

Respect ♦ Integrity ♦ Excellence ♦ Leadership

Serving
GOVERNMENT,
Serving
CANADIANS.

Doing Business with the Government of Canada



Public Works and
Government Services
Canada

Travaux publics et
Services gouvernementaux
Canada

Canada 

Office of Small and Medium Enterprises

- Provides assistance and information on how to sell your goods and services to the Government of Canada.
- Works to reduce barriers on your behalf in an effort to ensure fairness.
- Assists you in navigating the procurement process.
- Provides you with suggestions about where you may find opportunities.



Over 210,000 individuals and suppliers have been assisted through our national awareness program activities since 2006.



The Build in Canada Innovation Program

- 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 federal government before taking them to market.
- Businesses receive valuable feedback from the testing of their innovations in federal departments and agencies.
- The BCIP targets innovations in the following priority areas:
 - Standard Component: Environment; Safety and Security; Health; and Enabling Technologies.
 - Military Component: Arctic and Maritime Security, Command & Support, Cyber-Security, In-Service Support, Protecting the Soldier, and Training Systems.



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Buyandsell.gc.ca Website

- The authoritative source for government procurement information
- One of the online resources that will be of great importance and help to you.

The screenshot shows the Buyandsell.gc.ca website. At the top, there is a navigation bar with the Government of Canada logo and text in both English and French. The main header features the Buyandsell.gc.ca logo and a search bar. Below the header is a navigation menu with categories: For Businesses, For Government, Goods and Services, Applications, and Procurement Data. The main content area is divided into two columns. The left column contains a section titled 'Find opportunities with Buyandsell.gc.ca/tenders' with a sub-link 'Access Government of Canada Tenders by using the quick search icons below.' Below this are two rows of icons representing different tender statuses: 'New Today', 'Amended Today', 'Active', 'Goods', 'Services', 'Closing in 24', 'Expired', 'Awards', 'Services', and 'Construction'. The right column has a 'Highlights' section with several news items, including 'Want to improve your bidding strategy?', 'Read about the new PWGSC Learning from Bids Service.', and 'Government announces new Defence Procurement Strategy (DPS)'. A link for 'New Defence Procurement Strategy (DPS) Information Sessions Available - Register Now' is also present.

Opportunities for SMEs

- The Government of Canada is 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.



Contracting with the Government of Canada

- Public Works and Government Services Canada (PWGSC) is the main procurement arm of the federal government.
- It is important that all procurement activities be conducted in an open, fair and transparent manner, and that all suppliers have an equal chance at doing business with us.
- Federal laws and regulations as well as Treasury Board of Canada policies guide the Government of Canada's procurement process.



Delegated Purchasing Authorities within the Government of Canada

Delegated purchasing authorities of
departments and agencies

Goods
up to \$25,000

Services and
Construction Projects
up to \$2,000,000

For procurements over these levels, departments and agencies
work with PWGSC.



