

Procurement Assistance Canada

Soutien en approvisionnement Canada

[CANADA.CA/PAC](https://canada.ca/pac)
[CANADA.CA/SAC](https://canada.ca/sac)



Procurement Assistance Canada



Engage

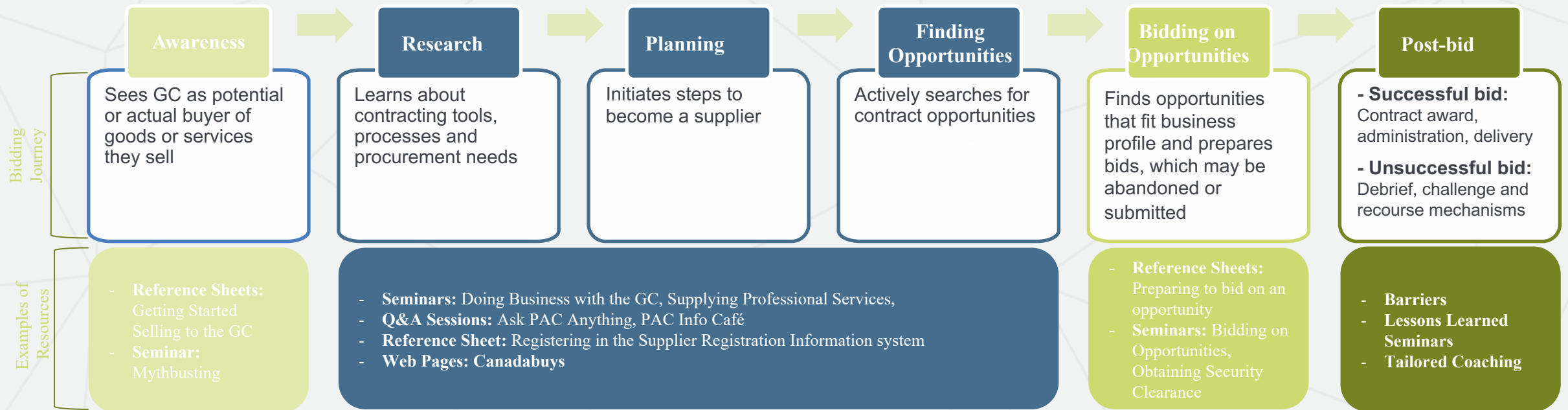
Assist

Reduce
Barriers

Inform

Bidding Journey

Procurement Assistance Canada applies the Bidding Journey model to align its targeted Awareness, Education and Assistance services and support to the procurement maturity of a company.



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 or the [CanadaBuys](#) website
- **Self-service tools** with instructions and information to help you get started



PAC Outreach Supports Government of Canada Clients

- Increases the number of businesses who are bid ready
- Focuses outreach to optimize procurement outcomes by preparing industry and businesses to bid on upcoming opportunities
- Addresses & directs procurement challenges, socializes procurements, and supports supplier diversity



Increasing Participation of Indigenous Businesses

- GoC is phasing in a minimum target of 5% of federal contracts awarded to Indigenous owned or led businesses
- Promoting Indigenous Business Directory



Support for Indigenous and Equity, Diversity and Inclusion (EDI) Businesses

- Key partnerships and relationships
- Delivering many external engagement events with other federal departments (OGDs) and community partners
- Assisting businesses to get through the federal procurement process



Additional Resources for Suppliers

- Other department programs
DND, EDC, CRA SRED, ISED IRAP, Trade Commissioner Services and FedDev Ontario.
- Industry association programs
 - Women – PARO
 - 2SLGBDQ2+ - Pride at Work Canada
 - Black - Canadian Black Chamber of Commerce; Afro Caribbean Business Network; Afro Canadian Contractors Association
 - Indigenous – Cando training series, Anishinabek Nation, Tecumseh Community Development Corporation



Collaborative Procurement

- Provinces, territories and others in the public service can access PSPC standing offers and supply arrangements.
- Benefits for suppliers:
 - Selling to multiple levels of government
 - Expanding your market
 - Increased potential value and scope for each opportunity
 - Reduced supply risks
- For more information and to view the list of commodities available, visit Canada.ca/buying-together

Supplier Barriers

- The complexity of the RFP
- The length of the payment waiting period
- Proposal writing
- High insurance requirement
- Contract awards not being posted by OGDs

Outreach & Engagement –Success Stories

PAC supports communication between the suppliers and Government Procurement teams.

