

# Mythbusting Government Procurement

Procurement Assistance Canada

[Canada.ca/PAC](https://Canada.ca/PAC)

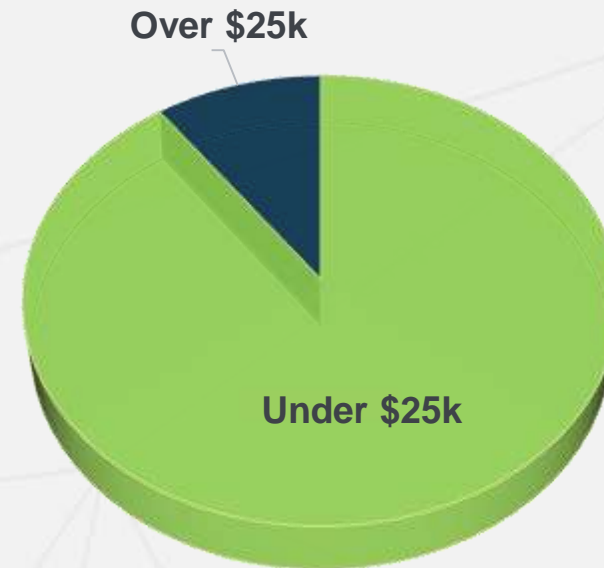


# How much does the government buy?

- Government of Canada is one of the largest buyers of goods and services in Canada
- The government spent approximately \$23B annually on goods, services, construction and maintenance projects from 2017 to 2020
- Awards over 500K contracts and processes close to 2M credit card transactions each year

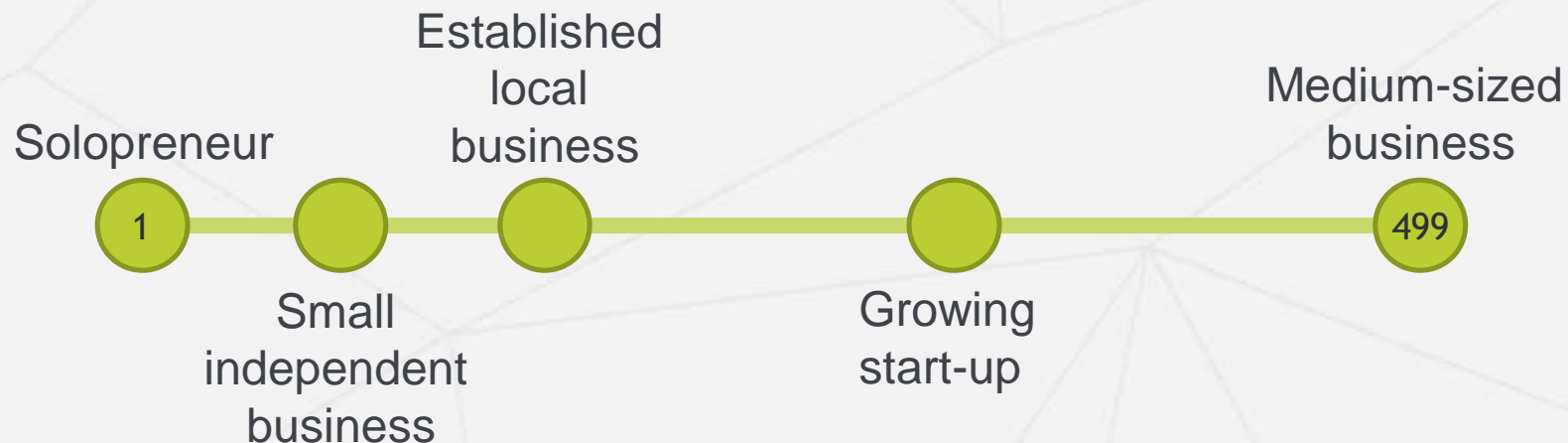
# Myth: The government doesn't buy from smaller businesses

- Around 90% of government contracts awarded each year are valued under \$25K
- Direct purchases from vendors valued under \$10K = over \$700M



# Myth: I'm too small to sell to the government

In addition to doing business with large companies,  
Government of Canada buys from:



Note: Numbers indicate number of employees in the company

# Myth: The government doesn't buy from businesses like mine

- We believe in inclusive procurement
  - All suppliers must have an equal chance at doing business with us
- Includes:
  - Green and clean tech
  - Women-owned and women-led businesses
  - Equity-deserving groups
  - Indigenous peoples
  - New Canadians
  - Social enterprises

# Myth: The government doesn't buy what I sell

## The usual commodities

- Technology
- Military
- Property
- Professional services
- Construction

## And so much more...

- Catering services
- Snow removal and landscaping
- Dogs and dog grooming
- Clothing
- Shower curtains

