

March 31th 2022

Virtual Regional Forum for Atlantic Canada CAMA Members

Canoe Procurement Group of Canada: Transitioning Purchasing on Price to Total Value Procurement

Hosted by: The Canoe Procurement Group of Canada

Thursday, March 31st, 2022 / 2:00 p.m. to 3:00 p.m. AST

Speakers:

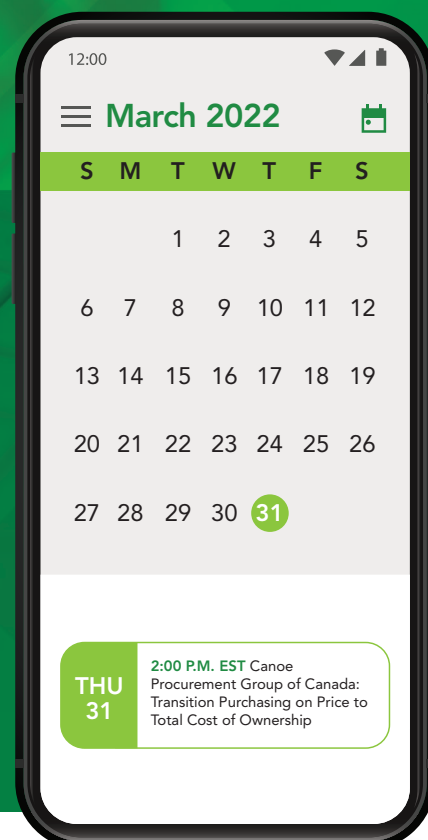
Jeff Nichol, Director of Benefits, Canoe Benefits Program / Vice-President of Public Sector Consulting, Lane Quinn Benefit Consultants

Jesse Patenaude, MMP, Manager of Business Development

Tim Elms, MBA, Client Relations Manager

Tyler Hannemann, MBA, Manager of Supplier Relations

Craig Pettigrew, FCIP, CRM, Manager of Insurance for RMA



Who Can Attend this Webinar?

Atlantic CAMA Members and Their Employees.
Non-Members are also welcome to attend.



Who Will Benefit from this Webinar?

Chief Administrative Officers, Financial Officers, Purchasing Staff,
Public Works and Engineering Staff, Fleet Staff.



Registration Cost

FREE but registration is required by emailing
admin@camacam.ca or using the link below.

The Canoe Procurement Group of Canada helps municipalities, not-for-profit, and public sector organizations across the country with their procurement needs. Representing over 5,000 member organizations, the benefits of Canoe membership continue to grow. This session includes Canoe's procurement experts speaking to a more holistic approach to purchasing - the total cost of procurement. Going beyond just the stickerprice, this session will focus on the concept of considering both the direct and indirect costs and looking at the lifecycle of a purchase.

About the Canoe Procurement Group of Canada

The Canoe Procurement Group of Canada works with municipal associations across the country. The associations work with Canoe to provide member organizations access to preferential pricing on trade-compliant purchasing programs that leverage the collective buying power of all involved.

The Canoe team is proud to help members realize savings and efficiencies in a wide variety of product categories. Visit the [Canoe program directory](#) to learn more about the products and services available to members.

If you require more information or would like to schedule a specialized presentation in regard to a particular program, please contact one of our [Client Relations Managers](#) or CAMA@canoeprocurement.ca.

[Click Here To Register](#)



About the speakers

Jeff Nichol

Director of Benefits, Canoe Benefits Program / Vice-President of Public Sector Consulting, Lane Quinn Benefit Consultants



Jeff is the Director of Benefits for the Canoe Benefits Program and the Vice President of Public Sector Consulting at Lane Quinn Benefit Consultants. Jeff and his team are responsible for providing employee benefit, retirement and HR solutions to Canoe members across the country. Jeff and his team have been working with the public sector over the past 8 years in partnership with Canoe and related municipal associations.

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Jesse Patenaude, MMP

Manager of Business Development
Canoe Procurement Group of Canada



Jesse is the Manager of Business Development for the Canoe Procurement Group of Canada. Jesse has accountability for business development Canada-wide. Prior to joining Canoe, Jesse spent 20 years in the heavy equipment industry, specifically with Caterpillar and Volvo CE product lines. Jesse holds a designation as a Maintenance Management Professional along with Blue and Red Seal journeyman certification.

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Tim Elms, MBA

Client Relations Manager for Atlantic Canada
Canoe Procurement Group of Canada



Tim is the Atlantic Canadian Client Relations Manager for Canoe. Relying on past international and national procurement/project management experience, Tim supports both members and vendors through the Canadian procurement landscape. Tim is multilingual, and holds a Masters of Business Administration (SMU), as well as a Diploma in Communications/ Journalism (SAIT). tim@canoeprocurement.ca

Tyler Hannemann, MBA

Manager of Supplier Relations
Canoe Procurement Group of Canada



Tyler is the Manager of Supplier Relations for the Canoe Procurement Group of Canada. His team is responsible for creating the programs for Canoe and providing training to suppliers nationally. He has worked in both the public and private sector before coming to Canoe. Tyler currently has a Bachelors of Science degree and a Masters of Business Administration.

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Craig Pettigrew, FCIP, CRM

Manager of Insurance for RMA



Craig is the Manager of Insurance for the RMA, responsible for overall operation and management of the program. He also has direct responsibility for servicing the specific insurance needs of the organization's 30 largest (Tier I) accounts. Craig has over 25 years of experience in the insurance industry and is also the Deputy Attorney for the Genesis Reciprocal Insurance Exchange.

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