



Doing Business with the Government of Canada



Ian R. Williamson
Senior Contracts Officer
PWGSC-Washington
Embassy of Canada
Tel: 202-682-7602
ian.williamson@pwgsc.gc.ca

Overview of Canadian Government Procurement

- **PWGSC Mandate and Organization**
- **Legal Environment**
- **Defence Production Act**
- **The Business in Numbers**
- **Contracting Principles and Objectives**
- **The Procurement Process**
- **Doing Business with the Government of Canada**

PWGSC Mandate

- **Public Works and Government Services Canada acts as a Common Service Agency for the Government of Canada**
- **Its activities are directed mainly toward providing other departments, boards and agencies with services in support of their programs**
- **Service Delivery includes:**
 - Real Property
 - Accounting and Banking
 - Receiver General
 - Informatics and Telecommunications
 - Procurement and Contracting (focus of presentation)

Legal Environment

- **Treasury Board Contracting Policy**
- **Financial Administration Act**
- **Department of Public Works and Government Services Act**
- **Trade Agreements**
- **Agreements affecting Aboriginal business**
- **Government Materiel Management Policies related to green procurement**

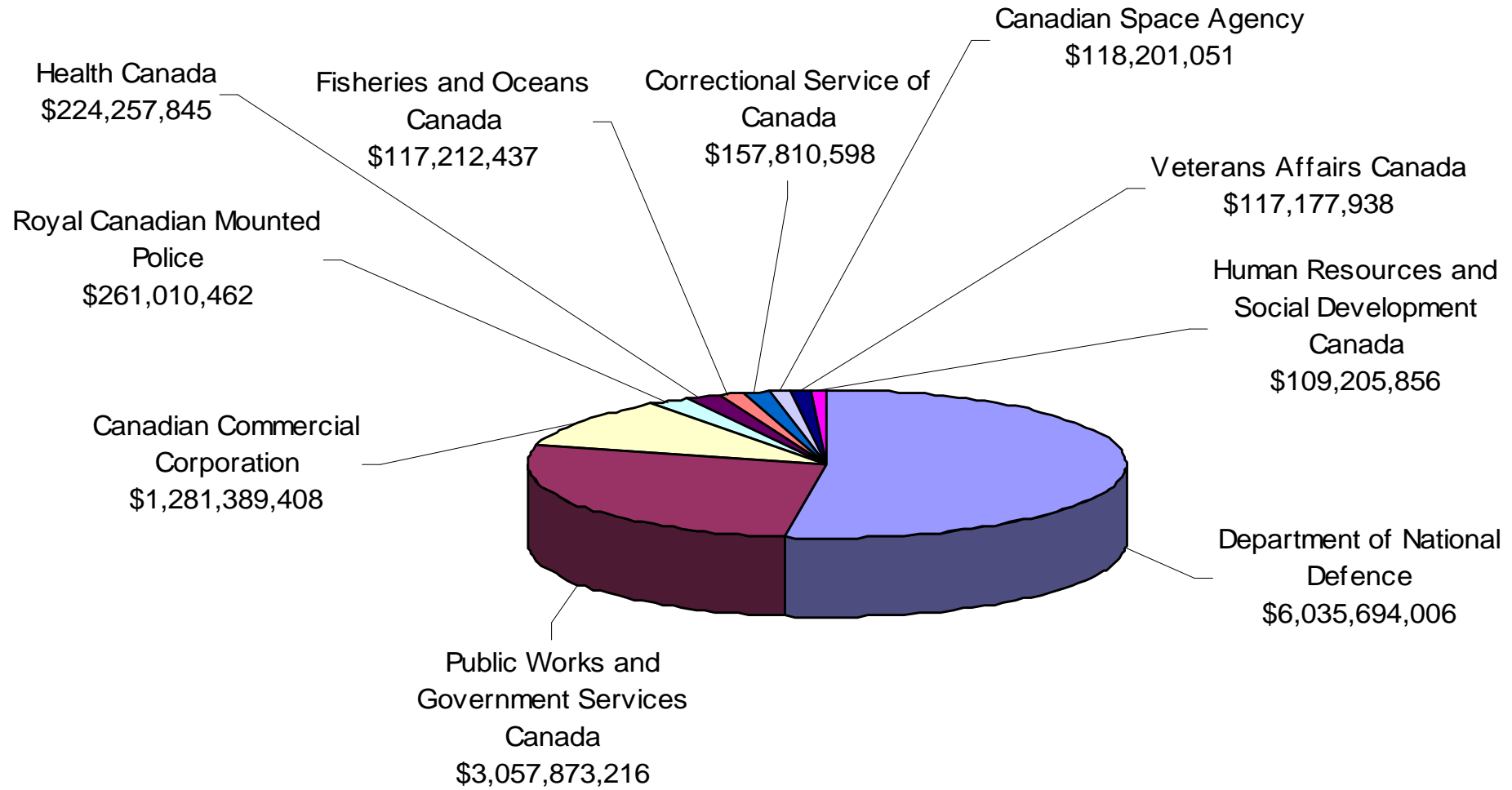
Defence Production Act (DPA)

