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Integrity

Leadership



# Doing Business with the Government of Canada

The Office of Small and Medium Enterprises

RemTech 2009 - Supplier Seminar

Presenter: David Wasiuta



Public Works and  
Government Services  
Canada

Travaux publics et  
Services gouvernementaux  
Canada

Canada

# Outline

- **OSME & SMEs**
- **Facts and Figures**
- **What does the Government buy?**
- **Canada's Economic Action Plan - Update**
- **What do you have to do?**
- **PWGSC's Contracting process**
- **Conclusion & Questions**



# What is the Office of Small and Medium Enterprises (OSME) ?

## OSME's Mandate ?

### Current Definition of a Small and Medium Enterprise (SME)?

- Small = <100 employees
- Medium = <500 employees
- There are 2.4 million SMEs in Canada (99% of companies)



# Facts and Figures

## PWGSC National Purchasing Stats for FY 2008-2009:

- \$15 billion market - Goods and Services
- \$ 5.5 billion from SMEs
- 27,000 of the 36,000 contracts were with SME's

(36% Value & 75% of the number of Contracts)



# Facts and Figures

## Western Region Contracting Stats for FY 2008-2009

- \$ 718 million worth of Goods and Services
- \$ 434 million from SMEs
- 4,000 of 5,100 active Contracts were with SMEs

(60% of dollar value & 78% of the Contracts)

**Potential to sell to the Government is huge**



## **Top Commodities List: 2008 - 2009**

- **Construction, Demolition and Environmental Work**
- **IT Processing & Equipment**
- **Commercial and Professional Services**
- **Architectural & Engineering Consulting Services**
- **Scientific and Lab Equipment**
- **Food and Groceries**
- **Fuel, Oil and Lubricants**
- **Communication Equipment**



## PWGSC and Canada's Economic Action Plan

- Budget 2009 provided fiscal stimulus of \$30B and \$12B to Infrastructure.
- Many government departments received funding to help counter the effects of global recession.
- Over the next two years, PWGSC will be accelerating its plans to advance its own Construction and Environmental Projects.



# Industry Volume of Work in Western Region

Program	Regular	AIP (2 Year Total)
Accommodation	\$32 M	\$4 M
Labs	\$20 M	\$65 M
OGD	\$180 M	\$70 M
Highways	\$40 M	\$130 M





# Types of Projects

- AIP projects include roads, Trans-Canada Highway twinning, Environmental Remediation, buildings, labs, border crossings. Most are deferred maintenance projects that have been on the books for some time.
- As well, there have been increases to some departments' capital programs. For instance, Correctional Services Canada's budget for the three prairie provinces has been increased by \$20M a year.



# Project Examples

## **Alberta:**

\$6M in visitor facility improvements in Banff and Waterton Parks; \$7M for Lab in Edmonton; \$7M for Lab in Calgary

## **Saskatchewan:**

Consultant services and \$20M Construction Management for Prince Albert; \$10M in renovations to Sask Pen; \$5M for Labs in Regina

## **Manitoba:**

\$30M in Labs in Winnipeg; \$4M in visitor facility improvements for Parks Canada



## Projects North of 60

- \$700M over 10 years will be tendered through PWGSC:
  - abandoned mines & abandoned DEW Line Sites
  - exploration sites
  - high Arctic weather stations
- Specific sites in the next two years include:
  - Colomac, Tundra, Silver Bear Mine (> \$20M each)



## **What do you have to do ? It's easy as:**

- 1) Register your company**
- 2) Search for opportunities**
- 3) Market your product**



# Register your Company

## Supplier Registration Information – SRI

[www.contractsCanada.gc.ca](http://www.contractsCanada.gc.ca)

- Databank of suppliers
- You register and maintain your own information
- Registration is free
- Procurement Business Number (PBN) based on GST number



# Professional Services Online – PS Online

[www.contractsCanada.gc.ca/en/othersys-e.htm](http://www.contractsCanada.gc.ca/en/othersys-e.htm)

- For professional services contracts up to \$76,500
- For consultants offering such services as:
  - Information Technology
  - Human Resources Management
  - Organizational Development



# SELECT

[www.contractsCanada.gc.ca/en/othersys-e.htm](http://www.contractsCanada.gc.ca/en/othersys-e.htm)

Used to find Consultants in:

- Construction
- Architecture
- Engineering
- Trade Services and Environmental Services

Government buyers use SELECT for contracts up to:

- \$76,500 – Architecture and Engineering
- \$100,000 – Construction, Env. and Trades



# Search for Opportunities

**MERX™**

[www.merx.com](http://www.merx.com)

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
- Tenders usually worth over \$25,000





# Search for Opportunities


Welcome to MERX!

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REGISTER

Forgot your password?

Public Tenders

Private Tenders

U.S. Tenders

Private Construction

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Contact Us

Interested in doing business with the public sector?

MERX Public Tenders is an easy, fast and efficient prospecting tool to help your business grow. New opportunities are listed daily from all levels of government including MASH sector (Municipal, Academic, School Boards and Hospitals) from across Canada. Take a look and see if there is an opportunity for you!

Check out what opportunities are open today:

Construction	TODAY	LAST WEEK	LISTED
Construction Services	11	63	187

Goods	TODAY	LAST WEEK	LISTED
Aerospace	2	1	17
Air Conditioning and Refrigeration Equipment			1
Armament		3	11
Chemicals and Chemical Specialties	1	9	15
Communications, Detection and Fibre Optics	2	8	22
Construction Products		14	32
Cosmetics and Toiletries		2	2
EDP Hardware and Software	5	18	47
EDP and Office Equipment Maintenance			
Electrical and Electronics	3	15	51

**Free Search to Public Tenders:**

Advanced Search

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[What is U.S. Tenders?](#)

[What is Private Construction?](#)

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MERX

Preview blueprints and specifications online and download them

Free of Charge!

