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Au service du
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CANADIENS.

An overview of Government Procurement in Canada

November 12, 2020

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Public Services and
Procurement Canada

Services publics et
Approvisionnement Canada

Canada

Topics to be Discussed

- How the Office of Small & Medium Enterprises can assist you
- Public procurement in Canada
- How the Government of Canada procures goods and services
- Buyandsell.gc.ca



Office of Small and Medium Enterprises (OSME)

Consulting with industry to improve federal procurement

Providing guidance and advice to federal procurement professionals



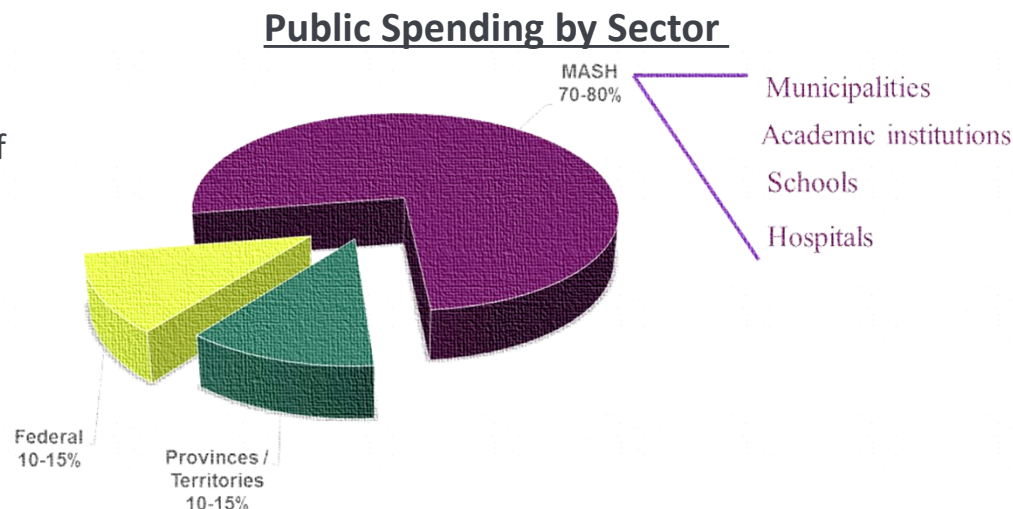
Identifying and reducing barriers in federal procurement

Engaging, assisting and informing SMEs on how to sell goods and services to the Government of Canada



Public Sector Procurement in Canada

- **Estimate:** Public procurement in Canada amounts to **at least \$200B** annually
- Average annual procurement value managed by the Government of Canada over the last three fiscal years – **\$23B**
 - Federal spending ranges between 10-15% of total public spend
 - **\$17B**, or 74% of total purchases, were managed by PSPC
 - **\$6B**, or 26% of total purchases, were managed by other government departments/agencies
- Future *CanadaBuys* website will be a portal for all levels of government in Canada in 2022



Procurement Principles and Priorities

- Federal laws, regulations and policies guide the Government of Canada's procurement process, based on the following principles:
 - ✓ **Openness**
 - ✓ **Fairness**
 - ✓ **Transparency**

- 2019 Ministerial mandate letter from PM Trudeau:
 - Support economic policy goals including **green and social procurement**.
 - **Increase the diversity of bidders** on government contracts.

CETA Trade Agreement

Canada's free trade agreement with the European Union includes procurement and trade obligations. Each trade agreement lays out thresholds and exceptions for different goods and services.

| | Entities (departments and agencies) | | | Crown corporations and other government enterprises | | |
|--|--|-----------|--------------|--|-------------------------------|--------------|
| | Goods | Services | Construction | Goods | Services | Construction |
| CETA Agreement | \$238,000 | \$238,000 | \$9,100,000 | <u>Section A</u> \$650,000 | <u>Section A</u> \$650,000 | \$9,100,000 |
| World Trade Organization Agreement (WTO-GPA) | \$238,000 | \$238,000 | \$9,100,000 | \$650,000 | \$650,000 | \$9,100,000 |
| Location of tenders (until 2022) | BuyandSell.gc.ca | | | Other tendering sites | | |
| Location of tenders (after 2022) | Canadabuys.canada.ca (SAP Ariba platform) | | | | | |

Procurement Methods

| Invitation to Tender (ITT) | Standing Offer (SO) | Supply Arrangements (SA) | Contractual RFPs |
|--|---|--|---|
| Used for straightforward procurements (e.g., off-the-shelf goods) when a SO is not available to meet the need. | An offer from a potential supplier to provide goods and/or services at pre-arranged prices, under set terms and conditions, when and if required. | An SA allows to solicit bids from a pool of pre-qualified suppliers for specific requirements. | Request for Proposal (RFP) are used for basic and complex procurements where the award is based on several criteria or value is above <u>trade agreement</u> thresholds. |
| Process could be as simple as requesting prices by phone or email followed by placing an order. | Used to meet recurring needs for specific goods and services. | Used when goods or services are bought on a regular basis but when a SO is not suitable due to the complexity of requirements. | Posted on Buyandsell.gc.ca with all contractual terms and conditions (unless otherwise specified). |
| Awarded mostly on a lowest cost basis. | It is <u>not</u> a contract until the government issues a “call-up” against the standing offer. | A contract is established with the successful bidder. | The award notice constitutes a contract in most cases. |



Example RFP – SaaS – Database transformation




Fish Health Audit and Surveillance Database Transformation (F5211-200050)

The Government of Canada needs products and services in support of Canada's response to COVID-19.

