



I Do Business National Summit and Tradeshow

What is Procurement and Why is it Important for Aboriginal Business?



Public Works and
Government Services
Canada

Travaux publics et
Services gouvernementaux
Canada

Canada 

What is the Office of Small and Medium Enterprises (OSME)?



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.

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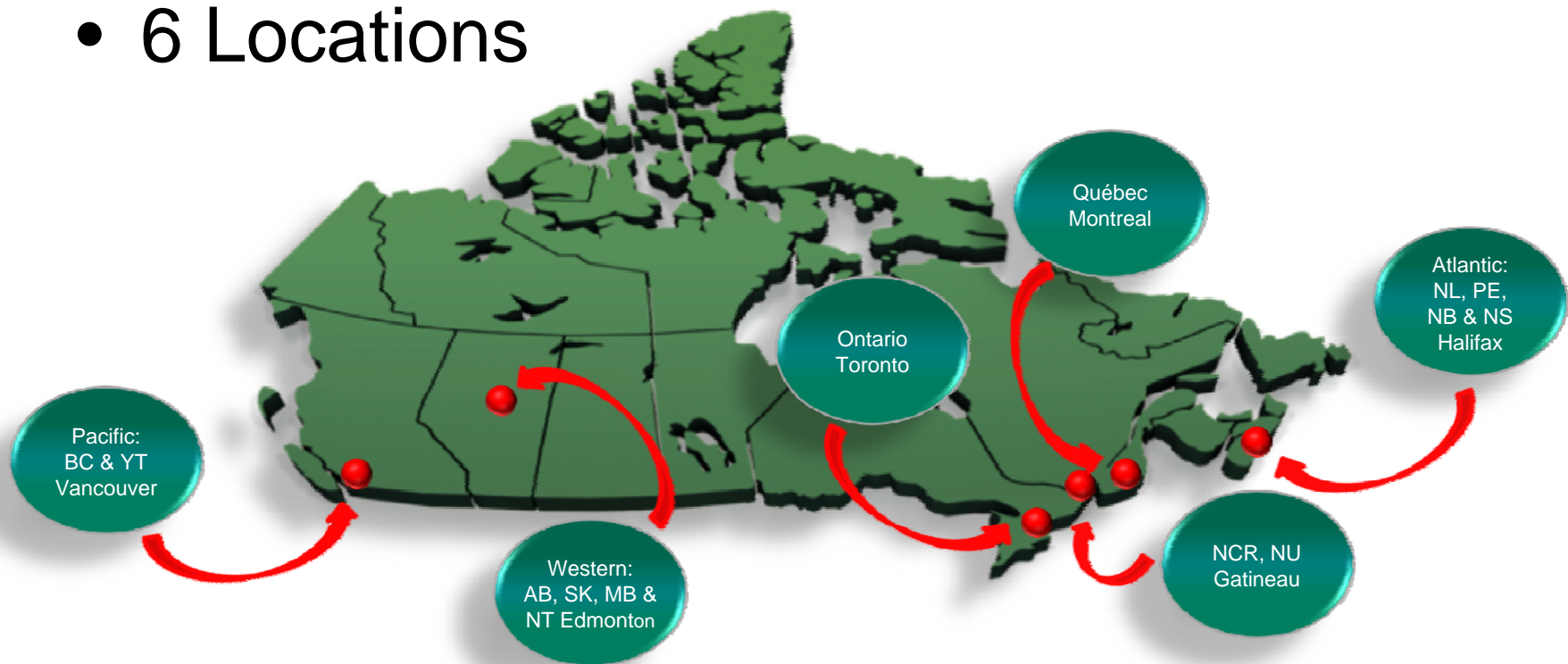
Public Works and
Government Services
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National and Regional Offices

