



Vince DeRose is a founding partner of Tereposky & DeRose LLP. He represents government and private sector clients in matters concerning public procurement, trade and investment before courts, tribunals and administrative agencies. His practice covers economic sanctions, export controls, global anti-corruption rules, customs, anti-dumping and countervailing duty investigations, energy regulation, and compliance investigations and programs. He has extensive experience in the defence and security sector. He regularly acts as counsel to both suppliers and purchasers in complex government procurement transactions and has assisted federal, provincial and municipal governments, Crown corporations, Crown agencies, corporations, hospitals, museums and suppliers on all aspects of tendering and contracting. This includes the application of the NAFTA, WTO-AGP and the Agreement on Internal Trade, formulation of procurement strategies, analysis of solicitation documents, assessments of contractual terms and conditions, development of procurement proposals, evaluation of bids, and conduct of bid challenges.

Representative Work

- Counsel for suppliers in more than 15 complex procurement challenges before the Canadian International Trade Tribunal. In 2017, acted as co-counsel in the case that resulted in the largest compensation recommendation ever made by the Tribunal. In that case, the Tribunal recommended that the Government of Canada pay in excess of \$25 million dollars to our client.
- Counsel in high value procurement claims brought before provincial and territorial superior court proceedings. In 2017, as lead external counsel for the Government of Nunavut, successfully obtained summary judgment which resulted in a dismissal of an action seeking over \$30 million in damages against the Government.
- Counsel and advisor to domestic and foreign suppliers on the full range of issues that arise in Canadian procurement processes including formulation of procurement strategies, analysis of solicitation documents, preparation of teaming agreements and subcontracting agreements, assessments of contractual terms and conditions and the development of procurement proposals. Advice provided has also addressed the applicability and impact of the *Defence Production Act*, and how to ensure compliance with the *Controlled Goods Regulations*.

- Counsel and advisor to prime contractors with respect to disputes with the government, and with subcontractors, during the performance of awarded contracts.
- Counsel and advisor to territorial and municipal governments, and to private sector purchasers, in numerous complex high-value procurements. The advice provided includes drafting or reviewing solicitation documents to ensure compliance with Canadian law and to bullet-proof procurements against successful challenges by bidders.
- Counsel for domestic industry and exporter/importer clients in numerous Canadian anti-dumping and countervailing duty investigations, including: *Dry Wheat Pasta, Polyethylene Terephthalate Resin, Fabricated Industrial Steel Components, Welded Large Diameter Carbon and Alloy Steel Line Pipe and Concrete Reinforcing Bar*. In 2017, our team secured commercially important exclusions in two investigations. In another investigation, we obtained for our client a dumping margin that was more competitive than other subject exporters by more than 35%.
- Counsel and advisor to foreign governments, financial institutions, and foreign and domestic businesses on the applicability and effect of Canadian economic sanctions, including advice on the applicability and scope of economic sanctions, how to ensure ongoing compliance with economic sanctions, and how to manage and voluntarily disclose breaches of economic sanctions while limiting the risk of administrative or criminal penalties.
- Counsel and advisor to domestic exporters on the applicability of export control laws, including performance of internal investigations/audits, the development of internal export control policies and procedures, and undertaking successful voluntary disclosures.
- Leader on Government Procurement for the CETA Market Access Program for EU Businesses.

Publications and Presentations

- Co-Author, "Preliminary Determination Made For Certain Copper Pipe Fittings", Tereposky & DeRose Bulletin, January 26, 2018.
- Co-Author, "Expiry Review Decision Released for Certain Steel Piping", Tereposky & DeRose Bulletin, January 26, 2018.
- Co-Author, "Canada's Consolidated Sanctions List – Life's a Little Easier", Tereposky & DeRose Bulletin, October 27, 2017.
- Co-Author, "CBSA Commences New Investigation of Copper Pipe Fittings", Tereposky & DeRose Bulletin, October 27, 2017.
- Co-Author, "Justice for Victims of Corrupt Foreign Officials Act Comes Into Force", Tereposky & DeRose Bulletin, October 27, 2017.
- Co-Author, "Back to Business (Almost) As Usual: Changes to Canadian Economic Sanctions Against Iran," BLG International Trade and Arbitration Bulletin, February 10, 2016.

