



Au service du
GOUVERNEMENT,
au service des
CANADIENS.

Sell products and services to the Government of Canada

The Office of Small and Medium Enterprises Serving Canadian Entrepreneurs



Services publics et
Approvisionnement Canada

Public Services and
Procurement Canada

Canada 

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 receive approximately three-quarters of the contracts awarded annually to suppliers in Canada, by PSPC**



Office of Small and Medium Enterprises

- **Supports small and medium enterprises** through the federal procurement process
- **Works to reduce barriers to ensure fairness in the process**
- **Engages, assists and informs SMEs on how to sell goods and services to the Government of Canada**
- **Helps identify business opportunities**



Seminars offered by OSME

- Doing business with the Government of Canada
- Finding opportunities on buyandsell.gc.ca
- Bidding on opportunities
- Build in Canada Innovation Program (BCIP)
- Defence and Security Procurement
- Obtaining Security Clearance
- Supplying Professional Services to the Government of Canada

Visit buyandsell.gc.ca, section [Event calendar](#) for more information!

Buyandsell.gc.ca

- Official and free source
- Easy to navigate
- New contract opportunities search tool
- Contract awards data base
- Email notifications and Sharing option for Social Media

The Build in Canada Innovation Program (BCIP)

- Helps companies **bridge the pre-commercialization gap by procuring and testing late stage innovative goods and services within the Government of Canada before taking them to market**
- Suppliers get **feedback** on their innovations tested by the federal departments and organizations to further **refine their innovations as they move toward full commercialization**
- In order to **get more information** on this program: [BCIP Website](#)



6



Procurement Strategy for Aboriginal Business (PSAB)

- **Four key approaches:** mandatory set-asides; voluntary set-asides, joint venturing; and subcontracting criteria
- **Eligibility criteria** (related to ownership and control, and proportion of Aboriginal workforce)
- **Annual targets** for the federal departments and agencies that **purchase more than \$1 million** in goods, services and construction

Indigenous and Northern Affairs Canada (INAC) works closely with departments to **set reasonable and achievable objectives**, and advises on Aboriginal business capacity

7



Procurement Strategy for Aboriginal Business (PSAB) - continued

- **Aboriginal businesses can increase their visibility by registering in PSAB's [Aboriginal Business Directory](#) (ABD) for free**
 - **Database and search engine** available to **industry** and the **federal procurement community** for identifying Aboriginal business suppliers
 - Also **used by provincial and municipal governments AND the private sector** to find qualified Aboriginal businesses in various sectors
- **Information on PSAB**
 - INAC Representatives can provide you with more information
- **PSAB Contact Information**
 - 1-800-400-7677
 - saea-psab@aadnc-aandc.gc.ca
 - [PSAB Website](#)

OSME Contact Information

Buyandsell.gc.ca

Atlantic Region – Halifax

Telephone: 902-426-5677

Facsimile: 902-426-7969

osme-bpme-atl@pwgsc-tpsgc.gc.ca

Québec Region – Montréal

Telephone: 514-496-3525

Facsimile: 514-496-5891

QueBPME.QueOSME@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

National Infoline: 1-800-811-1148

Ontario Region – Toronto

Telephone: 416-512-5577

Toll free: 1-800-668-5378

Facsimile: 416-512-5200

ont.bpme-osme@pwgsc-tpsgc.gc.ca

National Capital Region – Gatineau

Telephone: 819-953-7878

Facsimile: 819-956-6123

RCNBPME.NCROSME@tpsgc-pwgsc.gc.ca

Pacific Region – Vancouver

Toll free: 1-866-602

Facsimile: 604-775-7395-0403

osme-bpme-pac@pwgsc-tpsgc.gc.ca