



Serving
GOVERNMENT,
Serving
CANADIANS.

How can SMEs do business with the federal government



Public Works and
Government Services
Canada

Travaux publics et
Services gouvernementaux
Canada

Canada 

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.



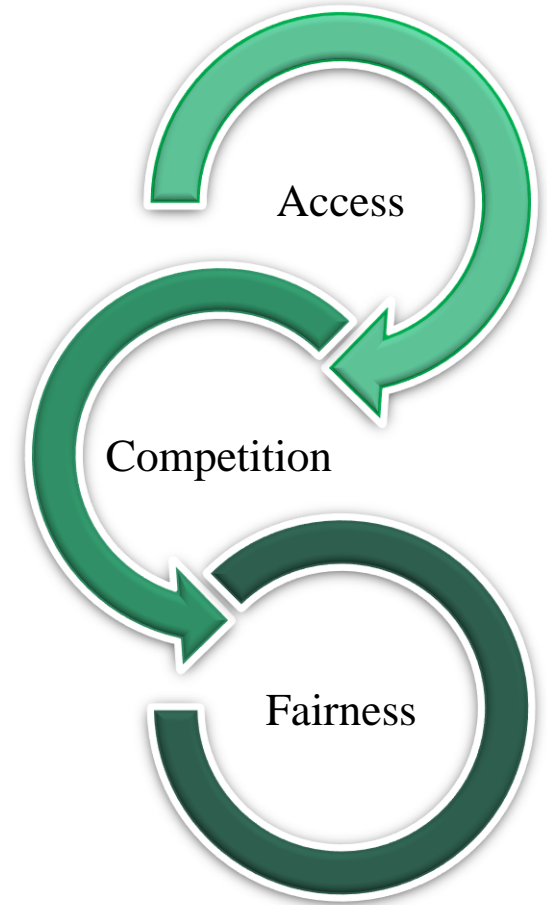
Opportunities for SMEs

- 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.



Procurement Under \$25,000

- Although the majority of contracts under \$25,000 are awarded using a competitive process, non-competitive approaches are 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.



Competitive Procurement over \$25,000

- 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.



The Non-Competitive Approach

- Delays could be injurious to public interest.
- Example: boats needed for an emergency evacuation.

Pressing
Emergency

Cost not
Exceeding
\$25,000

- Not considered cost effective to compete.
- Adjusted to \$100,000 for architectural, engineering services as well as international development assistance projects.

- For example: national security.

Not in Public
Interest

One Known
Supplier

- In cases such as copyright, licence or patent.



The Defence Procurement Strategy



- Delivering the right equipment in a timely manner.
- Leveraging purchases of defence equipment to create jobs and economic growth.
- Streamlining defence procurement processes.

Who are the Federal Players

Major Purchasers

- Department of National Defence
- Canadian Coast Guard
- Canadian Space Agency
- Public Safety
- Royal Canadian Mounted Police
- Canadian Security Intelligence Service
- Communications Security Establishment

Supports buyers and suppliers

- Public Works and Government Services Canada
- Industry Canada
- Department of Foreign Affairs, Trade and Development
- Canadian Commercial Corporation
- Regional Development Agencies



Defence Acquisition Guide (DAG)

- Designed to provide industry with the information they need to make informed research and development investments decisions based on potential requirements.
- Reflect the future operational requirements of the Canadian Armed Forces over a period of 5 to 20 years.
- This helps Canadian firms to be better positioned to compete for future Government of Canada and international defence procurement opportunities.





Naval Systems



Land Systems



Aerospace Systems



Joint and Other Systems



Services



Canadian Special Operations Forces
Command Services





2014
2015
2016
2017

DAG 2015 AEROSPACE SYSTEMS SERVICES

- Objective
- Requirements
- Preliminary Estimate
- Anticipated Timeline
- Point of Contact



The Build in Canada Innovation Program (BCIP)

- Is designed to assist Canadian businesses with innovative goods and services move their innovations from the laboratory to the marketplace.
- The primary purpose of this program is to stimulate innovation and R&D in the business sector by encouraging federal departments to test new goods and services
- Suppliers can then use feedback provided to further refine their innovation as they move toward full commercialization.
- In order to participate in this program, watch Buyandsell.gc.ca/tenders for calls for proposals.



Contact Information

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