- Increasing outreach activities for our procurement programs
- Facilitating industry day events
- PAC led events
- Train the trainer Strategic Partnership Initiative with OFNEDA
- Global Hypergrowth Project (GHP)



- 1 Pacific**
- British Columbia
 - Yukon

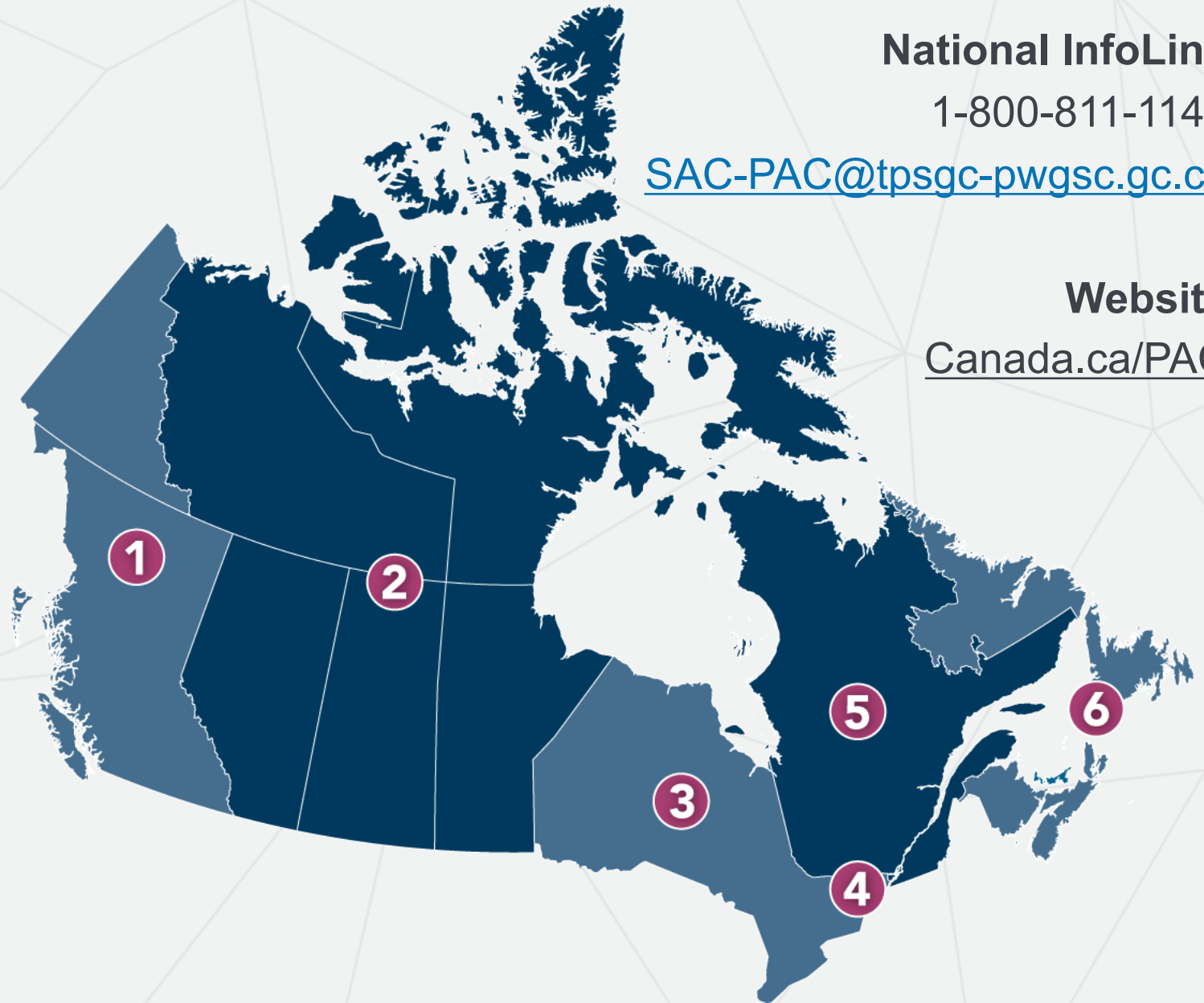
- 2 Western**
- Alberta
 - Saskatchewan
 - Manitoba
 - Northwest Territories
 - Nunavut

- 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

Website

Canada.ca/PAC