

“Nation” Building: Canadian Community Continues to Build Influence within RSPA

By Stephen Gift

On the afternoon of Monday, August 3rd, the RSPA Canadian Community gathered for its annual summer networking event during RetailNOW® 2015. The Canadian Community opens its arms to all RSPA Members who are from or do business in Canada, and is comprised of an active group of both vendors and resellers.

A community update from the Canadian Committee Chair, Jacques LaPierre, President of BlueStar Canada, as well as a few words from some sponsors: Ann Klein (APG Cash Drawer), Cindy Marcoux (Mercury, a Vantiv company) and Jean-Luc Major (Star Micronics). The luncheon came on the heels of the RSPA Membership Meeting, in which Committee Co-Chair Paul Leduc (Globe POS Systems, Inc) was re-elected to the RSPA Board of Directors, taking one of the three open reseller seats. Leduc’s re-election has great significance for Canadian members, since his presence on the RSPA’s governing body elevates the visibility of the Canadian perspective within RSPA.

The networking luncheon was capped off by an informative presentation from RSPA’s Legal counsel, Bob Goldberg. In his opening remarks, Goldberg termed the Canadian Community a “Nation,” reflecting the huge potential Canada has to become a larger segment of RSPA members, as well as the potential for the community to have significant influence within the Association. He then proceeded to review over twenty areas where Canadian members could avail themselves to legal assistance from RSPA—a fact that may not be widely known by Canadian members, since Goldberg is U.S. based. Included in the legal assistance areas available to Canadian businesses is the recently

introduced Canadian Template for Terms and Conditions of Sale. A result of ongoing feedback from Canadian members, this template is an example of the support Canadians can receive from RSPA’s Legal Counsel. Additionally, relationships with suppliers do not vary across the border and the Legal Hotline can help with insights as to experiences encountered in the United States. Migrating from a break fix environment to managed services is a universal process that requires a new look at organization; documentation, and compensation. Goldberg reiterated that Legal Services can help in this transition.

The consensus from event attendees (The Canadian Nation) was pleased with the efforts RSPA has made to bring them greater benefits by recognizing their specific needs.

Plans for the next Canadian Community event will be announced this fall. For those interested in participating with the Canadian Committee, contact Membership@GoRSPA.org. **c**



Canadian Community Sponsors 

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www.GoRSPA.org/Canada

If you have questions for Bob Goldberg, RSPA members can receive unlimited consultation.

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