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# Search for Opportunities


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**Results:** 1-10 of 62 Canadian Opportunities

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		Published	Closing	Reg. Of Delivery	Title, Organization Name and Category	
1		18/07/2007	13/08/2007	Quebec	<a href="#">Miantenance of aids to navigation</a> Pêches et Océans Canada Construction Services; Maintenance, Repair, Modification, Rebuilding and Installation of Goods/Equipment	
2		18/07/2007	01/08/2007	Nova Scotia	<a href="#">Observer Services for Snow Crab Survey - ACAN</a> Fisheries and Oceans Marine	
3		18/07/2007	02/08/2007	Ontario	<a href="#">Replace Roofs Various DND Housing Units, CFB North Bay, Ontario</a> Defence Construction Canada / Construction de Construction Services	<a href="#">Order</a>
4		18/07/2007	01/08/2007	Ontario	<a href="#">P102 Retrofit (Asbestos Removal), CFB Petawawa, Ontario</a> Defence Construction Canada / Construction de Construction Services	<a href="#">Order</a>
5		18/07/2007	02/08/2007	National Capital Region	<a href="#">Prequalification of Contractors - Creek Restoration &amp; Shoreline Rehabilitation</a> National Capital Commission Construction Services	<a href="#">Order</a>
6		18/07/2007	27/08/2007	Canada Wide	<a href="#">Strengthening the Capacity of the Non-Government Organization (NGO) Sector and other Civil Society O</a> Health Canada Professional, Administrative and Management Support Services	<a href="#">Order</a>
7		18/07/2007	26/07/2007		<a href="#">AIRCRAFT MATERIAL</a> Manitoba Infrastructure and Transportation Aerospace	<a href="#">Order</a>



# Market to Govt. Materiel Managers & Buyers ([www.contractsCanada.gc.ca](http://www.contractsCanada.gc.ca))



Government of Canada

Gouvernement du Canada



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Business Access Canada



Accès entreprises Canada

*Let's Talk Business!*

1-800-811-1148

- Business Access Canada Partners
- Supplier Registration Points of Contact
- Purchasing organizations and regional offices (PWGSC)
- Departmental Materiel Managers
- Other Federal Programs
- Procurement Allocations Directory
- Business Access Canada

## Key Contacts

Whether you are a supplier looking for good contacts to promote your products and services or you are a buyer looking for organizations and colleagues in other departments the Key Contacts on this site are good places to start.

The contacts include departmental heads of purchasing (Materiel Managers) and purchasing organization contacts in Public Works and Government Services Canada (PWGSC), the government's central purchasing organization. You can link to the various lists from the titles at the left of this page.

Last Updated: 2006-12-21

[Important Notices](#)



Public Works and Government Services Canada

Travaux publics et Services gouvernementaux Canada



# PWGSC's Contracting Process

## Competitive

- The “norm”
- More than 90% of value of SME contracts

## Non-Competitive

- Pressing Emergencies (e.g. H1N1, Flood)
- Not in the public interest (e.g. G8 National Security)
- A single supplier (e.g. Patent)



# Solicitation Type's

## Recurring requirements:

- Request for Standing Offer (RFSO)
- Request for Supply Arrangement (RFSA)

## One-time requirements:

- Request for Quotation (RFQ)
- Request for Proposal (RFP)
- Invitation to Tender (ITT)



## One-time requirements:

- Posted on MERX™
- Depending on product, value, complexity, etc.
  - Request for Quotation (RFQ)
  - Request for Proposal (RFP)
  - Invitation to Tender (ITT)
  - Advance Contract Award Notice (ACAN)
- Lower value requests may be by phone or e-mail.



## AIP - New Contracting Tools:

- A&E Services from \$750K to \$3.75M Region & \$5M Minister
- Const & Env. Remediation - \$10M to \$30M & \$40M Minister
- New Standing Offers and Supply Arrangements
- More use of Design Build and Construction Management
- Security Clearance Streamlining

**These new tools will allow for quicker processing times**



# Security Clearances

- Some contracts require suppliers to have security clearances.
- For a basic clearance (Reliability Status), you may be able to participate in the Procurement Business Number (PBN) pilot project. Higher security levels must be sponsored by a Contracting Authority.
- Request a PBN security screening package from the Office of Small and Medium Enterprises (OSME) or the Canadian Industrial Security Directorate (CISD):

**OSME: 1-800-811-1148 or [ncr.contractsCanada@pwgsc-tpsgc.gc.ca](mailto:ncr.contractsCanada@pwgsc-tpsgc.gc.ca)**

**CISD: 1-866-368-4646 or [ssi-iss@tpsgc-pwgsc.gc.ca](mailto:ssi-iss@tpsgc-pwgsc.gc.ca)**





## Points to Remember

- Read all terms and conditions thoroughly
- Meet all mandatory requirements, follow instructions
- Watch bid closing date, time and location
- Have fresh eyes (a colleague) review your document
- During bid process, the buyer is your only contact



## Some take-aways:

- Are there opportunities? Yes!
- Register your company
- Search for opportunities on MERX™
- Research the markets and make yourself known
- When bidding, pay attention to detail!



# OSME – Western Region Resources

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# Thank You & Questions