- **PWGSC Minister is responsible for administration/application of DPA and has:**
 - Exclusive authority to buy or acquire defence supplies/construction/projects required by the Department of National Defence (DND)
 - A mandate to organize and control the Canadian Defence industry
 - Wide powers regarding procurement, production or disposal of defence supplies/projects
- **The DPA applies to all PWGSC contracts for Defence supplies or projects**

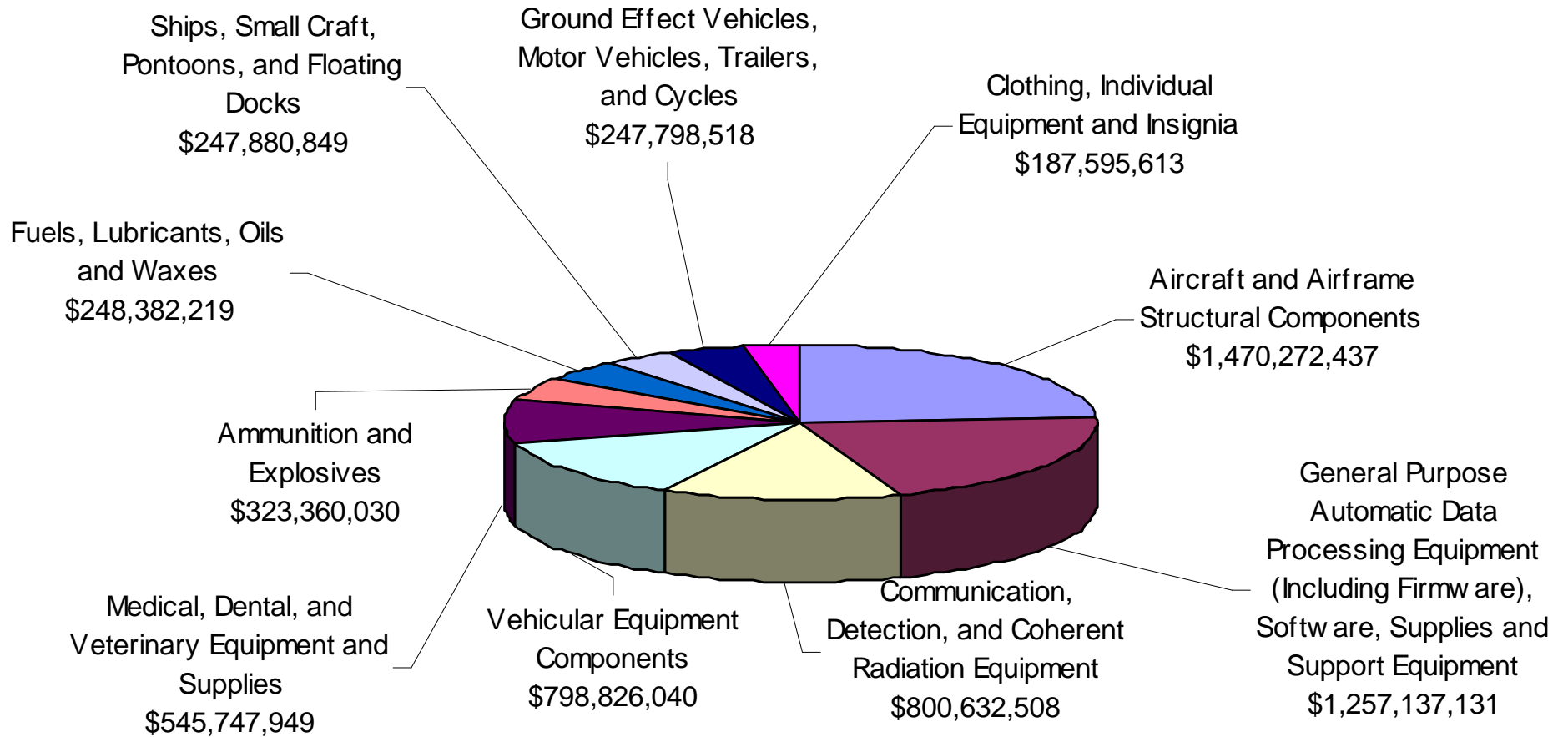
Contracting Principles and Objectives

- **Integrity**
- **Openness, fairness and transparency**
- **Competition**
- **Assist departments/agencies to meet their objectives**
- **Socio-economic objectives**
- **Legal and policy framework including Trade Agreements**
- **Procurement renewal:**
 - “Position Government of Canada procurement to align with government’s priorities and renewal agenda, in consultation with client departments continuously improve tools and instruments tailored to their requirements, supported by expert procurement teams, while focusing on making military procurement more strategic, efficient, and with due regard for industrial and regional considerations.”

