



Doing Business with the Government of Canada

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Office of Small and Medium Enterprises (OSME)
Public Works and Government Services Canada, Ontario Region



Public Works and
Government Services
Canada

Travaux publics et
Services gouvernementaux
Canada

Canada

Objectives

- Introduce the Office of Small and Medium Enterprises (OSME).
- Highlight procurement opportunities for Small and Medium Enterprises (SMEs).
- Present Government of Canada purchasing principles and thresholds.
- Describe general procurement approaches used by the Government of Canada.
- Present an overview of OSME services to support SMEs



Office of Small and Medium Enterprises

- Provides assistance and information on how to sell your goods and services to the Government of Canada.
- Works to reduce barriers on your behalf in an effort to ensure fairness.
- Assists you in navigating the procurement process.
- Provides you with suggestions about where you may find opportunities.



Over 210,000 individuals and suppliers have been assisted through our national awareness program activities since 2006.

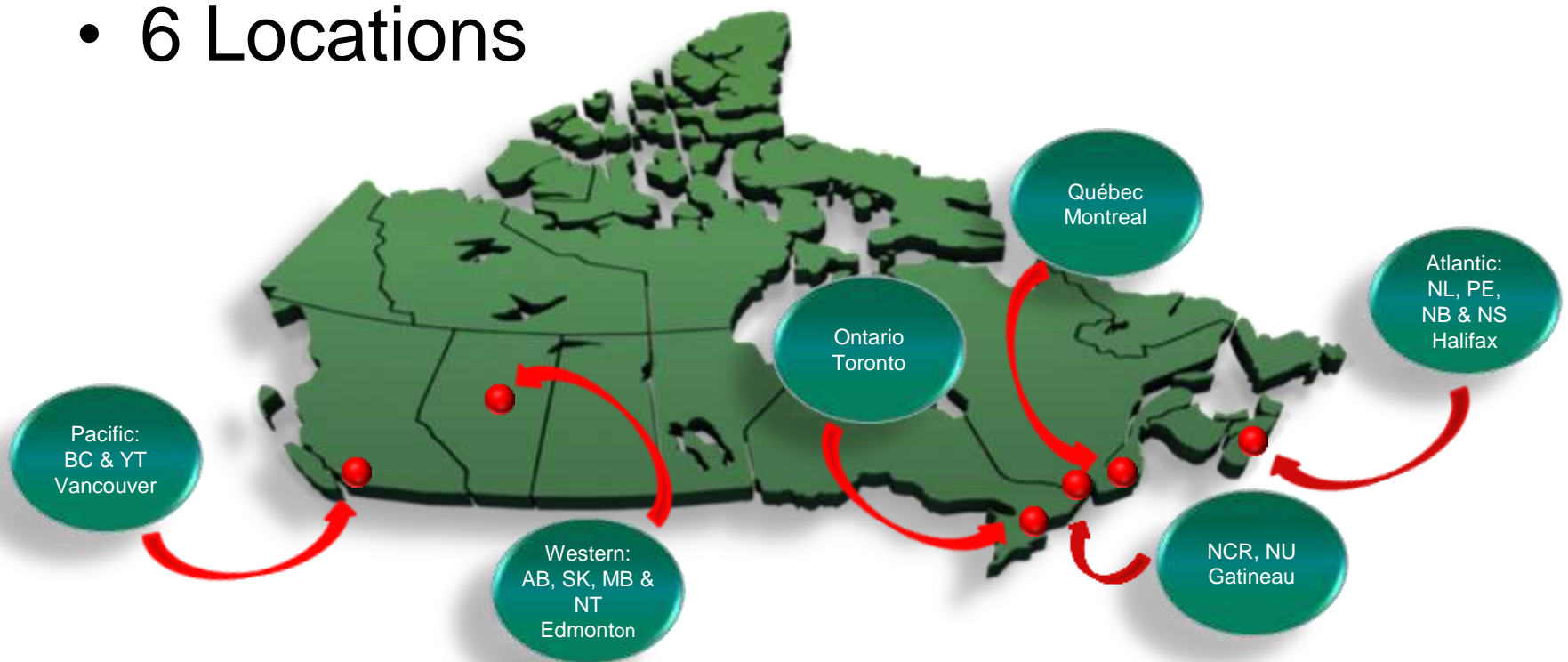
The Build in Canada Innovation Program

- The Build in Canada Innovation Program (BCIP) helps companies bridge the pre-commercialization gap by procuring and testing late stage innovative goods and services within the federal government before taking them to market.
- Businesses receive valuable feedback from the testing of their innovations in federal departments and agencies.
- The BCIP targets innovations in the following priority areas:
 - Standard Component: Environment; Safety and Security; Health; and Enabling Technologies.
 - Military Component: Arctic and Maritime Security, Command & Support, Cyber-Security, In-Service Support, Protecting the Soldier, and Training Systems.



National and Regional Offices

- 6 Locations



Opportunities for SMEs

- The Government of Canada is one of the largest buyers of goods and services in Canada.
- Buys billions of dollars of a wide range of goods and services each year.
- Opportunities for contracts exist ranging from hundreds to billions of dollars.
- Small and Medium Enterprises received approximately three-quarters (more than 14,000 of the close to 18,000 contracts) awarded annually to suppliers in Canada, by PWGSC.



