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GOVERNMENT,  
serving  
CANADIANS.

# Mythbusting Government Procurement

Office of Small and Medium Enterprises

[Canada.ca/OSME](http://Canada.ca/OSME)

[www.pspc-spac.gc.ca](http://www.pspc-spac.gc.ca)

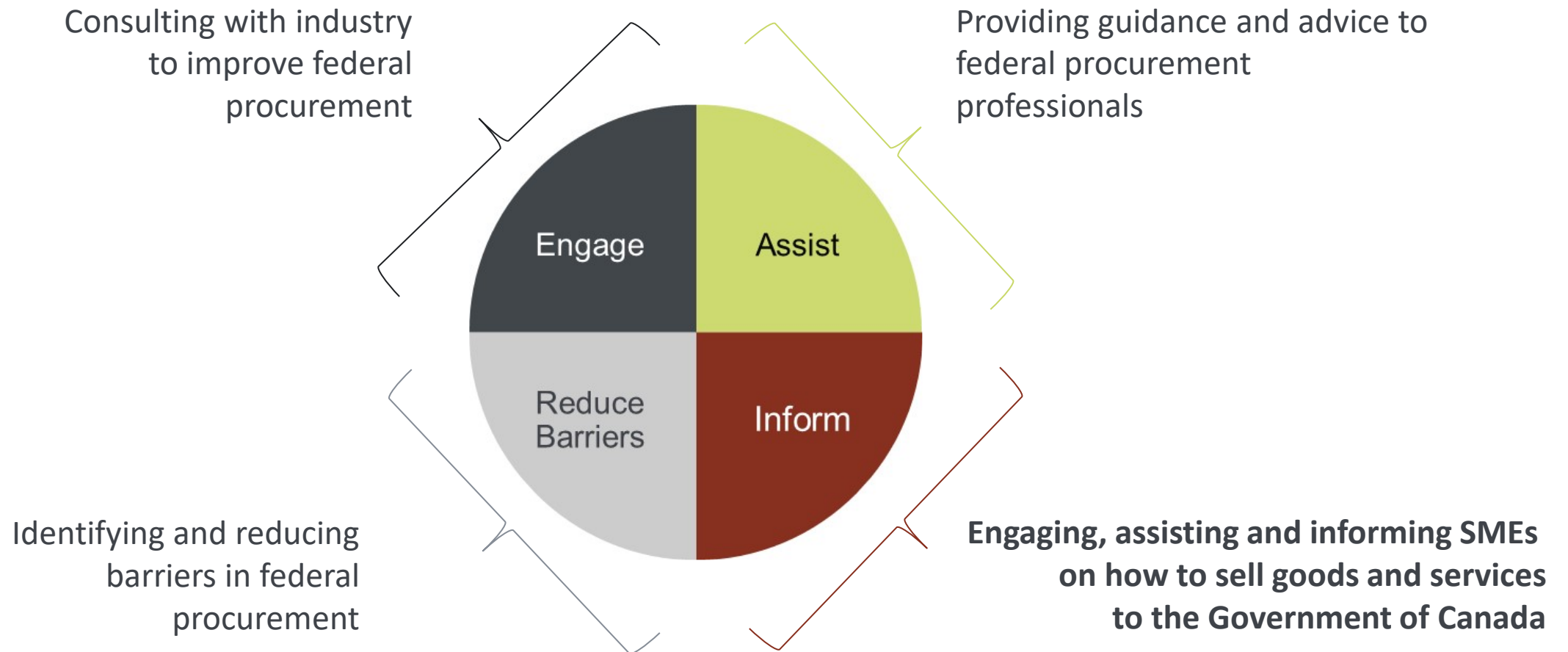


Public Services and  
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Services publics et  
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Canada

# Office of Small and Medium Enterprises (OSME)



[www.pspc-spac.gc.ca](http://www.pspc-spac.gc.ca)



# OSME Services

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- **Seminars** to help you register your business and find opportunities
- **One-on-meetings** to provide more personalized support for your business
- **InfoLine** 1-800 number for questions related to procurement or the [BuyAndSell.gc.ca](http://BuyAndSell.gc.ca) website

[Canada.ca/office-small-medium-enterprises](http://Canada.ca/office-small-medium-enterprises)

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# How OSME helps Canadian SMEs

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## 1. Information Services

- Through a network of regional offices, raising **awareness** of OSME, **educating** suppliers on OSME services, and **assisting** suppliers in doing business with the federal government
- Responding to questions, queries and requests for assistance through a National Infoline
- Using Buyandsell.gc.ca to make information available to suppliers
- Reaching out to businesses from underrepresented groups

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# How OSME helps Canadian SMEs

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## 2. Advocacy Services

- Identifying and reducing barriers in federal procurement
- Consulting with industry to improve federal procurement
- Developing a cross-country network of partners across multiple industries and sectors