TOP 10 DEPTS, 2007-2008
TOTAL \$11,539,832,817

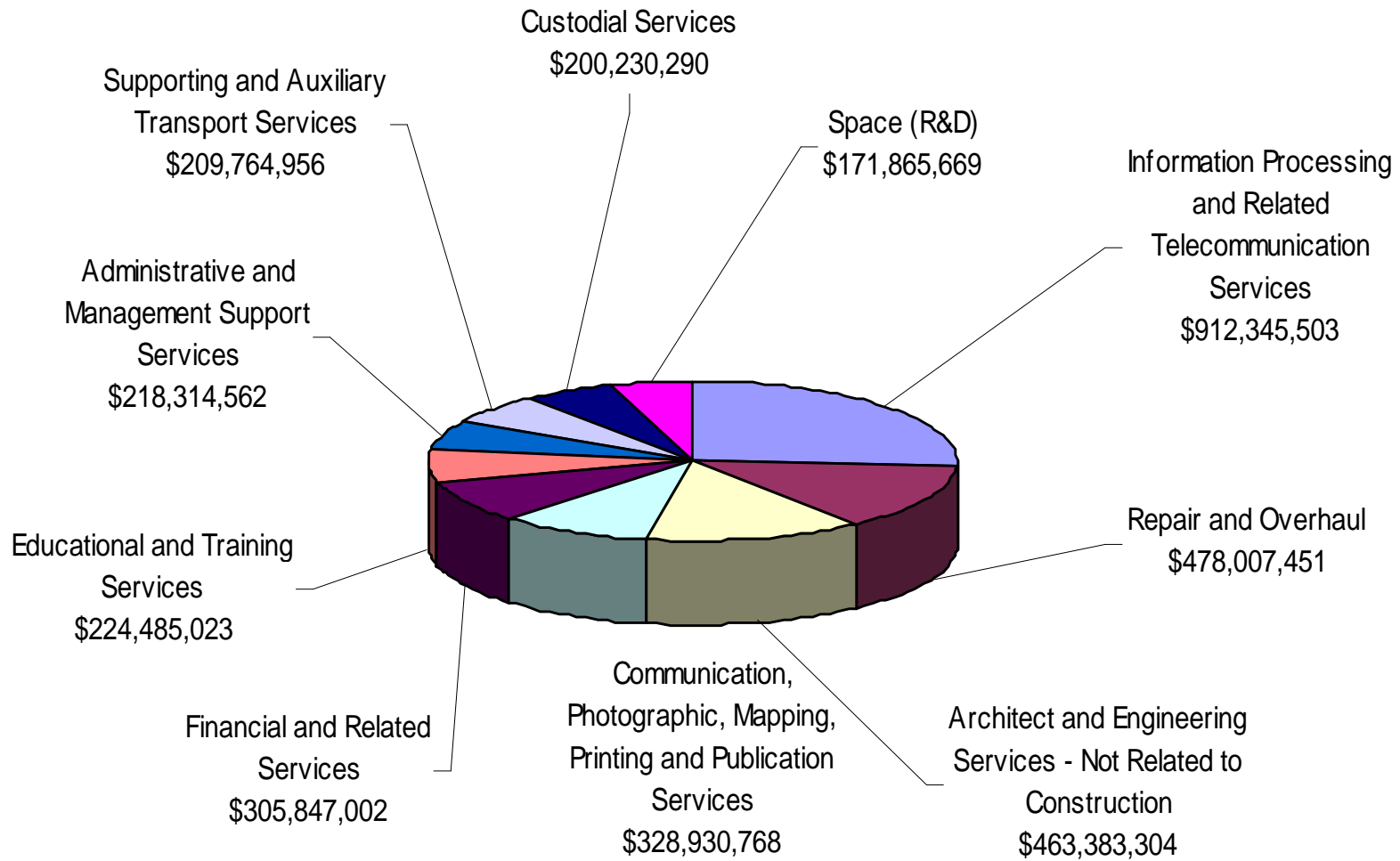


TOP 10 GOODS, 2007-2008
TOTAL \$6,127,633,294



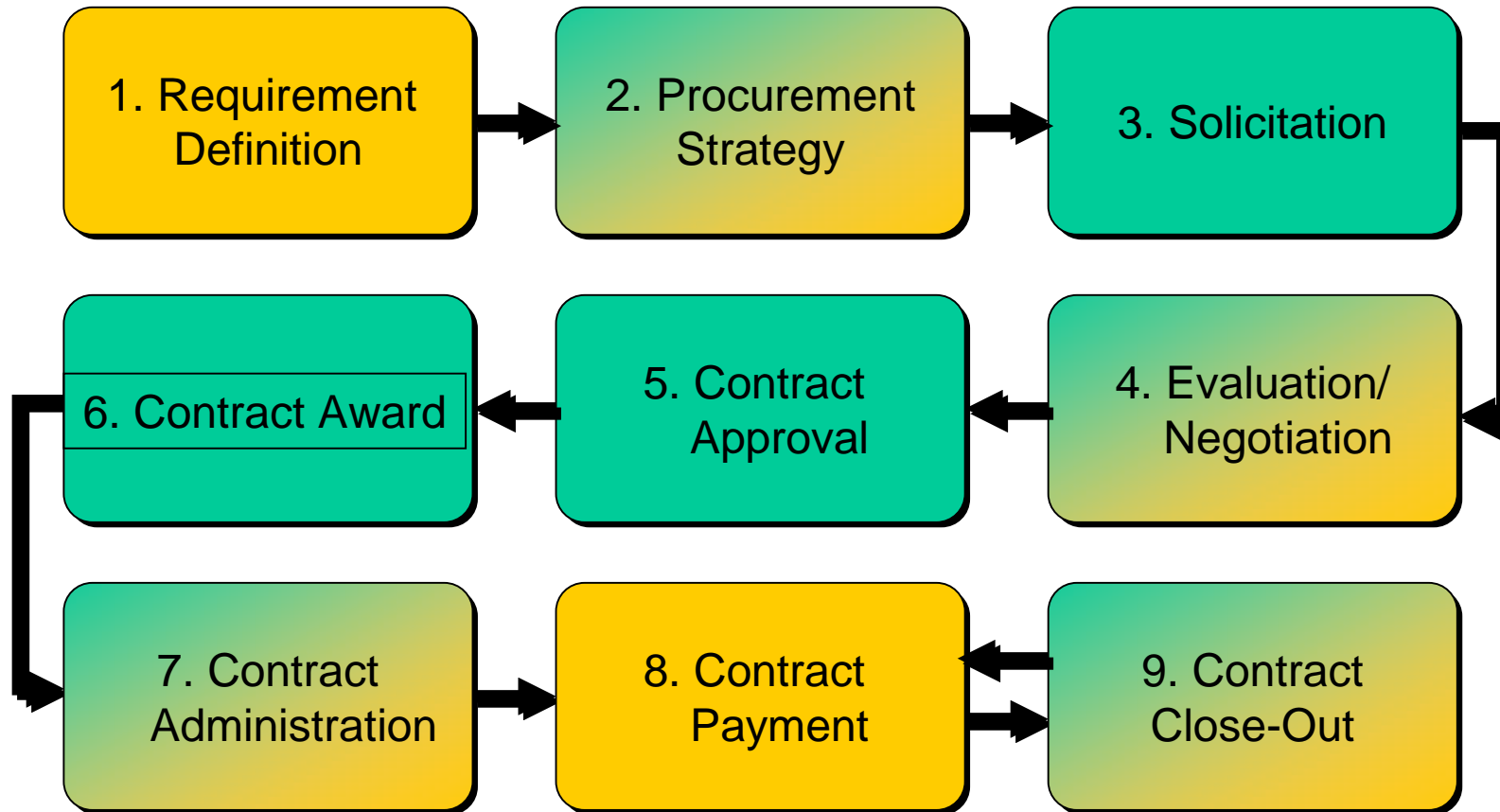
TOP 10 SERVICES, 2007-2008

TOTAL \$3,513,174,528

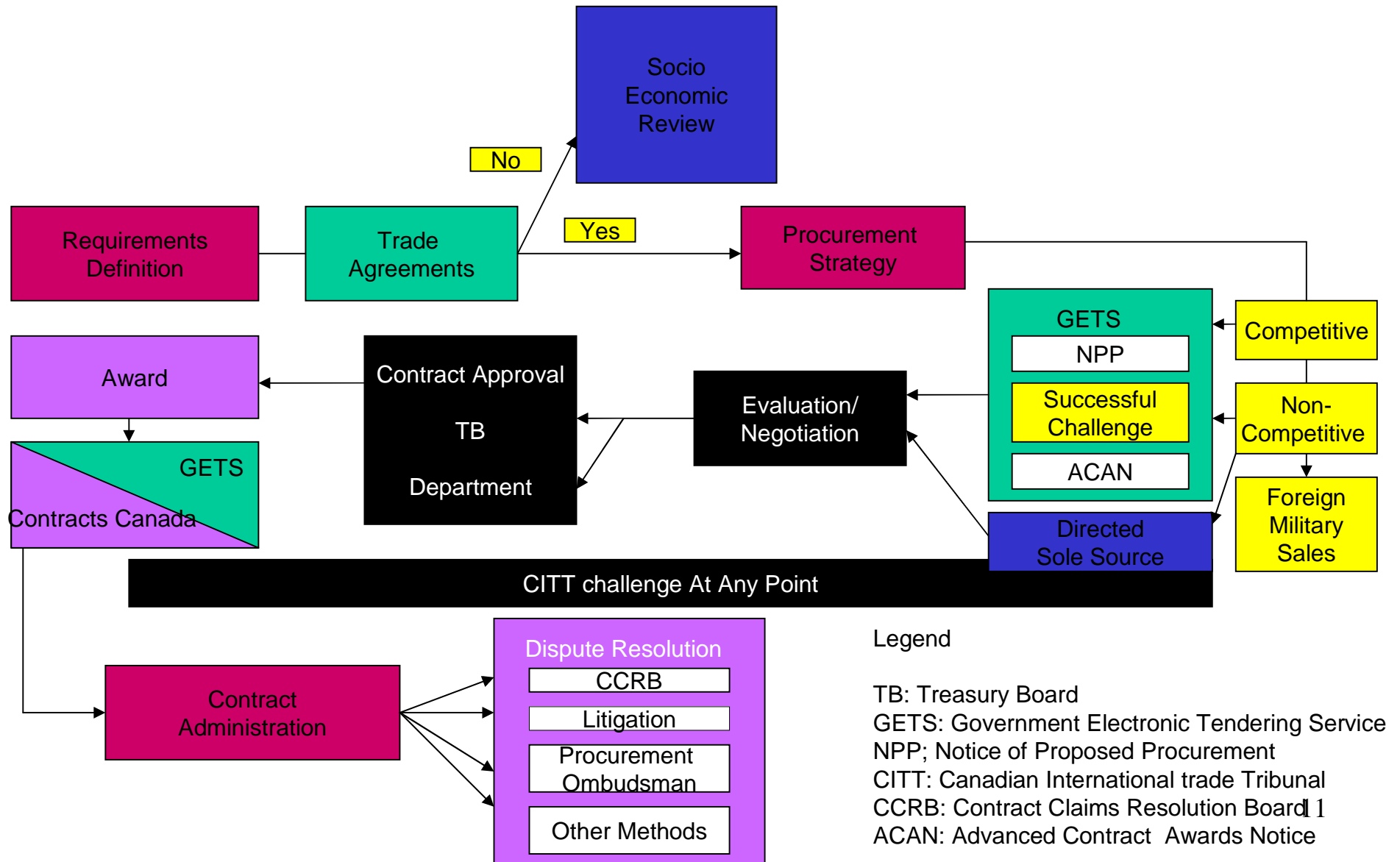


Procurement Process

- Technical and requisitioning authority: In customer department
- Contracting authority: In PWGSC



The Procurement Process



Canadian Government Procurement

Treasury Board (TB)

- Promulgates procurement and contracting policy
- Approves projects and contracts beyond delegated Departmental approval authority
 - **Goods**
 - Non-Competitive \$ 2 Million
 - Competitive \$40 Million
 - **Services**
 - Non-Competitive \$ 3 Million
 - Competitive \$20 Million
- Proposed new TB Policy on Managing Procurement will provide additional roles and responsibilities to PWGSC