Contracting with the Government of Canada

- Public Works and Government Services Canada (PWGSC) is the main procurement arm of the federal government.
- It is important that all procurement activities be conducted in an open, fair and transparent manner, and that all suppliers have an equal chance at doing business with us.
- Federal laws and regulations as well as Treasury Board of Canada policies guide the Government of Canada's procurement process.

Procurement Strategy for Aboriginal Business (PSAB)

- Aims to increase federal contracting opportunities and to gain access to the overall federal procurement process for Aboriginal businesses.
- A national Government of Canada initiative led by Aboriginal Affairs and Northern Development Canada.
- The [Aboriginal Business Directory](#) lists companies registered under PSAB.

Delegated Purchasing Authorities within the Government of Canada

Delegated purchasing authorities of
departments and agencies

Goods
up to \$25,000

Services and
Construction Projects
up to \$2,000,000

For procurements over these levels, departments and agencies
work with PWGSC.

Key Trade Agreements Affecting Procurement

Agreement	Goods	Services	Construction
North American Free Trade Agreement (NAFTA)	\$28,900	\$89,600	\$11,600,000
Agreement on Internal Trade (AIT)	\$25,000	\$100,000	\$100,000
World Trade Organization Agreement on Government Procurement (WTO-AGP)	\$221,400	\$221,400	\$8,500,000

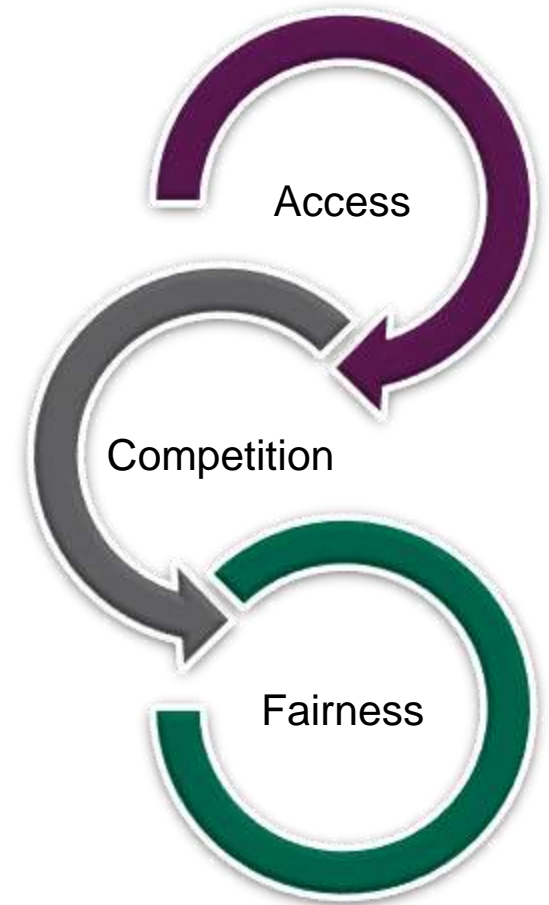
Notice of Proposed Procurement must be posted on Buyandsell.gc.ca/tenders

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Procurement Under \$25,000

- The majority of contracts under \$25,000 are awarded using a competitive process, though there are non-competitive approaches used in some circumstances.
- Aims to get best value for Canadians while enhancing access, competition and fairness to businesses.
- Familiar way of working, but an exhaustive list of potential clients can make it challenging to identify the best fit.
- Suppliers may be identified through networks and research as well as various federal supplier registration systems.



Publicly-Tendered Procurement

- Procurement of goods and services over \$25,000 is done through the solicitation of bids and quotes from potential suppliers using a variety of methods.
- The four most commonly used are:
 - An Invitation to Tender (ITT)
 - A Request for Proposal (RFP)
 - A Request for Standing Offer (RFSO)
 - A Request for Supply Arrangement (RFSA)
- The tender notice will indicate the method of procurement being used and will outline the solicitation documents.

Buyandsell.gc.ca

Buyandsell.gc.ca is the authoritative source for government procurement information, including:

- How to register as a supplier;
- Procurement policies and guidelines;
- Past and current procurement data;
- Key procurement contacts in departments and agencies;
- Government of Canada procurement initiatives and programs; and
- Information related to upcoming events and seminars.



OSME Weekly Wednesday Seminars/Webinars

Seminars/Webinars	Week of the Month	Time
Doing Business with the Government of Canada	1 st and 3 rd	10:00 – 12:00
Obtaining Security Clearance	1 st	1:00 – 3:00
Bidding on Opportunities	2 nd	1:00 – 3:00
Supplying Professional Services	3 rd	1:00 – 3:00
Build in Canada Innovation Program (BCIP)	4 th	1:00 – 3:00
Defence and Security Procurement	5 th When Available	1:00 – 3:00
One-on-One Supplier Meetings	Upon Request	Based on Availability

OSME Contact Information

Buyandsell.gc.ca

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QueBPME.QueOSME@tpsgc-pwgsc.gc.ca

Western Region – Edmonton

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Toll free: 1-855-281-6763

Facsimile: 780-497-3506

osme-bpme-wst@pwgsc-tpsgc.gc.ca

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Ontario Region – Toronto

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www.pwgsc.gc.ca/ontario/osme

National Capital Region – Gatineau

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Pacific Region – Vancouver

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