



FOCUS ON GREEN PROCUREMENT

14



Charging up

Advances in electric vehicles may soon have you considering them for your fleet.

by Anne Phillips

22

University of Calgary embraces GREEN UP

New building standards are making it easier for building owners to define criteria for new construction and to monitor their building operations.

by Ron Lemaire

8

Ramping up sustainable purchasing MUNICIPAL MATTERS

Several municipalities have banded together to create a new buying group – the Municipal Collaboration for Sustainable Purchasing – which is leading to concrete benefits.

by Kevin McCarty

10

Rubric-based RFPs and proposals

How to prepare an RFP to maximize not only the number of vendors responding but improve the quality of their responses.

by Chris F. Jones

18

Either way, you lose

Following the Tercon decision last year, efforts to bulletproof RFPs have only increased, which, if successful, may in the end be a "Pyrrhic victory" says these authors.

by Stephen Bauld and Kevin McGuinness

OPINIONS

6

SUSTAINABLE PROCUREMENT

The conduit or the source:

Supply management and sustainability

Recent research by Canadian and international experts details the motivating factors behind the adoption of sustainability in supply chains.

by Larry Berglund

21 LEGAL NOTES

Tsunami of trade agreements

Procurement is being challenged by the variety and complexity of several old and new agreements and the unique aspects of each.

by Rosslyn Young

Spring is here... maybe. Just as the weather is changeable, so is public sector procurement. This first hardcopy issue of *Summit* for 2011 has a focus on 'green' procurement – a trend that has become more or less entrenched in the procurement of goods and services across the public sector. Two areas we focussed on in this issue are 'green' buildings and 'green' cars, which are the result of much research and development in those market sectors. The new standards being set in many sectors have resulted in new products and new ways to do things and may well cause you to refresh your RFP and tender criteria.

Recently Larry Berglund and some colleagues conducted a research project on sustainability. Larry outlines some of their findings in his "Sustainable procurement" column and tells you where to find the full report. Information and collaboration are changing the way you do business, as can be seen by municipal participation in a cooperative buying program now underway. In the "Municipal matters" feature, Kevin McCarty details the program, participants and how it works.

Spring cleaning is a tradition most of us are familiar with. While I did not clean out the Editorial Advisory Board, I did refresh it. I want to welcome three new members: Kevin McGuinness, whom many of you already know from the pages of *Summit* and other publications he has written or collaborated on, is a well respected authority in the procurement field, as well as general corporate-commercial law and the law of civil procedure; David Knight heads the procurement for the Government of the Yukon; and Gerald Ford, a long-time practitioner of procurement who has his own procurement consulting practice. Their counsel and expertise are a welcome addition to the board.

Please remember, that you too, can have input to the magazine. Ideas for articles and submissions are very welcome. You can reach me directly at editor@summitconnects.com.

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