



Procurement

Department of Fisheries and Oceans and Canadian Coast Guard

National Indigenous Fisheries Institute Meeting



Agenda

1. Procurement Hub Organization
2. DFO/CCG Delegation of Authority
3. DFO/CCG Results to Date
4. Indigenous Procurement Policy Considerations
5. Where to find Information on DFO/CCG
Procurement Opportunities
6. Moving Forward
 - Challenges and plan forward



Procurement Hub Organization

Client Sector	Team Leader	Manager
Canadian Coast Guard Service Contracts	Manon Périard- Boulerice	Patrizia (Patty) Marinelli
Canadian Coast Guard Goods and Construction Contracts	David Sullivan	
Chief Financial Officer		
Executive Direction		
Internal Audit Directorate		
Legal Services Unit		
Strategic Policy		
Ecosystems and Oceans Science	Vicki McEwan	Joanne Lynch
Fisheries and Harbour Management	Kim Drisdelle	
Aquatic Ecosystems	Morgan Marchand	
Human Resources and Corporate Services		



DFO/CCG Procurement Delegation

- Client Authority
 - Low dollar value requirements
 - \$10K for goods and services
- Procurement Hub
 - Up to \$25K for Goods
 - Services
 - Up to \$7.5M for Competitive Services and \$200K for NC
 - Construction
 - Up to \$750K for Competitive/\$100K NC
 - Exceptions
- PSPC and Common service providers
 - Mandatory commodities
 - Manage procurement greater than allocated delegation



DFO/CCG is Committed to Indigenous Procurement

History

- Since 2013, a voluntary internal target of \$9M/Year for Indigenous procurement has been met;
- In FY 2018-19 ADM PSPC challenged DFO/CCG to an 1% increase year over year until 2022;
- It is anticipated that a request from ISC will be shared shortly with department heads requesting commitment to a 5% spend target;
- Indigenous Procurement has been stable however, there is always room for improvement

% Value of Procurement Spend with Indigenous Suppliers

Fiscal Year	Indigenous Procurement (5 of total Procurement)
2013-14	\$11.2M (2.2%)
2014-15	\$23.1M (2.4%)
2015-16	\$21.1M (1.6%)
2016-17	\$12.5M (1.6%)
2017-18	\$11.6M (1.7%)
2018-19	\$13.4M (0.9%)
2019-20	\$13.8M (1.7%)



Indigenous Procurement Policy within DFO

There are 3 main areas that impact DFO contracting pertaining to Indigenous Procurement:

- Procurement Strategy for Aboriginal Business (PSAB): the government strategy to encourage Aboriginal firms to pursue contracting opportunities with the Government of Canada
- Comprehensive Land Claims Agreements (CLCA): when undertaking contracting activities that take place in a land claim settlement area, contracting authorities must examine applicable agreements for any aboriginal participation requirements
- Nunavut Settlement Area, [a new Directive](#) on Government Contracts, Including Real Property Leases, in the Nunavut Settlement Area



Where can suppliers find DFO procurement opportunities?

- Buyandsell.gc.ca
 - The <https://buyandsell.gc.ca/> website is where the Government of Canada publically posts its tendering opportunities.
 - It also contains various a wide range of information related to Government of Canada Procurement.
 - Information on OSME led seminars to unravel a lot of the mystery in how to participate in the federal government procurement processes
 - Promoting your business/registration in the Indigenous Business Directory to increase visibility



Moving Indigenous Procurement forward

Procurement Challenges	Moving Forward
<p>Awareness/Training</p> <ul style="list-style-type: none">• Need to increase clients/contracting officers awareness and knowledge of Set-Aside, PSAB, CLCA, NSA procurement as well as Indigenous business capacity.	<p>Providing dedicated Indigenous procurement training to clients/contracting officers</p> <ul style="list-style-type: none">• Engage GC subject matter experts in Indigenous Procurement to inform contracting officers• DFO Procurement Trainers to facilitate sessions with clients
<p>Procurement Planning</p> <ul style="list-style-type: none">• Contracting officers are usually not involved at the early planning stages and have little visibility into upcoming contracts that could be of economic interest to Indigenous groups until receipt of requisition.	<p>DFO/CCG has recently approved a Departmental Procurement Plan allowing for enhanced monitoring and earlier involvement of contracting officers in the procurement planning process.</p>



Moving Indigenous Procurement forward

Procurement Challenges	Moving Forward
<p>Reporting</p> <ul style="list-style-type: none">• Reporting has traditionally been reactive• Responsibility for entering vendor data rests with the requestor to complete. Little post audit verification .	<p>The Contract Review Committee will be tracking and reporting Indigenous procurement on a quarterly basis to highlight strategic importance;</p> <p>All federal departments and agencies procuring over \$1 million are required to set multi-year Indigenous procurement objectives.</p> <p>Procurement Services to conduct a review of the vendor listing in our financial system to ensure it aligns with NIFI analysis and seek PSAB clarification when required</p>