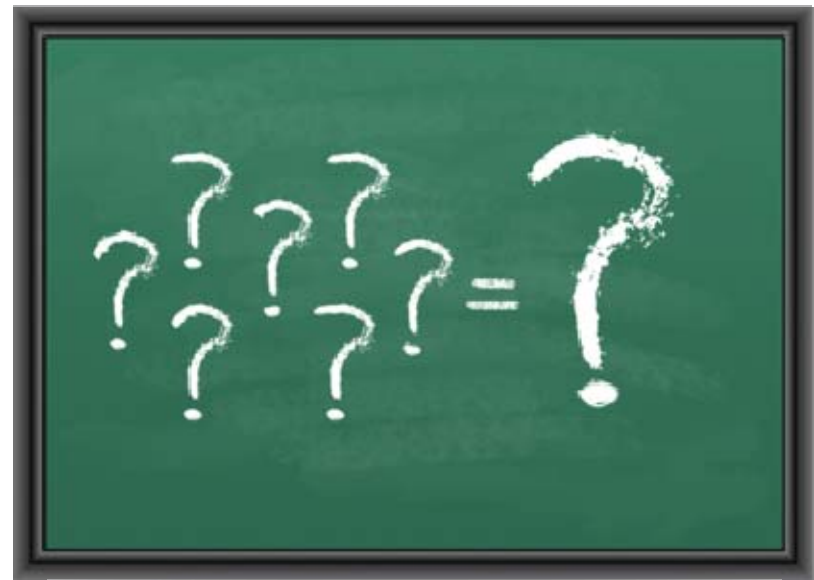
- 6 Locations



What is Procurement?

Buying goods & services
from external sources

Defined process that
promotes fair and open
competition



Contracting with the Public Sector

- Public Works and Government Services Canada (PWGSC) is the main procurement arm of the federal government. Provincial Governments have main purchasing arms as well.
- All organizations conduct procurement activities in an open, fair and transparent manner, and that all suppliers have an equal chance at doing business with us.
- Laws, regulations and policies will guide the procurement process.



Soliciting Bids & Quotes

- Procurement of goods and services is done through the solicitation of bids and quotes from potential suppliers using a variety of methods, such as:
 - An Invitation to Tender (ITT)
 - A Request for Quotation (RFQ)
 - A Request for Proposal (RFP)
 - A Request for Standing Offer (RFSO)
 - A Request for Supply Arrangement (RFSA)



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 must work with PWGSC or seek authority from Treasury Board for a specific contract.

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Trade Agreements Affect Procurement

Agreement	Goods	Services	Construction
North American Free Trade Agreement (NAFTA)	\$25,200	\$80,400	\$10,400,000
Agreement on Internal Trade (AIT)	\$25,200	\$100,000	\$100,000
World Trade Organization Agreement on Government Procurement (WTO-AGP)	\$200,900	\$200,900	\$7,700,000

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

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Finding Opportunities

- Federal Government: <https://Buyandsell.gc.ca>
- Province of Manitoba: <http://MERX.com>
- Province of Alberta (and MASH sector):
<http://www.purchasingconnection.ca>
- Province of Saskatchewan (and MASH):
<https://sasktenders.ca>

Others:

Look for links on: buyandsell.gc.ca/procurement-data/tenders/other-government-tender-sites



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Why is Procurement Important to Aboriginal Businesses?



Opportunities for SMEs

- Governments are 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 of the contracts awarded annually to suppliers in Canada, by PWGSC.



Opportunities for SMEs

- Fair Business Practices: Bid is evaluated and scored based on pre determined criteria and compared to the scores of your competitors.
- Buying locally where possible
- Procurement Programs for Aboriginal Business



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.



Government of Manitoba: Aboriginal Purchasing Initiative

- Aims to increase the participation of Aboriginal peoples and suppliers in providing goods and services.
- http://www.gov.mb.ca/mit/psb/api/ab_proc.html



BC Hydro, Sask Power

- Both Corporations have an Aboriginal Procurement policy and practices to increase greater access for Aboriginal Businesses...”
- <http://www.bchydro.com/about/suppliers/aboriginal-procurement.html>
- [http://saskpower.com/about-us / procurement](http://saskpower.com/about-us/procurement)



Government of Ontario

- Aboriginal Business Pilot Program
“helps connect Aboriginal businesses with opportunities to become one of the government’s suppliers of goods or services”
- <https://www.ontario.ca/aboriginal/aboriginal-businesses-bidding-government-contracts>



What's Next?



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Do Some Homework....

Research

- Make a list of public entities that might want your goods or services
- Check out websites
- Find out how purchasing is done.

Build Relationships

- Gather Contact names from websites
- Let departments know you are out there!



Do Some Homework....

Research

- Find out about any Aboriginal Procurement programs, like PSAB or API.
- Contract History - what has the government bought in the past?

Build Relationships

- Register for any vendors lists, or supplier lists that are available.
- Purchasing departments are happy to help – never be afraid to ask questions.
- Submit a bid.



OSME Contact Information

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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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