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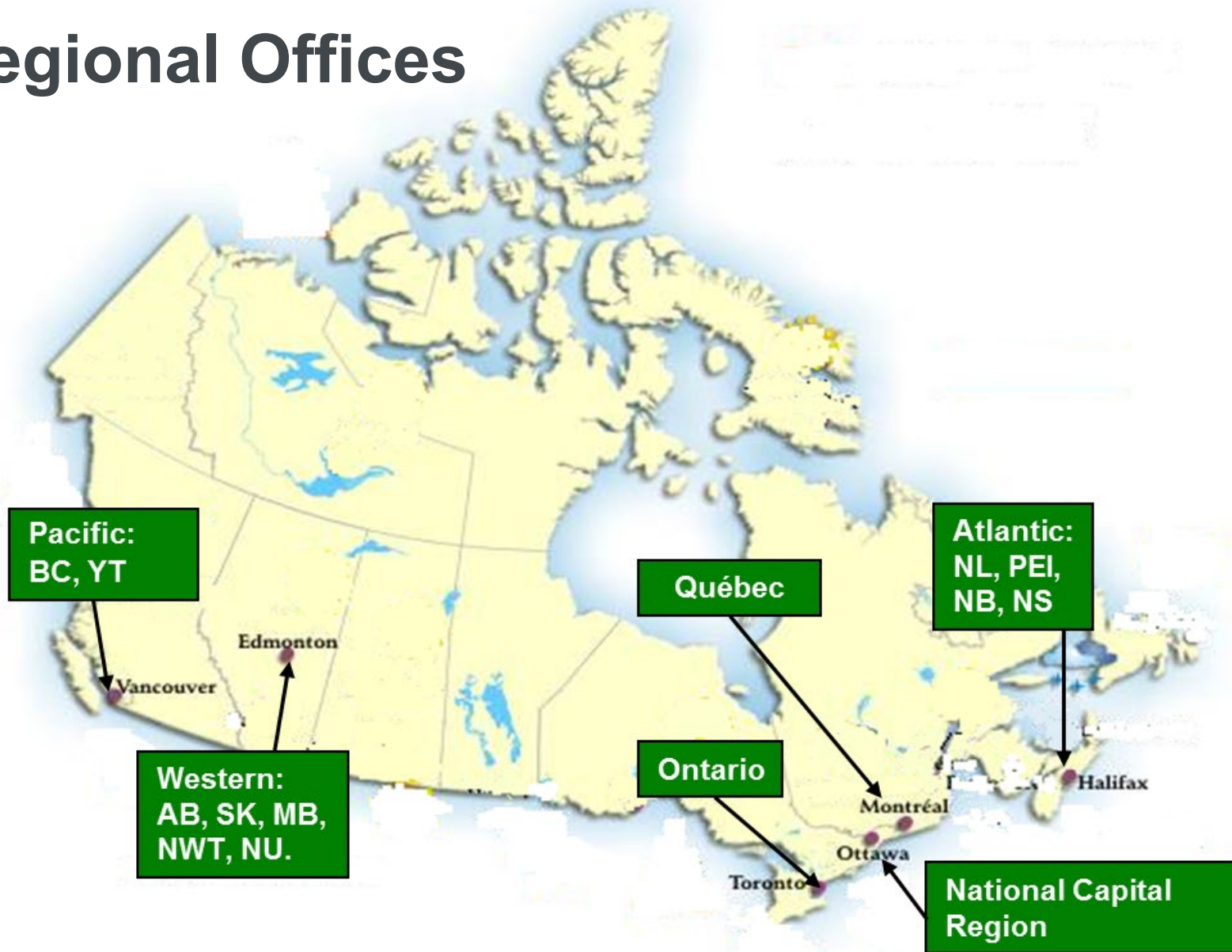


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# OSME Regional Offices



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# Current procurement platform - [BuyAndSell.gc.ca](http://BuyAndSell.gc.ca)

- Suppliers can easily find out if the Government buys what they sell:
  - Search by goods and services, competitors and contract history
- Explains various procurement methods and process to register for these methods
- Receive notifications when new opportunities are published



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# Electronic procurement solution (1/2)

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- The Government is moving federal procurement online, and changing the way government and suppliers interact to buy and sell goods and services.
- [CanadaBuys.Canada.ca](http://CanadaBuys.Canada.ca) will gradually replace BuyAndSell.gc.ca
- Registered suppliers will receive email invitations to register in SAP Ariba through CanadaBuys

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# Electronic procurement solution (2/2)

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- During transition, suppliers may be able to bid on some tender opportunities through the electronic procurement solution on the SAP Ariba web-based tool accessible on CanadaBuys.
- Each procurement opportunity will clearly detail the delivery method to be used to submit a bid.
- Check BuyandSell's Event Calendar for upcoming seminars.

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# Questions?

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