

**RETURN BIDS TO:**  
**RETOURNER LES SOUMISSIONS À:**  
Bid Receiving  
PWGSC  
33 City Centre Drive  
Suite 480  
Mississauga  
Ontario  
L5B 2N5  
Bid Fax: (905) 615-2095

**LETTER OF INTEREST**  
**LETTRE D'INTÉRÊT**

Comments - Commentaires

Vendor/Firm Name and Address  
Raison sociale et adresse du  
fournisseur/de l'entrepreneur

Issuing Office - Bureau de distribution  
Public Works and Government Services Canada  
Ontario Region  
33 City Centre Drive  
Suite 480  
Mississauga  
Ontario  
L5B 2N5

<b>Title - Sujet</b> Immigration Holding Centre	
<b>Solicitation No. - N° de l'invitation</b> 47636-178281/B	<b>Date</b> 2014-04-16
<b>Client Reference No. - N° de référence du client</b> 47636-178281	<b>GETS Ref. No. - N° de réf. de SEAG</b> PW-\$TOR-224-6581
<b>File No. - N° de dossier</b> TOR-3-36295 (224)	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2014-05-01</b>	
<b>Time Zone</b> <b>Fuseau horaire</b> Eastern Daylight Saving Time EDT	
<b>F.O.B. - F.A.B.</b> <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Juan, Peggy	<b>Buyer Id - Id de l'acheteur</b> tor224
<b>Telephone No. - N° de téléphone</b> (905) 615-2467 ( )	<b>FAX No. - N° de FAX</b> (905) 615-2060
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>	

Instructions: See Herein

Instructions: Voir aux présentes

<b>Delivery Required - Livraison exigée</b>	<b>Delivery Offered - Livraison proposée</b>
<b>Vendor/Firm Name and Address</b> <b>Raison sociale et adresse du fournisseur/de l'entrepreneur</b>	
<b>Telephone No. - N° de téléphone</b> <b>Facsimile No. - N° de télécopieur</b>	
<b>Name and title of person authorized to sign on behalf of Vendor/Firm</b> <b>(type or print)</b> <b>Nom et titre de la personne autorisée à signer au nom du fournisseur/</b> <b>de l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b>	
<b>Signature</b>	<b>Date</b>

Solicitation No. - N° de l'invitation

47636-178281/B

Amd. No. - N° de la modif.

Buyer ID - Id de l'acheteur

tor224

Client Ref. No. - N° de réf. du client

47636-178281

File No. - N° du dossier

TOR-3-36295

CCC No./N° CCC - FMS No/ N° VME

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**PWGSC Office of Small and Medium Enterprise presented How to do business with the Government of Canada and Smart Procurement.**

NOTE: The power point presentations are attached.



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**CANADIANS.**

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# Doing Business with the Government of Canada



Public Works and  
Government Services  
Canada

Travaux publics et  
Services gouvernementaux  
Canada

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# Office of Small and Medium Enterprises

- OSME was created to support small and medium enterprises through the federal procurement process.
- Role is to engage, assist and inform SMEs on how to sell goods and services to the Government of Canada.
- OSME will work to reduce barriers to ensure fairness in the process.
- Build in Canada Innovation Program (BCIP)
- Engage SMEs on Smart Procurement Initiatives



# OSME Weekly Wednesday Seminars/Webinars

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

## Contact OSME at:

**416-512-5577 or 1-800-668-5378 or [ont.osme-bpme@pwgsc-tpsgc.gc.ca](mailto:ont.osme-bpme@pwgsc-tpsgc.gc.ca)**

Seminars/Webinars are held at 4900 Yonge Street, 2<sup>nd</sup> Floor, Toronto, Ontario

Register for Seminars/Webinars at [www.buyandsell.gc.ca](http://www.buyandsell.gc.ca) or

<http://www.pwgsc-tpsgc.gc.ca/ontario/osme-bpme>

Click on Seminars and Events/Events Calendar



# Doing Business with the Government of Canada

- How the Government of Canada procures goods and services and how to do business with the Government of Canada.
  - What the Government of Canada purchases
  - Procurement principles
  - Dollar limits
  - Competitive and non-competitive procurement
  - Procurement instruments
  - Learning how to register as a supplier
  - Building relationships
  - Locating relevant procurement data
  - Finding and bidding on opportunities