Public Works and Government Services Canada (PWGSC)

- Performs contracting activities on behalf of all Government Departments for contracts beyond their delegated authority
- Individual Departments have limited delegated authorities to do contracting direct with Industry for goods and services

Canadian Government Procurement (cont'd)

Department of National Defence (DND)

- PWGSC's biggest customer
- Defends Canada's military interests
- Determines and funds its requirements
- Works within the Canadian government framework to achieve its military mission(s)

Industry Canada (IC)

- Responsible for socio-economic objectives and Industrial and Regional Benefits (IRBs)
- The Minister of Industry has been asked to develop a new IRB Policy

Doing Business with the Government of Canada

3 Steps:

- 1. Register Your Business**
- 2. Search for Opportunities**
- 3. Market Your Business**

Doing Business with the Government of Canada

1. Register Your Business:

- **Register in the Supplier Registration Information (SRI) service**
- **SRI is online database of suppliers wanting to sell to the Government of Canada**
- **SRI is fast and free**
- **Register at:**
<http://contractscanada.gc.ca>

Doing Business with the Government of Canada

2. Search for Opportunities on MERX_{tm}:

- **MERX_{tm} is Canada's leading e-tendering service**
- **MERX_{tm} offers all the information your company needs to bid on Canadian Government contracts**
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- **Register at:**
<http://merx.com>

Doing Business with the Government of Canada

3. Market Your Business:

- **PWGSC is the Government of Canada's central buyer of goods, services and construction**
- **The Contracts Canada Web site lists materiel managers in other federal departments and agencies**
- **Gather information, market yourself and identify opportunities**

The Office of Small and Medium Enterprises (OSME)

- **OSME was established to make it easier for small and medium sized business do business with the Government of Canada**
- **OSME regional offices can assist in accessing and understanding government purchasing process**
- **OSME offer seminars on the fundamentals of selling to the Government of Canada**
- **OSME Contact List can be found at:
<http://www.contractsCanada.gc.ca/en/ccic-e.htm>**

Further Reading

PWGSC: www.tpsgc-pwgsc.gc.ca/comm/index-eng.html

MERX: www.merx.com/

Contracts Canada: www.contractsCanada.gc.ca/en/

Supply Manual:

www.tpsgc-pwgsc.gc.ca/app-acq/ga-sm/index-eng.html

Standard Acquisition Clauses and Conditions (SACC):

sacc.pwgsc.gc.ca/sacc/index-e.jsp

Department of National Defence: www.forces.gc.ca