



MONTREAL SECTION - www.aaceimontreal.org

TUESDAY DECEMBER 2nd, 2014

Strategic Procurement: Forging win-win long term relationship with suppliers

Speakers: Martin Perrier, Director of Procurement Hydro-Quebec Equipement, and Chantale Germain, Manager of Scheduling and Estimating Hydro-Quebec Equipement

Timely and efficient supply of equipment, materials and services is a must for successful project deliveries. Pressure to deliver projects on budget and schedule remains high; at the same time the principles of ethics, equity and performance must be followed and rigorously respected in today's dynamic and changing environment.

Strategic procurement is founded upon informed and sound business decisions through the entire project lifecycle. This is possible using scheduling and estimating knowledge. To achieve effective results and improved supplier relationships, Hydro-Québec Equipement has implemented several innovations in 2014. Presenters will demonstrate synergies that can be formed between estimating and procurement disciplines, based on common interests, using the knowhow that exists within each discipline, leading to tangible benefits for both departments, in an increasingly competitive environment and constantly evolving market. Examples of integrations will be shared along with results of this successful collaboration.

Among others, the presentation will discuss:

- Current market conditions and historical indicators
- Making sense of internal and external information towards an enhanced forecasts
- Choosing right tools based on the context
- Improved decision making process



Come out and join your colleagues, exchange ideas and get up-to-date.

Refreshments from 5:15 pm Meeting from 6:00 to 7:00 pm

**Location: Hydro-Québec – 855 Ste-Catherine East, Montreal
2nd Floor, Salle Bleue**

The presentation will be given in French

Cost: AACEI and PMI Members: \$ 20 Students: \$ 10 Non-Members: \$ 25
PAYMENT BY CASH OR CHEQUE MADE TO THE ORDER OF AACEI MONTREAL. THANKS.

**Please confirm your presence before Friday, November 28, 2014 to Celina Ma
celinama@deloitte.ca or by fax: (514) 390-4114**

Your Name and Company: _____

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