Key Trade Agreements Affecting Procurement

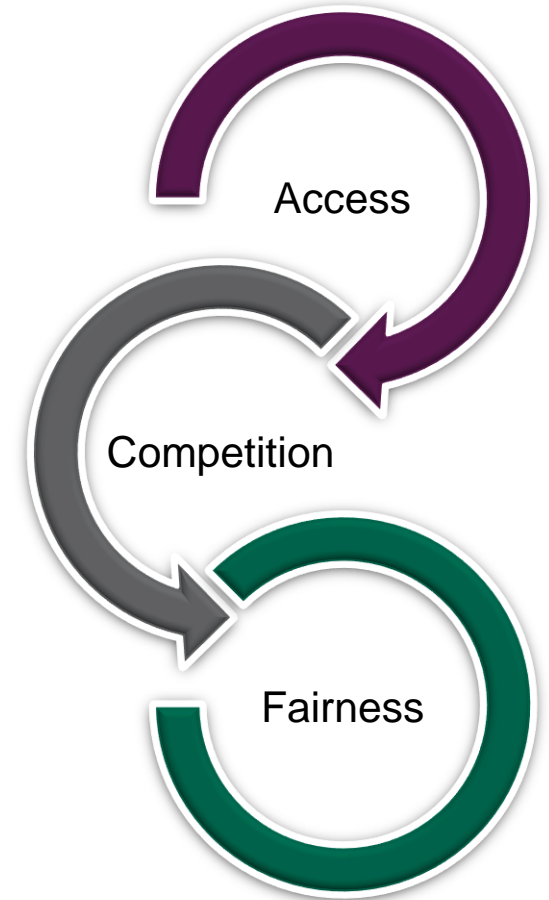
Agreement	Goods	Services	Construction
North American Free Trade Agreement (NAFTA)	\$28,900	\$89,600	\$11,600,000
Agreement on Internal Trade (AIT)	\$25,000	\$100,000	\$100,000
World Trade Organization Agreement on Government Procurement (WTO-AGP)	\$221,400	\$221,400	\$8,500,000

Notice of Proposed Procurement must be posted on Buyandsell.gc.ca/tenders



Procurement Under \$25,000

- The majority of contracts under \$25,000 are awarded using a competitive process, though there are non-competitive approaches 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.



Publicly-Tendered Procurement

- 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.



Registering in the Supplier Registration Information System

- You will require a Procurement Business Number (PBN) in order to receive payment from PWGSC.
- A PBN will be supplied to you through the registration process in the [Supplier Registration Information](#) (SRI) System.
- Refer to registration information on Buyandsell.gc.ca






buyandsell.gc.ca
Let's talk business

[Français](#) | [Home](#) | [Contact Us](#) | [Help](#) | [Search](#) | [Canada.ca](#)

[Home](#) > [Buy and Sell](#) > [Supplier Registration Information](#) > Start Registration

Supplier Registration Information

[Access my Account](#)

[Start Registration](#)

[Glossary](#)

Start Registration

Please enter your Canada Revenue Agency [Business Number](#) (9 digits):

(Note: Registering in SRI is a two-step process. After entering your business number click on "Start Registration". In the next screen you will be asked to provide some basic information. Once submitted you will receive an e-mail with instructions to continue with step 2.

[Proactive Disclosure](#)

You must finish step 2, including the selection of commodities, to complete your registration in SRI.)

BN:

If you have a Goods and Services Tax (GST)/Harmonized Sales Tax (HST) number, the first nine digits are your Business Number (e.g.: **123456789**RT0001). If you do not know your Business Number, please contact the Canada Revenue Agency at 1-800-959-5525.





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[Home](#) > [Buy and Sell](#) > [Supplier Registration Information](#) > Create an Account

**Supplier
Registration
Information**

[Access my Account](#)

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Create an Account

Complete this form to create a new account:

Info about your Business

*** Asterisks indicate mandatory fields**

Business Number: 123456789

* Legal Name:

Info about yourself

* Registrant Name:

* Registrant Telephone:

Enter number, up to 14 numeric characters.

Ext:

* Registrant Email:

* Username:

The username must be at least 8 characters in length.

* Password:

The password must contain 6 to 10 characters. As well, the password must contain at least one numeric digit.

* Confirm Password:

Please remember your user name and password which are required to complete step 2 of the registration and for future access to your record.



Find opportunities with Buyandsell.gc.ca/tenders



Access Government of Canada [Tenders](#) for free and without registering by using the quick search icons below.



[New Today](#)



[Amended Today](#)



[Active](#)



[Goods](#)



[Services](#)



[Closing in 24
Hours](#)



[Expired](#)



[Awards](#)



[Services
related to Goods](#)



[Construction](#)

Get started with [Buyandsell.gc.ca/tenders](#)

Businesses: Learn how to search for Government of Canada tenders and receive amendments on the [Get Started](#) page.

