



Au service du
GOUVERNEMENT,
au service des
CANADIENS.

Office of Small and medium Enterprises and Build in Canada Innovation Program

**Canadian Institute for Procurement and Material Management
Workshop**

Wednesday, April 4, 2018, Montréal



Services publics et
Approvisionnement Canada

Public Services and
Procurement Canada

Canada 

Office of Small and Medium Enterprises (OSME)

- 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**



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**
- **SME's** received approximately **three-quarters awarded annually** to suppliers in Canada, by PSPC



2017-2018 OSME Priorities

1. **OSME National Program**
2. **Build in Canada Innovation Program**
3. **National/Regional main Procurements**
 - **Contributors' Engagement**
4. **Procurement Initiatives**
4. **PSPC Tools for Federal, Provincial and, Territorial Use**
5. **Business Environments - Social and Green Procurement**
 - **Social and Eco-friendly Enterprises, women, Aboriginals, linguistic minority, cultural minorities and, youth**



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
- Defence and Security Procurement
- Supplying professional services to the Government of Canada

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

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 Services Canada (ISC) works closely with departments to **set reasonable and achievable objectives**, and advises on Aboriginal business capacity

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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**
 - ISC Representatives can provide you with more information
- **PSAB Contact Information**
 - 1-800-400-7677
 - saea-psab@aadnc-aandc.gc.ca
 - [PSAB Website](#)

Contracts' Security Requirements

The Public Services and Procurement Canada's Contract Security Program (CSP) manages requests related to the security screening

Phone Number

Toll Free: 1 866-368-4646

National Capital Area: 613 948-4176

Email

ssi-iss@tpsgc-pwgsc.gc.ca

Website

<http://www.tpsgc-pwgsc.gc.ca/esc-src/index-fra.html>



CSP Service Standards¹

Organizations Security Screening	Processing Times
Designated organization screening	Up to 6 months
Facility security clearance (secret)	6 months or more
Facility security clearance (very secret)	12 months or more
Authorization to possess information	Varies
Authorization for Information Technologies (IT) Data treatment	Varies

¹ CSP Team regularly updates the Service Standards, please contact them to get the most updated information.



CSP Service Standards - continued

Type of personnel security screening request	Processing time
Reliability status: simple request	7 business days upon receipt of a properly completed request
Reliability status: complex request	120 business days upon receipt of a properly completed request
Classified Secret clearance request	75 business days (in addition to reliability screening timelines) upon receipt of a properly completed request

OSME can also help you with...

Procurement Officers in general

- When an entrepreneur contacts you to sell its goods and services to the Government of Canada
 - ✓ Refer him to OSME in order for us to guide him throughout the Federal Procurement Process

Federal Procurement Officers

- When you can't find suppliers to fill in particular needs for specific goods and services (ex: Early Engagement)
 - ✓ We can support you by engaging our partners; Quebec Province business associations and networks

OSME Contact Information

buyandsell.gc.ca

National Infoline: 1-800-811-1148

Office of Small and Medium Enterprises

Québec Region – Montréal

Telephone: 514-210-5770

QueBPME.QueOSME@tpsgc-pwgsc.gc.ca



Support Canadian Innovation

Build in Canada Innovation Program

The Office of Small and Medium Enterprises (OSME)
Public Services and Procurement Canada (PSPC)





BCIP by the Numbers

Since program launch in 2010...

412 pre-qualified innovations

360 unique companies

261 contracts awarded valued at over **\$113 million**

97% awarded to SMEs and **3%** large businesses

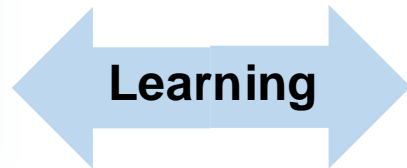
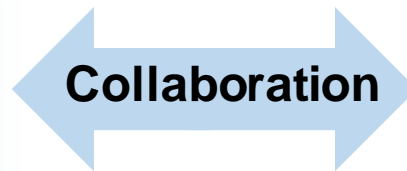
31 federal government organizations have tested innovations



Why Participate in the BCIP?

Canadian businesses...

- Receive **valuable feedback**
- Make a **first reference sale** and network
- **Learn how to sell** to the Government of Canada.



Testing organizations...

