



Respect ♦ Integrity ♦ Excellence ♦ Leadership

Serving
GOVERNMENT,
Serving
CANADIANS.

Doing Business with the Government of Canada

Presented by:
The Office of Small and Medium Enterprises (OSME)
Public Works and Government Services (PWGSC)

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Public Works and
Government Services
Canada

Travaux publics et
Services gouvernementaux
Canada

Canada 

Overview

- Understanding the Process
 - Who does the buying?
 - What does the Government of Canada buy?
- Office of Small and Medium Enterprises (OSME)
 - Seminars
- Registering as a Supplier
- Promoting your Products and Services
- Searching for Opportunities
- Canadian Innovation Commercialization Program (CICP) ²



Who does the buying?

Government of Canada

- The federal government is one of the largest buyer of goods and services in Canada
- Purchases approximately \$15 - 20 billion in goods and services annually
- Public Works and Government Services Canada (PWGSC) is the largest buyer of goods and services for the federal government.
- PWGSC manages procurement for over 100 federal departments and agencies.



Includes \$6.2B in Military Procurement

(1) Based on 3 year average 2005-2008



OSME Seminars

- **Understanding the Process - the Fundamentals (Seminar 1)**
 - » Every Wednesday 9:30 to 11:30 a.m.
- **Bidding on Opportunities (Seminar 2)**
 - » Every Wednesday 12:00 to 2:00 p.m.
- **Understanding Professional Services (PS) Online**
 - » 2nd Wednesday of each month 2:30 to 3:30 p.m.
- **Supplying Professional Services**
 - » 3rd Wednesday of each month 2:30 to 3:30 p.m.
- **Obtaining Security Clearance**
 - » 4th Wednesday of each month 2:00 to 3:00 p.m.
- **Supplying Architecture, Engineering and Construction Services**
 - » 5th Wednesday of each month 2:30 to 3:30 p.m.
- **Understanding the Canadian Innovation Commercialization Program (CICP)**
 - » 1st Wednesday of each month 2:30 to 3:30 p.m.
- **Register at www.buyandsell.gc.ca**



Supplier Registration Information (SRI)

- Accessible to all federal government buyers and used to identify potential suppliers
- Register using your **Canada Revenue Agency Business Number** (GST/HST Number) and legal name
- Register:
- Online: <https://srisupplier.contractsCanada.gc.ca/>
- By telephone: 1-800-811-1148



Professional Services (PS) Online

www.tpsgc-pwgsc.gc.ca/app-acq/sp-ps/index-eng.html

- Procurement tool for professional services in areas such as:
 - Information Technology
 - Human Resources Management
 - Organizational Management
 - Project Management
 - Organization and Classification Services
 - Change Management / Organizational Development Services
- For professional services contracts up to \$78,500
- Contact: Sharon Dent at
rcnspenligne.ncrpsonline@tpsgc-pwgsc.gc.ca

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SELECT

<https://select.pwgsc-tpsgc.gc.ca>

- Database of approved suppliers in
 - Construction
 - Architecture
 - Engineering
 - Related maintenance and consulting services
- Government buyers use it for contracts up to:
 - \$78,500 – Architecture and Engineering
 - \$100,000 – Construction and Trades
- Contact: Sheila Dhanna
 - Telephone: 416-512-5855
 - Email: sheila.dhanna@pwgsc-tpsgc.gc.ca



Market Your Products & Services

- PWGSC is the Government of Canada's main buyer
- Other departments also purchase products & services within established authority levels.
- See Buy and Sell website to find contacts for federal buyers

<http://www.buyandsell.gc.ca>



Search for Opportunities

Government Electronic Tendering Service

www.merx.com



Search for Opportunities

MERX™

- Electronic tendering service on the Internet
- Federal government opportunities:
 - Public Works and Government Services Canada and other government departments post on MERX™
 - Look for the Canadian flag 
 - Contracts usually over \$25,000



Canadian Innovation Commercialization Program (CICP)

- The CICP is a new, \$40 million initiative, launched as part of the Government of Canada's commitment to promote Canada's economic growth as announced in Budget 2010.
- Created to bolster innovation in Canada's business sector, the CICP will help companies bridge the pre-commercialization gap for their innovative products and services.
- The CICP will target innovations in four priority areas: Environment; Safety and security; Health; and Enabling technologies.
- The program will consist of four Calls for Proposals, which will include a full description of the Priority Areas and specific criteria for selection.
- For more information:
 - Visit www.buyandsell.gc.ca/innovation
 - Regularly visit www.merx.com to find detailed requirements for any open Call for Proposals and to obtain details on how to submit a proposal.
 - Contact OSME



In conclusion

Points to remember:

- Are there opportunities? **Yes!**
- Register your company
- Search for opportunities on MERX™
- Research the markets and make yourself known to the buyers and end users



Questions?

OSME Ontario Region Web Site

www.pwgsc.gc.ca/ontario/osme

OSME Ontario Region Information Line

1-800-668-5378 or 416-512-5577

OSME Ontario Region E-mail

ont.osme@pwgsc-tpsgc.gc.ca

National Hot Line

1-800-811-1148

Thank You



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