade Agreements	1
Overcoming Unconscious Bias	1



### SCMP

Ethical Behaviour and Social Responsibility	
Global Sourcing	
Knowledge Management	
Leadership and Professionalism	
Logistics and Transportation	
Negotiation Skills	
Operations and Process Management	
Procurement and Supply Management	
Risk Management	
Supply Chain Management	
Supply Chain Management for Services, Capital Goods and Major Projects	
Supply Chain Management for the Public Sector	



## CASE STUDY

### PUBLIC SECTOR

We are actively serving Crown Corporations, Utilities, Municipalities, Education and Healthcare entities.

In a recent engagement, we were asked to support and reinforce knowledge in certain areas of procurement, including contract extensions and amendments, increased future risks, cost overages and vendor performance.

Our client recognized that with multiple stakeholders ranging from supply chain teams to internal end user clients there are varying degrees of awareness and understanding that could impact results. The client identified the need to level-set and benchmark the team's knowledge, to build a solid foundation for scaling strategic outcomes and achieving business objectives.

After a thorough analysis a recommendation was made for a Two-Day Workshop in Contract Management Strategies for Success. This training was customized for 50 procurement professionals with the client's specific challenges, real life examples and the organization's internal templates. The result of the training is support of the organizations planned ROI and increased value to tax payers.

#### DID YOU KNOW?

**21%**

of our membership base is represented by the public sector.

**Actively Serving**

Crown Corps, Utilities,  
Municipalities, Education & Healthcare.



## WHAT OUR CLIENTS SAY

"In my role as Vice President Supply Chain and Operations, at The J.M. Smucker Company, I worked with Supply Chain Canada, Ontario Institute to bring supply chain training to my cross functional teams. The training provided by the association supports best practices in supply chain methodology across end to end supply chain functions and was very applicable to our operating environment. The approach of Supply Chain Canada fills a gap between academia and real-life application, by providing participants with an opportunity to learn best practices and then immediately apply them to their role, creating a meaningful impact. Our recent workshop resulted in our teams brainstorming solutions to our current challenges and leaving the session with innovative approaches to enhance our supply chain performance. In the current marketplace, supply chain has become an even stronger component of competitive advantage for manufacturers as we must pivot faster and innovate frequently to address unforeseen challenges. Having Supply Chain Canada as a partner that can draw on industry grounded experience, an extensive library of content adapted to the manufacturing sector and to current market forces makes the training and professional development offering invaluable in preparing my team for the future."

**TODD CAMPBELL**

VICE PRESIDENT, SUPPLY CHAIN & OPERATIONS, CANADA



"In 2019, a few cross functional areas of Giant Tiger underwent a realignment of roles and responsibilities to improve overall business performance and increase efficiency. As part of this effort we were committed to ensuring team members had the right skills to succeed in their new mandates, and the SMT – Logistics course was the perfect common foundation for all members on the Replenishment team. The weekly agenda allowed each participant to work at their own pace but they also leveraged each other in rich conversations throughout, drawing from each other's unique experience and perspectives."

**JESSICA GODIN**, P.ENG, SVP

SUPPLY CHAIN, GIANT TIGER STORES LIMITED



To get a consultation, contact Kim Sforza, Director, Member and Corporate Engagement at [ksforza@supplychaincanada.com](mailto:ksforza@supplychaincanada.com) or [www.supplychaincanada.com](http://www.supplychaincanada.com)