Procurement Complaints

- [Supplier Complaint Process](#)
- [Recourse Mechanisms](#)
- [Procurement Complaint Bodies](#)

Help With Tenders



Search for active tenders

Click the [Active](#) tenders quick-search icon and use plain language search terms to find tenders.

Try using filters on the search-results page to refine your search and/or use the search operators AND, OR, NOT and quotation marks to separate your keywords. Read more on the [Get Started](#) page.

Get email notifications for new tenders or amendments

Get updates

Get updates for your custom-refined search or tender notice of interest by clicking on the RSS feed icon  or the Atom feed icon  (on your search or tenders page) to create a web feed



For Businesses ▾

For Government ▾

Goods and Services ▾

Applications ▾

Procurement Data ▾

Supplier Registration

Access My Account: Supplier Accounts (SRI)

Register as a Supplier: Supplier Accounts (SRI)

Register to Provide Services

Event Calendar

Attend a Seminar

Contacts for Businesses

Office of Small and Medium Enterprises (OSME) Regional Offices

Public Works and Government Services Canada (PWGSC) Regional Offices

Professional Services Contacts

Supplier Registration Information (SRI) Contacts

Contacts for GSIN Codes

Find Opportunities

Tenders on Buyandsell.gc.ca

Other Government Tender Sites

Initiatives and Programs

Build in Canada Innovation Program

Green Procurement

Procurement Strategy for Aboriginal Business (PSAB)

Smart Procurement

Procurement Data

Tenders

Goods and Services Identification Number (GSIN)

Standing Offers and Supply Arrangements (SOSA)

Contract History

Policy and Guidelines

Standard Acquisition Clauses and Conditions (SACC) Manual

Find clauses and conditions in the SACC Manual

Supply Manual

Search the Supply Manual

Selling to the Government of Canada

About Standing Offers

About Supply Arrangements

Resources for Businesses

Browse GSIN Codes

Acquisitions Forms

Related Links

Recourse Mechanisms

Supplier Complaint Process

Security Requirements

- A security clearance is necessary when a Government of Canada contract requires your personnel to access classified or protected information, assets or sensitive federal work sites.
- Security requirements are identified in the solicitation document. If the opportunity that you are interested in requires a security clearance and you do not have one, contact the contracting authority as soon as possible to get the process started.
- The time required to obtain a security clearance will vary and in some cases may take up to 12 months. Delays in the security process could result in your bid being declared non-responsive.



Contacts for Security Screening

National Capital Area Region

Tower C, Room 0C1-100A

11 Laurier Street, Gatineau, Quebec K1A 0S5

E-mail: ncr.osme@tpsgc-pwgsc.gc.ca

Telephone: 1-800-811-1148 Facsimile: 819-956-6859

Ontario Region

John P. Von Zuben

Regional Chief Security & Emergency Preparedness

PWGSC - Ontario Region, 4900 Yonge Street

Toronto ON M2N 6A6

E-mail: john.vonzuben@tpsgc-pwgsc.gc.ca

Telephone: 416-512-5968 Facsimile: 416-952-6481



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

www.pwgsc.gc.ca/ontario/osme

National Capital Region – Gatineau

Telephone: 819-953-7878

Facsimile: 819-956-6123

RCNBPME.NCROSME@tpsgc-pwgsc.gc.ca

Pacific Region – Vancouver

Toll free: 1-866-602-0403

Facsimile: 604-775-7395

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



OSME Seminars for SMEs



OSME Weekly Wednesday Seminars/Webinars

Seminars/Webinars	Week of the Month	Time
Doing Business with the Government of Canada	1 st and 3 rd	10:00 – 12:00
Obtaining Security Clearance	1 st	1:00 – 3:00
Bidding on Opportunities	2 nd	1:00 – 3:00
Supplying Professional Services	3 rd	1:00 – 3:00
Build in Canada Innovation Program (BCIP)	4 th	1:00 – 3:00
Defence and Security Procurement	5 th When Available	1:00 – 3:00
One-on-One Supplier Meetings	Upon Request	Based on Availability