[Learn how to supply a needed product or service](#)

Tender Notice - Request for Proposal (RFP)

Status Active
Days until closing 2 weeks 4 days hence

| Dates | | Notifications | |
|---|---|---|--|
| Publication date | 2020/10/13 | Get notifications for this tender notice:    For more information on notifications, visit the Follow Opportunities page. | |
| Amendment date | 2020/10/30 | Find out who is interested in this tender Are you looking for partnering opportunities or thinking about bidding? Find out who is interested in the tender and add your name to the List of Interested Suppliers. Important: The LIS for a specific tender notice does not replace or affect the tendering procedures in place for the procurement. Businesses are still required to respond to bid solicitations and to compete based on established bid criteria. For more information please read the List of Interested Suppliers Terms of Use . | |
| Date closing | 2020/11/23 14:00 Atlantic Standard Time (AST) | | |
| Details | | | |
| GSIN D302A: Informatics Professional Services | | Region of delivery British Columbia | |
| End user entity Fisheries and Oceans Canada | | Procurement entity Fisheries and Oceans Canada | |
| Region of opportunity World | | Tendering procedure Open | |
| Trade agreement Canada-Chile Free Trade Agreement (CCFTA) Canada-Colombia Free Trade Agreement Canada-Peru Free Trade Agreement (CPFTA) World Trade Organization-Agreement on Government Procurement (WTO-AGP) Canada-Panama Free Trade Agreement | | Reference number PW-20-00929590 | |
| Activity The following statistics are only for the English page and are provided in close to real time. To calculate the total activity for a tender notice, you will need to add | | | |

Tender Notice Includes:

- Description of the good or service requested (usually in “Statement of Work” section)
- closing date
- security requirements
- region of delivery
- evaluation criteria
- basis of selection
- payment terms



Buyandsell.gc.ca

The **authoritative source** for Government of Canada procurement opportunities and information.

Buyandsell.gc.ca
Public Works and Government Services Canada

For Businesses For Government Goods and Services Applications Procurement Data

The Government of Canada needs products and services in support of Canada's response to COVID-19.
[Learn how to supply a needed product or service](#)

Find opportunities with Buyandsell.gc.ca/tenders

Government of Canada Tenders on Buyandsell.gc.ca

Access Government of Canada [Tenders](#) for free and without registering by using the quick search icons below.

[New Today](#) [Amended Today](#) [Active](#) [Goods](#) [Services](#)

[Closing in 24 Hours](#) [Expired](#) [Awards](#) [Services related to Goods](#) [Construction](#)

NATO Tenders on Buyandsell.gc.ca

Access NATO Support and Procurement Agency (NSPA) [Tenders](#) by using the quick search icons below.

[NATO Active](#) [NATO Goods](#) [NATO Services](#)

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Attention! COVID-19 Updates

- [Supplying goods and services in support of Canada's response to COVID-19](#)
- [Government of Canada PPE Supply Hub](#)

Help For Businesses

- [Webinars about doing business with the Government of Canada](#)
- [Register as a supplier to get a Procurement Business Number \(PBN\)](#)
- [Support for smaller businesses](#)
- [Contacts for Businesses](#)

Have questions?

If you need help understanding the federal procurement process or registering as a supplier, call the [InfoLine at 1-800-811-1148](#).

Consultations and Reports [More](#)

- [New Contract Modernization Initiative](#)
- [Vendor Performance Management - Summary of Stakeholder Engagement](#)

Procurement Complaints

- [Bid Challenge and Recourse Mechanisms](#)
- [Dispute Resolution](#)
- [Federal Contracting Fraud Tip Line](#)

Buyandsell.gc.ca
Public Works and Government Services Canada

For Businesses For Government Goods and Services Applications Procurement Data

Home > Procurement Data > Search > office supplies > Tender Notice > GC Tender Notice > Goods

Search

The Government of Canada needs products and services in support of Canada's response to COVID-19.
[Learn how to supply a needed product or service](#)

office supplies [Search](#)

Did not find what you're looking for? [Search all Government of Canada websites](#)

Filter your results

Selected filters

- Tender Notice | X
- GC Tender Notice | X
- Goods | X

Clear all filters

Procurement Data

- X Tender Notice
 - GC Tender Notice
 - Notice of Proposed Procurement (NPP) (1729)
 - Request for Proposal (RFP) (1725)
 - Advance Contract Award Notice (ACAN) (1287)
 - Letter of Interest (LOI)/Request for Information (RFI) (721)
 - Request for Quotation (RFQ) (380)
 - Invitation to Tender (ITT) (217)
 - Request for Standing Offer (RFSO) (69)
 - Request for Supply

Get notifications for this search result: [Email](#) [RSS](#) [Facebook](#)
For information on notifications, visit the [Follow Opportunities](#) page.