# Myth: Government procurement is difficult and time consuming

- All procurement activities must be open, fair and transparent
- Federal laws and regulations as well as Treasury Board of Canada policies guide the Government of Canada's procurement process
- Initiatives to make procurement more accessible:
  - E-procurement
  - E-bid submission
  - 15 day payment
  - Plain language
  - Reducing barriers to entry

## **Myth: Government procurement is centralized**

- The Government is not a single client
- Larger and more complex contracts managed by Public Services and Procurement Canada (PSPC)
- 100+ departments and agencies do buy their own goods and services

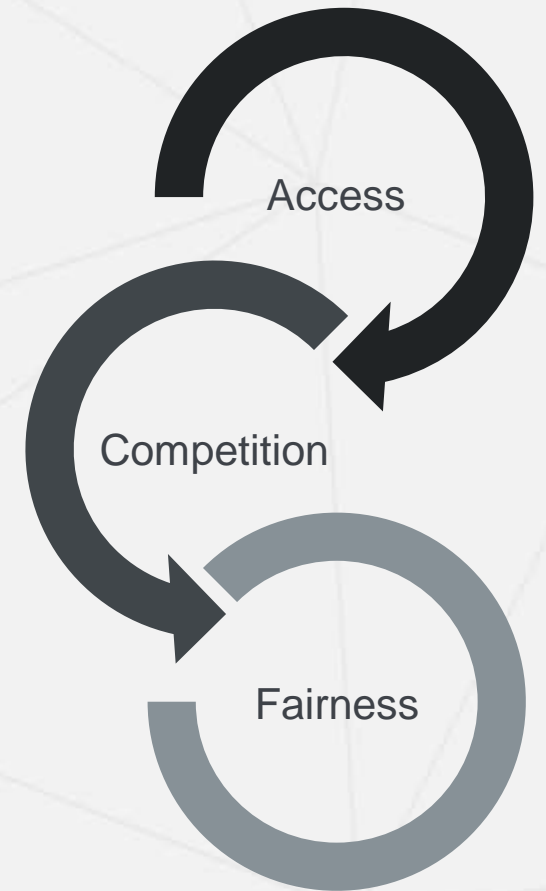


# Competitive procurement

- Procurement over \$25,000 for goods and \$40,000 for services awarded through the solicitation of bids and quotes from potential suppliers
- Variety of methods
- Tender notice indicates how the government intends to buy the good or service

# Low dollar value procurement

- Majority of low dollar contracts are awarded using a competitive process
- Non-competitive approaches can be used
- Goal: best value for Canadians while enhancing access, competition and fairness to businesses
- Suppliers may be identified through networks, research, federal supplier registration systems



# Procurement Strategy for Indigenous Business

- The aim is to increase federal contracting opportunities for Indigenous businesses.
- Used for procurements in areas where Indigenous people make up at least 51% of the population.
- Eligible businesses can register in the [Indigenous Business Directory](#).

# Figure out if selling to the government is right for you

- Via [CanadaBuys.Canada.ca](https://CanadaBuys.Canada.ca)
- Find out if the Government buys what you sell:
  - Search your competitors
  - Search for goods and services that you sell

If you find those, the Government could be a potential client for you.



# Procurement Assistance Canada Services

- **Seminars** to help you understand the procurement process and find opportunities
- **One-on-one meetings** to provide more personalized support for your business
- **InfoLine** 1-800 number for questions related to procurement
- **Self-service tools** with instructions and information to help you get started

[Canada.ca/PAC](https://Canada.ca/PAC)



# PAC Ontario Region - Seminars

- Doing Business with the Government of Canada
  - 1<sup>st</sup> Wednesday of the month – 10:00 AM to 12:00 PM
- Bidding on Opportunities
  - 2<sup>nd</sup> Wednesday of the month – 10:00 AM to 12:00 PM
- Supplying Professional Services to the Government of Canada
  - 3<sup>rd</sup> Wednesday of the month – 10:00 AM to 12:00 PM
- Obtaining Security Clearance
  - 4<sup>th</sup> Wednesday of the month – 1:00 PM to 3:00 PM

One-on-One sessions (on-line) offered every week for seminars 1-3 for 30 minutes at 1:00, 2:00 and 3:00 pm on the topic of the week **OR** on-demand by calling 1-800-668-5378 or email [tpsgc.pasaontario-appaontario.pwgsc@tpsgc-pwgsc.gc.ca](mailto:tpsgc.pasaontario-appaontario.pwgsc@tpsgc-pwgsc.gc.ca) to book an appointment



