



Global Affairs Canada

- - -

**Specialized Procurement in support of Diplomacy
and Security**

June 6, 2017

Global Affairs Canada at a glance



- ❖ Over 9500 employees (3,631 Canada-based staff and 6,012 locally engaged staff)
- ❖ 3 Ministers (Foreign Affairs, Trade, International Development and La Francophonie)
- ❖ 5 Canadian regional offices (Vancouver, Calgary, Toronto, Montreal, Halifax)
- ❖ Presence in 112 Countries

Global Affairs Canada at a glance (2)

- ❖ 179 Offices abroad
 - 78 Embassies
 - 22 High commissions
 - 35 Consulates
 - 44 Other offices (consular agencies, multilateral missions, etc.)

Procurement Environment



3 centres of expertise responsible for procurement operations:

- ❖ International Development Contracting Services: Responsible for contracting in support of GAC's mandate related to international assistance (former CIDA).
- ❖ Missions Procurement Operations: Responsible for most procurement above the NAFTA limits for Canada's missions around the world, and real property related contracting.
- ❖ Domestic Procurement Operations: Responsible for all HQ procurement, and procurement of controlled commodities that are required by the entire department (HQ and missions), such as security goods/equipment, and IM/IT goods and services.

Procurement Environment (2)

The domestic procurement operations division is where the procurement of security equipment and promotional goods in support of Canada's diplomacy are handled.

Some key commodities/services GAC procure:

❖ Promotional Items

- Napkins
- Flags / Pins
- Maple Products
- Books (condolences book, guestbook)
- Lanyard
- Business Cards

Procurement Environment (3)



- ❖ Armoured vehicles
- ❖ Personal Protective Equipment (Gas masks, bulletproof vests, etc.)
- ❖ Security Equipment (X-Ray machines, blast resistant doors, security locks, etc.)
- ❖ Expert witnesses and academic expertise
- ❖ Accommodation and Events planning
- ❖ Gift Banks
- ❖ Artwork

Sourcing Strategy



- ❖ For promotional goods and gift items, traditional competitive procurement is often used.
- ❖ Sole-source contracts are issued for unique gifts and art works.
- ❖ For security equipment, competitive contracting through PSPC is always first and foremost choice.
 - Armored Vehicles SO
 - X-ray Machines Contracts

Involvement of Partners



Commodity managers, financial management advisors, security officers and many others all play an important role in the procurement process, similar to other Federal Departments and Agencies.

Receiving, Shipping, and Logistics are however very Important functions at GAC, due to the Department's International presence and requirement for the goods, promotional goods and security equipment to be shipped on an on-going basis all over the world.







Receiving, Shipping & Logistics

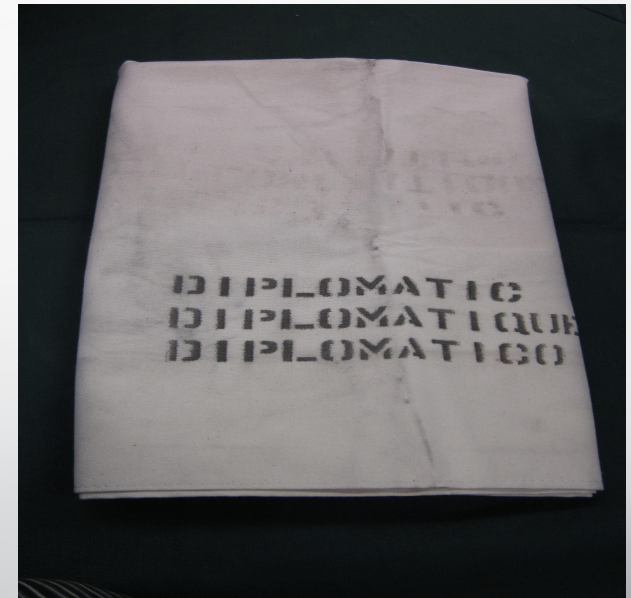
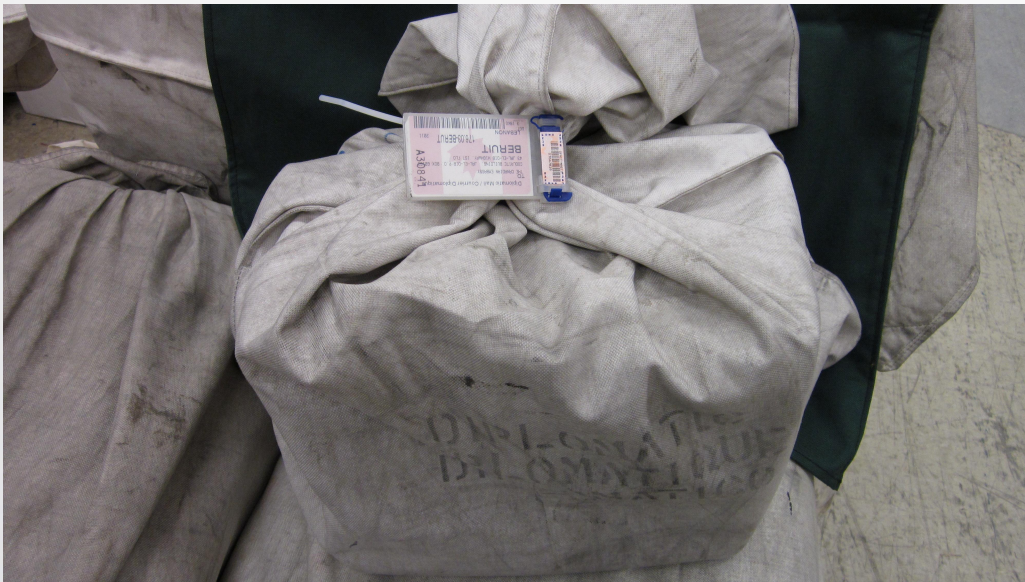