4



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# Goods and Services Sold by Ontario Region Vendors

## (Across the Country)

Fiscal Year 2010-2011 to 2012-2013, Yearly Average

	Vendor Size						
Sector	Small	%	Medium	%	Large	%	Total
Construction	\$145.54 M	32.5%	\$190.67 M	42.6%	\$111.19 M	24.9%	\$447.40 M
Goods	\$984.13 M	21.9%	\$661.52 M	14.7%	\$2,841.13 M	63.3%	\$4,486.78 M
Services	\$838.35 M	27.8%	\$439.41 M	14.6%	\$1,740.96 M	57.7%	\$3,018.72 M
Total	\$1,968.02 M	24.7%	\$1,291.60 M	16.2 %	\$4,693.28 M	59.0%	\$7,952.91 M

# Ontario Region Demand

Fiscal Year 2012 - 2013

Here are the top 10 goods and services provided to government departments in Ontario Region

1. Ground Effect Vehicles, Motor Vehicles, Trailers	\$766.2 m
2. IT Equipment, Software, Supplies and Support	\$626.3 m
3. Information Processing & Related Telecom Services	\$612.9 m
4. Custodial Operations and Related Services	\$319.5 m
5. Construction	\$255.1 m
6. Maintenance, Repair, Modification, Rebuilding	\$220.1 m
7. Ships, Small Craft, Pontoons & Floating Dock	\$215.5 m
8. Communications, Media, Conventions, Photography	\$185.3 m
9. Transportation, Cargo, Freight, Travel and Related Services	\$184.3 m
10. Professional, Administrative and Management Support	\$174.1 m
Top 10 Commodities Total	\$3,559.4 m
Others	\$1,697.1 m
Ontario Region Demand Total	\$5, 256.5 m





# Buyandsell.gc.ca Website

- The authoritative source for government procurement information
- One of the online resources that will be of great importance and help to you.



# The Government Electronic Tendering Service (GETS)

- Tenders on Buyandsell.gc.ca is the official source suppliers should rely on to find Government of Canada tenders.
- Tenders is easy to navigate and allows suppliers to search for new contract opportunities as well as see past contract awards.



8



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# Why get a Security Clearance or Screening?

- Government of Canada contracts require individuals who will be accessing Protected or Classified information to hold valid security clearances or screenings.
- Security requirements are identified by a Security Requirements Check List that accompanies each solicitation document.
- Make sure you complete the security requirements in a timely fashion, as delays in the security process could result in your bid being declared non-compliant.



9



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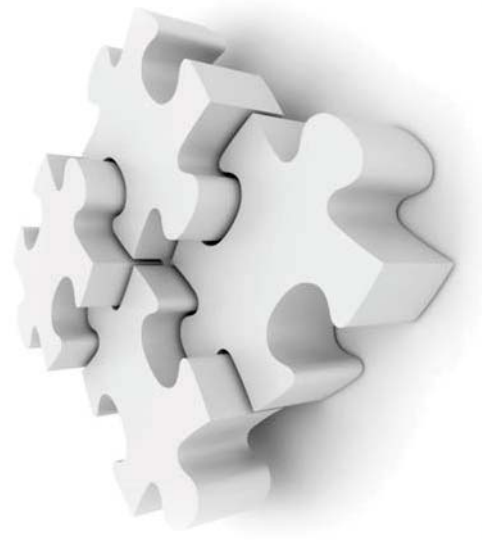
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# Smart Procurement



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# Smart Procurement

**Early  
Engagement**

**Effective  
Governance**

**Benefits for  
Canadians**

**Independent  
Advice**



## Smart Procurement

Early Engagement

Effective Governance

Independent Advice

Benefits for Canadians

# Early Engagement

- Early and ongoing **consultation and dialogue** with stakeholders
  - On needs identification, requirements, potential solutions, Ts & Cs, evaluation/selection methods
- Using a variety of methods and tools
  - Industry days, focus groups, one-on-one meetings
  - Webinar, project website, feedback questionnaire