- 1 Pacific**
- British Columbia
  - Yukon

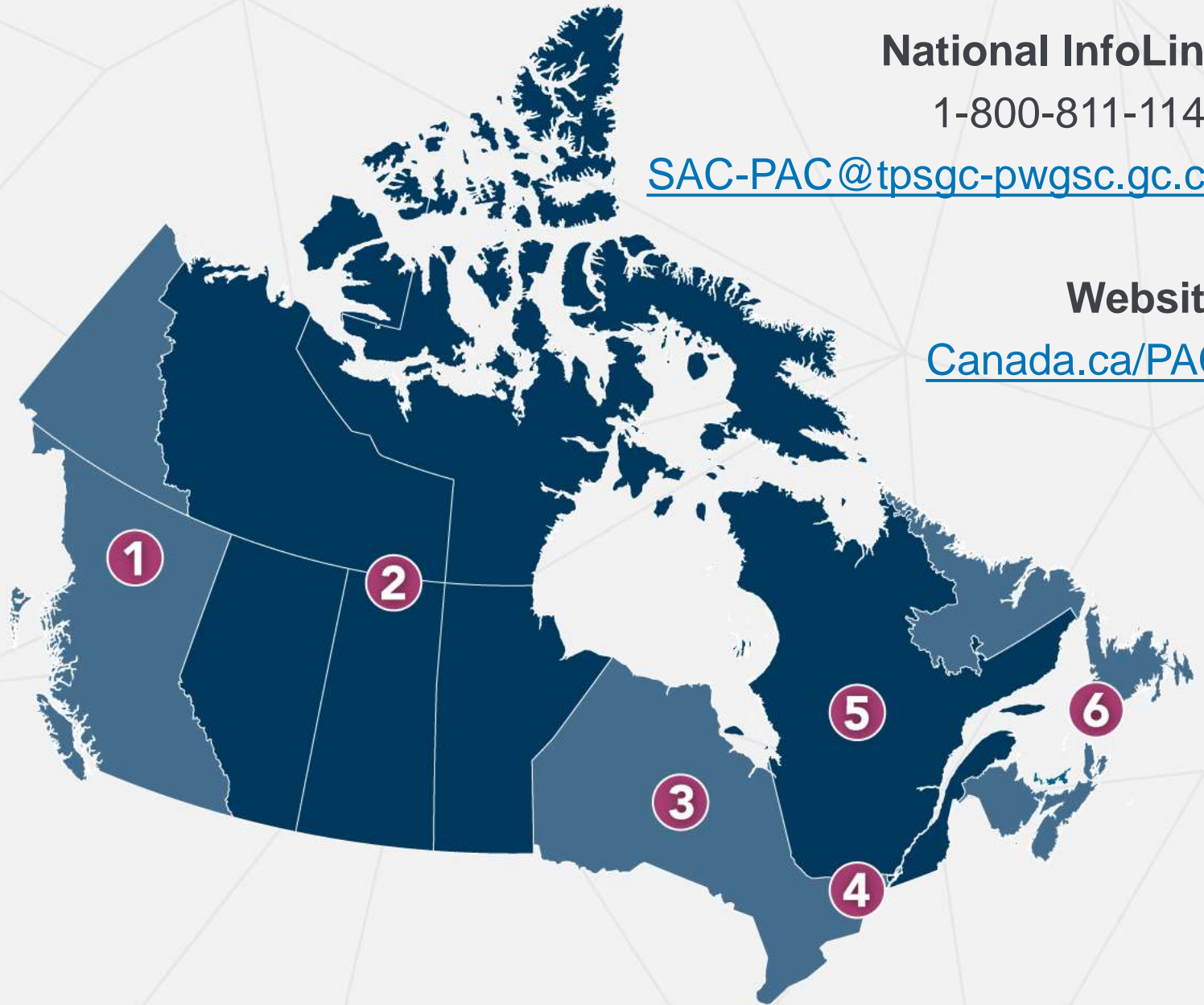
- 2 Western**
- Alberta
  - Saskatchewan
  - Manitoba
  - Northwest Territories
  - Nunavut

- 3 Ontario**

- 4 National Capital Region**

- 5 Quebec**

- 6 Atlantic**
- Newfoundland and Labrador
  - Prince Edward Island
  - New Brunswick
  - Nova Scotia



**National InfoLine**

1-800-811-1148

[SAC-PAC@tpsgc-pwgsc.gc.ca](mailto:SAC-PAC@tpsgc-pwgsc.gc.ca)

**Website**

[Canada.ca/PAC](http://Canada.ca/PAC)

## Next steps

- Download the [Getting started selling to the Government of Canada](#) reference sheet
- Consult our [Service Guide](#) to see how we can help
- Request a callback

[Canada.ca/PAC](#)





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## How to participate

- Visit our Website: [Canada.ca/defence-ideas](http://Canada.ca/defence-ideas)
- Subscribe to our mailing list (on our homepage)
- Follow **DRDC** Twitter/LinkedIn and look for [#defenceIDEaS](https://twitter.com/defenceIDEaS)
- Email us with any questions: [DND.IDEaS-MDN@FORCES.GC.CA](mailto:DND.IDEaS-MDN@FORCES.GC.CA)
- Don't forget to read the applicant guide and apply when a challenge is right for you!