Showing items 1 through 10 of 22283 for office supplies.

Choosing a "Results per page" or "Sort results by" option will automatically update your search results.

Results per page: 10 Sort results by: Best match

GC | Tender Notice
[Tent components and parts \(W9486-207231/A\)](#)
<https://buyandsell.gc.ca/procurement-data/tender-notice/PW-20-00917702>

| | |
|---------------------------|--|
| Publication status | Active |
| Publication date | 2020-06-16 |
| Amendment date | 2020-10-14 |
| Date closing | 2020-10-30 14:00 Eastern Daylight Time (EDT) |
| GSIN description | N8340: Tents and Tarpsaulins N5320: Rivets N5305: Screws N5340: Hardware, Commercial N5325: Fastening Devices N4010: Chain and Wire Rope N8010: Paints, Dopes, Varnishes and Related Products N8315: Notions and Apparel Findings Notice of Proposed Procurement (NPP) Department of National Defence World Alberta, Quebec |

Notice type
Procurement entity
Region of opportunity
Region of delivery

Search

Results

GSIN: Goods and Services Identification Number. These are codes that PSPC uses to categorize goods and services. They can be used to run searches in Buyandsell.

Features of Buyandsell.gc.ca

- Free access, no registration required
- Search engine based on plain language and filters (or GSIN codes)
- Subscription to a web feed/email notification for updates on opportunities
- Data for tenders, previous contracts, and standing offers and supply arrangements
- Open data available
 - Contract history



Subscribe to follow procurement opportunities

- Buyandsell.gc.ca has an e-mail notification feature for tender notices and related amendments, awards and information.

Step 1: Find the tender notice on Buyandsell.



Step 2: Select the e-mail icon in the tender notice.



Step 3: Complete the subscription form.

Step 4: Respond to the confirmation e-mail within 48 hours to receive updates.

[Subscribe](#) [Cancel](#)

Post-Award Actions

- 1) Once a procurement process has concluded, unsuccessful bidders may request PSPC provide a bid debrief.
<https://buyandsell.gc.ca/for-businesses/selling-to-the-government-of-canada/bid-follow-up/supplier-debriefings>
- 2) The Office of the Procurement Ombudsman (OPO) is a neutral and independent organization of the Government of Canada that helps resolve contracting disputes between businesses and the federal government. (<http://www.opo-boa.gc.ca/>)
- 3) For disputes involving Canada's trade obligations, cases can be referred to the Canadian International Trade Tribunal (CITT). (<https://citt-tcce.gc.ca>)

Registering in the Supplier Registration Information System

- We recommend foreign firms apply for a Business Number from the Canada Revenue Agency sooner rather than later.
 - Process has a few extra steps for foreign firms
- A Procurement Business Number (PBN) is needed to receive payment from PSPC
- A PBN will be supplied to you through the registration process in the [Supplier Registration Information](#) (SRI) System
 - Refer to registration information on BuyAndSell.gc.ca
- **OSME is there to help suppliers with this process**



For Further Information or Assistance

- OSME's Regional offices **raise awareness** of OSME services, and **assist** suppliers in doing business with government
 - Canada.ca/OSME
- **OSME National Infoline**
 - 1-800-811-1148
- **OMSE General E-mail:**
BPME.OSME@tpsgc-pwgsc.gc.ca



Buyandsell.gc.ca
Public Works and Government Services Canada

Canada

For Businesses For Government Goods and Services Applications Procurement Data

Home > Event Calendar

Event Calendar

The Government of Canada needs products and services in support of Canada's response to COVID-19.
[Learn how to supply a needed product or service](#)

November 4

| Title | Subject | City | Date | Language |
|--|--|---------|--|----------|
| Doing business with the government of Canada (webinar) | Office of Small and Medium Enterprises (OSME) business seminars and events | Toronto | Wednesday, November 4, 2020 - 10:00 to 12:00 | English |

November 12

| Title | Subject | City | Date | Language |
|--|--|---------|--|----------|
| Bidding on opportunities (webinar) | Office of Small and Medium Enterprises (OSME) business seminars and events | Toronto | Thursday, November 12, 2020 - 10:00 to 12:00 | English |

November 18

| Title | Subject | City | Date | Language |
|---|--|---------|---|----------|
| Supplying professional services (webinar) | Office of Small and Medium Enterprises (OSME) business seminars and events | Toronto | Wednesday, November 18, 2020 - 10:00 to 12:00 | English |

November 2020

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| 15 | 16 | 17 | 18 | 19 | 20 | 21 |
| 22 | 23 | 24 | 25 | 26 | 27 | 28 |
| 29 | 30 | | | | | |

City

Coverage
- Select Coverage -

<https://buyandsell.gc.ca/event-calendar>



Questions?