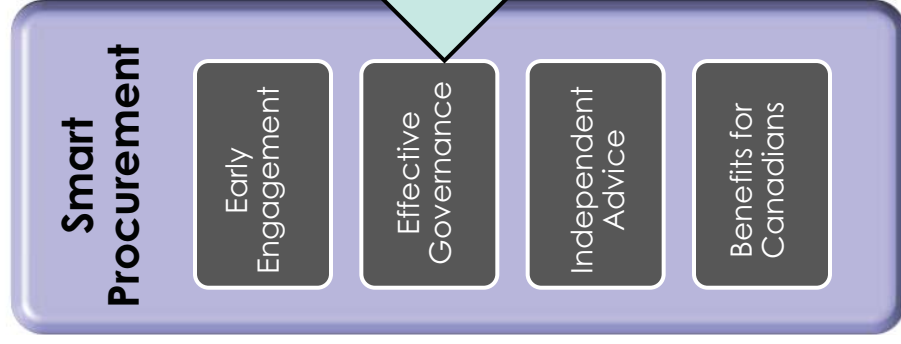


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# Effective Governance



- Senior management commitment and oversight
- Robust dispute/conflict resolution process
- Roles and responsibilities
  - Established Rules of Engagement

# Independent Advice

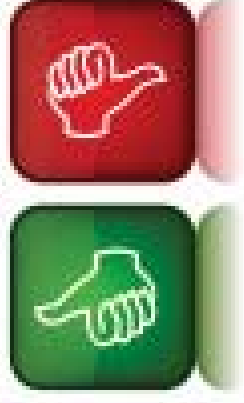
## Smart Procurement

Early Engagement

Effective Governance

Independent Advice

Benefits for Canadians



### Use of Third Party Experts to provide:

- Estimates
- Benchmarking
- Validation
- Advice
- Evaluations
- Oversight
- Fairness Monitor
- Industry associations, market experts



# Benefits for Canadians

## Smart Procurement

Early Engagement

Effective Governance

Independent Advice

Benefits for Canadians



- Industrial and Regional Benefits
- Benefits for Aboriginal businesses
- Increase opportunities, reduce barriers for Small and Medium Enterprises
- Global Value Chain (OEMs use of Canadian Suppliers)
- Encourage Innovation

15



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# Smart in Action

- National Shipbuilding Procurement Strategy (NSPS)
- Port Hope Area Initiative (PHAI) – Long Term Waste Management Facility
- Randle Reef Clean-up Project
- Supplier Stakeholder Network



# OSME Contact Information

**Buyandsell.gc.ca**

**National Infoline: 1-800-811-1148**

**Atlantic Region – Halifax**

Telephone: 902-426-5677

Facsimile: 902-426-7969

[osme-bpme-atl@pwgsc-tpsgc.gc.ca](mailto:osme-bpme-atl@pwgsc-tpsgc.gc.ca)

**Ontario Region – Toronto**

Telephone: 416-512-5577

Toll free: 1-800-668-5378

Facsimile: 416-512-5200

[ont.bpme-osme@pwgsc-tpsgc.gc.ca](mailto:ont.bpme-osme@pwgsc-tpsgc.gc.ca)

[www.pwgsc.gc.ca/ontario/osme](http://www.pwgsc.gc.ca/ontario/osme)

**Québec Region – Montréal**

Telephone: 514-496-3525

Facsimile: 514-496-5891

[QueBPME.QueOSME@tpsgc-pwgsc.gc.ca](mailto:QueBPME.QueOSME@tpsgc-pwgsc.gc.ca)

**National Capital Region – Gatineau**

Telephone: 819-953-7878

Facsimile: 819-956-6123

[RCNBPME.NCROSME@tpsgc-pwgsc.gc.ca](mailto:RCNBPME.NCROSME@tpsgc-pwgsc.gc.ca)

**Western Region – Edmonton**

Telephone: 780-497-3601

Toll free: 1-855-281-6763

Facsimile: 780-497-3506

[osme-bpme-wst@pwgsc-tpsgc.gc.ca](mailto:osme-bpme-wst@pwgsc-tpsgc.gc.ca)

**Pacific Region – Vancouver**

Toll free: 1-866-602

Facsimile: 604-775-7395-0403

[osme-bpme-pac@pwgsc-tpsgc.gc.ca](mailto:osme-bpme-pac@pwgsc-tpsgc.gc.ca)

17



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