Once goods are received by Global Affairs Canada at many of its locations and warehouses in the NCR, GAC use 3 modes of Diplomatic logistical shipping mechanisms;

- ❖ Diplomatic Air Freight Unclassified(White Bag) Service
- ❖ Integrity Diplomatic Bag Service (IT equipment and from HQ to Mission only);
- ❖ Classified Diplomatic (Red Bag) Service;

Diplomatic Air Freight Unclassified (White Bag) Service

- **Diplomatic Air Freight Services** are used by GAC and Other Government Departments (OGD) for the transmission of information and assets identified as **Unclassified** and **Protected A** to the Missions abroad.
- A white canvas bag is normally used for diplomatic air freight to the Missions abroad and dedicated international destinations.



Integrity Diplomatic Bags Shipped from HQ

Integrity bags are to be **opened by Canada Based Staff (CBS) only**. They contain **Protected A** material and are included in Unclassified (white) Diplomatic Bags. This method was created to allow IT material to be sent in more rapid fashion. The integrity Bag provides a “Tamper Evident” solution to safeguard shipments destined for sensitive areas at Missions.



Diplomatic Courier Service

Classified Accompanied Red Bag

- **Diplomatic Courier Service** is used for the transmission of material, information and assets classified as **Protected B, Protected C, Confidential, Secret** or **Top Secret**. Shipment of electronic equipment to be used within security zone and high security zone, must be done through Diplomatic **Red Bag**.
- The classified material is accompanied by an Diplomatic Courier from the moment it leaves the point of origin (Headquarters or a mission abroad) until a mandatory hand-to-hand transfer occurs at destination point





Recent interesting Procurement 1

Olympic Mittens: In the context of the US Presidential Inauguration in January 2017, the Canadian Embassy in WSHDC needed a large quantity of Olympic Mittens for Diplomatic and public relations purposes.

- ❖ Multiple issues and challenges encountered.
 - Only available through the Hudson Bay Company and required approval/agreement of the Canadian Olympic Committee (COC) for sale.
 - A contract needed to be set up by PSPC. HBC Olympic Sales and HBC-Brampton where the stockpile of Mittens resides did not have a PBN.
 - HBC remained firm on the term of payments and pressured for acquisition cards purchase rather than formal contract.

Recent interesting Procurement 2



Meeting the Government's priority to bring 25,000 Syrian refugees in 2015-2016.

- ❖ Establish an urgent contract for Security Training of the employees deployed; Emergency contracting in accordance with TB Contracting Policy
- ❖ Multiple contracts for laptops, blackberries, paper, toners, etc.

Recent Interesting procurement 3

Even when the procurement is well done and responded to a critical need for the safety and security of Canadians deployed overseas, challenges can still occur.



Canadian-owned firm sold armoured vehicles to Sudan despite export ban

GEOFFREY YORK

JOHANNESBURG — The Globe and Mail

Published Monday, Sep. 05, 2016 10:14PM EDT

Last updated Wednesday, Sep. 07, 2016 10:25PM EDT

A Canadian-owned company has sold 30 armoured vehicles to Sudan, newly obtained documents show, despite Canadian regulations that ban the export of military and paramilitary equipment to the war-torn country.

Because of Sudan's violent crackdown in Darfur, Canada imposed sanctions more than a decade ago that prohibit Canadian citizens from selling "arms and related material" to anyone in Sudan. Its definition of this material includes "military and paramilitary equipment."

Challenges



Challenges that often result in interesting procurement

- ❖ Official visits
- ❖ Political unrests / war / terrorism
- ❖ International events
- ❖ Major Canadian celebrations
- ❖ Organizational changes
- ❖ International procurement

Partnership Opportunity



Global Affairs Canada is considering partnership with other Government Departments to establish common supply instruments to cover for specific commodities.

What do you procure that is similar to our needs?

Would you like to explore collaborative procurement together?

Questions?



Minh Khai Trinh (Mr.)

Director, Domestic Procurement Operations (AAC)

200 Promenade du Portage

Gatineau, QC K1A 0G2

T: (343) 203-1279

Minh-Khai.Trinh@international.gc.ca

Global Affairs Canada

Government of Canada