- Co-Author, "Softening Sanctions Against Iran: A Canadian Perspective," BLG International Trade and Arbitration Bulletin, January 27, 2016.
- Co-Author, "Christmas Comes Early for Canadian Exporters," BLG International Trade and Arbitration Bulletin, December 1, 2015
- Co-Author, "The Grinch Doesn't Live in Canada," BLG International Trade and Arbitration Bulletin, December 18, 2014.
- Co-Author, "Canada Introduces Economic Sanctions for South Sudan," BLG International Trade and Arbitration Bulletin, November 18, 2014.
- Co-Author, "Update on Canadian Economic Sanctions Against Ukraine," BLG International Trade and Arbitration Bulletin, July 24, 2014.
- Co-Author, "Update on Canadian Economic Sanctions Against Russia," BLG International Trade and Arbitration Bulletin, July 24, 2014.
- Co-Author, "Update on Canadian Economic Sanctions Against Ukraine," BLG International Trade and Arbitration Bulletin, July 16, 2014.
- Co-Author, "Update on Canadian Economic Sanctions Against Central African Republic," BLG International Trade and Arbitration Bulletin, July 11, 2014.
- Co-Author, "Update on Canadian Economic Sanctions Against Ukraine," BLG International Trade and Arbitration Bulletin, June 21, 2014.
- Co-Author, "Update on Canadian Economic Sanctions Against Russia," BLG International Trade and Arbitration Bulletin, June 21, 2014.
- Co-Author, "Canada Enforces Sanctions Laws for First Time with SEMA Conviction," BLG International Trade and Arbitration Bulletin, May 2014.
- Co-Author, "Coming Soon: Amendments to Canada's Export Control List and an Updated Version of "A Guide to Canada's Export Controls"," BLG International Trade and Arbitration Bulletin, May, 2014.
- Co-Author, "Update On Canadian Economic Sanctions Against Russia," BLG International Trade and Arbitration Bulletin, May 1 2014.
- Co-Author, "Update on Canadian Economic Sanctions Against Ukraine," BLG International Trade and Arbitration Bulletin, May 1 2014.
- Co-Author, "Update On Canadian Economic Sanctions Against Russia," BLG International Trade and Arbitration Bulletin, May 8 2014.
- Contributor, Pocketbook on Canadian Export Controls, BLG, February 2012.
- Author, "Conflicts of Interest: Bidders Beware," Frontline Defence, November 2008.

- Author, "Canadian International Trade Tribunal Adjudicates Procurement Disputes," *The Lawyers Weekly*, April 1, 2005.
- Author, "Canadian International Trade Tribunal Adjudicates Procurement Disputes," *The Lawyers Weekly*, April 1, 2005.
- Speaker, "Legal Aspects of Government Contracting Panel," Federal Government Procurement Conference of the Americas, Vancouver, November 15-17, 2004.
- Co-Author, "Government Procurement," *International Trade and Investment Law in Canada*, Thomson Carswell, 2003.
- Author, "The Tort of Negligence and Pre-Contractual Negotiations," *Professional Liability and Discipline Litigation*, 2000, VII(3).
- Regularly presents at seminars on government contracting and procurement, export controls, economic sanctions and energy related matters.

Rankings and Recognitions

- Selected by peers for inclusion in the 2017 edition (and since 2006) of *The Best Lawyers in Canada*® (Energy Regulatory Law).
- Recognized in the 2017 and 2016 editions of *Chambers Canada — Canada's Leading Lawyers for Business* (Public Procurement).
- Recognized as a recommended lawyer in the 2017 and 2016 editions of *Legal 500 Canada* (Public Procurement).
- Recognized in the 2015, 2014 and 2013 editions of *Chambers Global — The World's Leading Lawyers for Business* (Public Procurement).
- Recognized as a leading energy lawyer in the 2016, 2015, 2014 and 2013 editions of the *Lexpert*®/Report on Business Special Edition on Energy.
- Recognized in the 2016, 2015, 2014 and 2013 editions of *Who's Who Legal — Canada* (Public Procurement).
- Recognized in the 2016 edition of *Who's Who Legal: Government Contracts*.
- Recognized in the 2017 edition of *Who's Who Legal - Compendium Edition*.
- Recognized in the 2016, 2015, 2014 and 2013 editions of *The Canadian Legal Lexpert Directory* (Energy - Electricity).
- Recognized in the 2016 edition of the *Lexpert*® Guide to the Leading US/Canada Cross-Border Corporate Lawyers in Canada (Energy: Electricity).



Education and Bar Admission

- BA (Hons.) in Political Science, University of Manitoba, 1994
- MA in International Relations, McMaster University, 1996
- LLB, University of Ottawa, 1999
- Ontario, 2001

Professional Involvement

- Member, Law Society of Upper Canada
- Member, Law Society of Nunavut
- Member, International Bar Association
- Member American Bar Association
- Member, Canadian Bar Association
- Member, Advocate's Society