- Address departmental challenges with new technology
- Test, use and assess the latest Canadian innovations
- Benefit from a specialized procurement method

The Result: Win-Win



How the Program Works

Through a **competitive procurement process**, the government buys innovative pre-commercial goods and services

1. Proposal Application
2. *National Research Council Innovation Research Assistance Program* evaluates
3. Innovation prequalifies
4. Innovation is matched for testing
5. Contract established
6. Testing occurs
7. Feedback provided to innovator



Program Eligibility

- Not have sold your innovation commercially
- Be a Canadian business
- Include 80% Canadian content
- Show IP ownership or rights
- Apply to one of the 4 Standard or 6 Military Priority Areas

Priority Areas

STANDARD



Buying limit: \$500,000 per innovation
Bidders choose one area

Priority Areas

MILITARY

CYBER-
SECURITY

TRAINING
SYSTEMS

COMMAND &
SUPPORT

ARCTIC &
MARITIME
SECURITY

IN-SERVICE
SUPPORT

PROTECTING
THE
SOLDIER

Buying limit: \$1,000,000 per innovation
Bidders choose one area



Technology Readiness Level

LEVEL 9

Actual technology proven through successful operations

LEVEL 8

Actual technology completed and qualified through test and demonstration

ELIGIBLE

LEVEL 7

Prototype ready for demonstration in an appropriate operational environment

LEVEL 6

System/subsystem model or prototype demonstration in a simulated environment

NOT ELIGIBLE



How the proposal is evaluated

- ✓ The innovation is an **advance on the state of the art**?
- ✓ Does the test plan have **clear objectives**, a risk mitigation strategy and realistic timelines?
- ✓ The innovation has **sufficient market potential** to sustain profitability?



How BCIP helps the entrepreneur

Gives access to a dedicated **Innovation Management Advisor** that will help find a testing partner and lead you through completion

The program covers the following costs:

- Innovation (product/service)
- Shipping
- Installation
- Training
- Support Services
- Other Direct Costs
- Procurement Costs



Become a partner to test BCIP Innovations

Program's advantages:

- Possibility to buy the most recent innovations in Canada
- No direct costs (for innovations up to \$1K)
- Allows to solve problems, answer to specific needs and, increase business operations' efficiency
- BCIP process supervised and implemented by our team members

[Pre-qualified innovations available for testing](#) and for [additional sales](#)
[Video for federal departments wishing to test innovations](#)

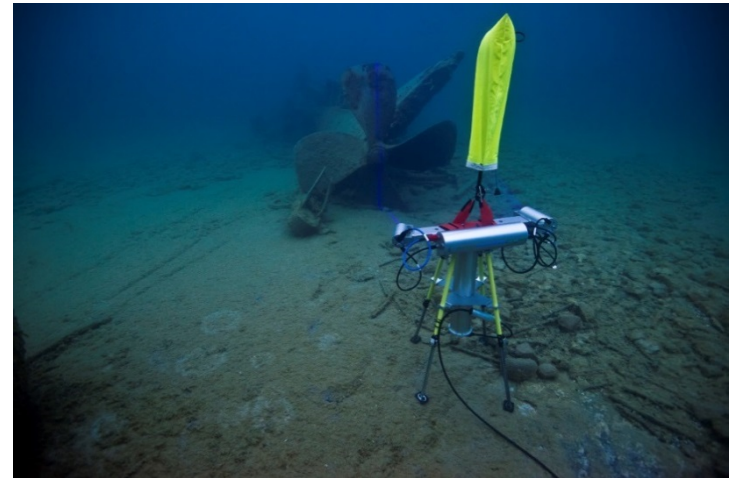
Success Stories

Innovation: ULS-100

Innovator: 2G Robotics

Testing Partner: Department of National Defence

- An underwater laser scanner that provides detailed 3-D images
- 2G Robotics used the same technology as part of the Costa Concordia salvage operation
- Association with the Government of Canada (GOC) and the BCIP stimulated further sales and company growth with both private and public sector clients.



Success Stories

Innovation: The Sunlighting System

Innovator: SunCentral Inc.

Testing Partner: Department of Foreign Affairs, Trade and Development

- State-of-the-art optics designed to capture and bend sunlight
- More than doubled the amount of natural light in the Canadian Embassy in Berlin
- The innovation was profiled at Museum of Science and Technology exhibit at Library and Archives Canada, and the testing department won the Real Property Institute of Canada's (RPIC) Best Practices Environmental Sustainability group award for 2015



Success Stories

Innovation: Spring Loaded Bionic Knee Brace

Innovator: Spring Loaded Technology Inc.

Testing Partners: Department of National Defence and Canadian Armed Forces

- Brace that reduces muscle fatigue, enhances strength and performance, and protects against knee injuries
- Strengthens Government of Canada mandate to ensure that soldiers receive support and care
- Widespread media coverage in CBC, The National Post, and The Globe and Mail





Success Stories

Innovation: Hydrolienne de rivière Idénergie
Innovator: Idénergie Inc.

Testing Partners: Parks Canada

- An in-river clean technology that is capable of supplying electricity using a slow-flowing, shallow watercourse
- Tested in five national parks in Alberta and British Columbia
- Received media attention throughout testing





Additional Sales

- For testing limited quantities of the innovation with the same or new testing organization
- Follows the terms, conditions and pricing structure of the initial BCIP contract
- Innovation tested must be the same innovation that was tested under original BCIP contract
- Testing organization responsible for funding, PSPC responsible for contracting



Contact Information

Visit Canada.ca/SellYourInnovation for more information



Send inquiries to:
Innovation@tpsgc-pwgsc.gc.ca