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GOVERNMENT,
serving
CANADIANS.

Mythbusting Government Procurement

Office of Small and Medium Enterprises

Canada.ca/OSME

www.pspc-spac.gc.ca

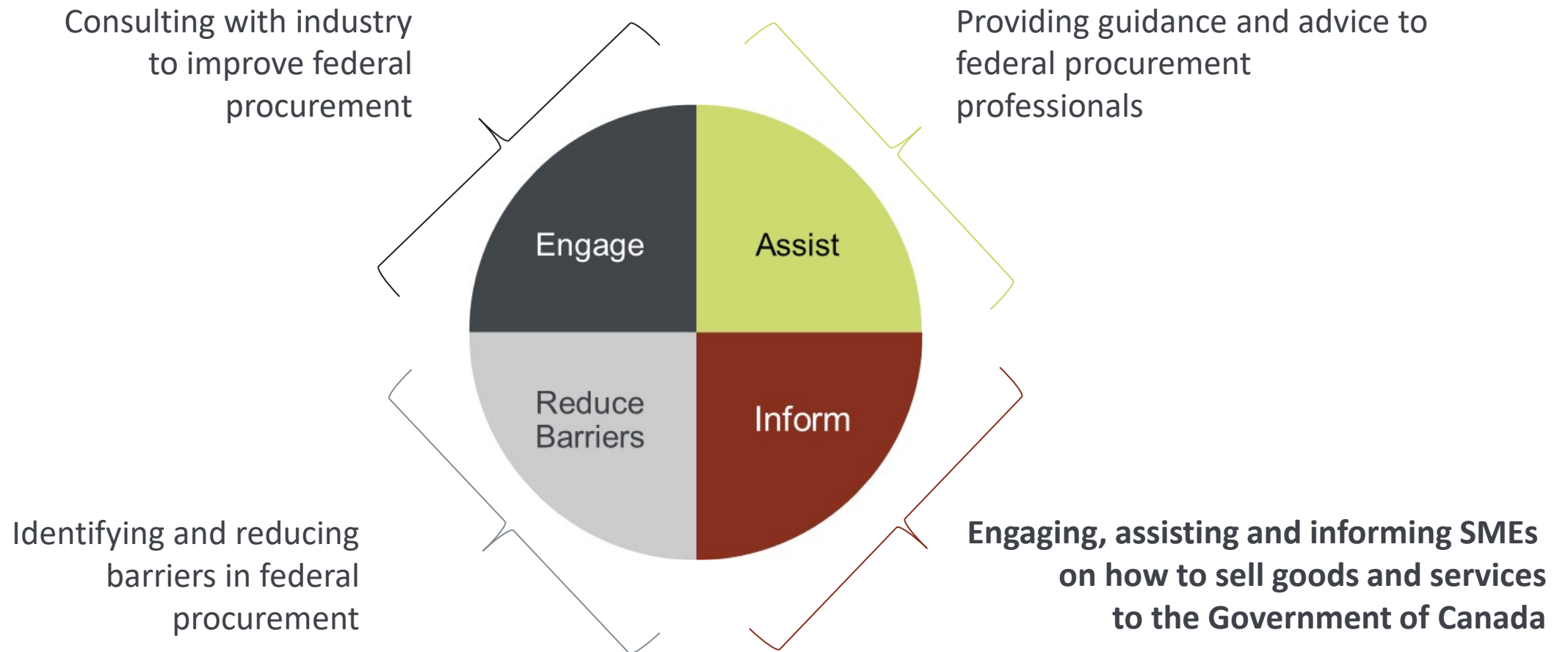


Public Services and
Procurement Canada

Services publics et
Approvisionnement Canada

Canada

Office of Small and Medium Enterprises (OSME)



www.pspc-spac.gc.ca



OSME Services

- **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 website

Canada.ca/office-small-medium-enterprises

www.pspc-spac.gc.ca



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How OSME helps Canadian SMEs

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

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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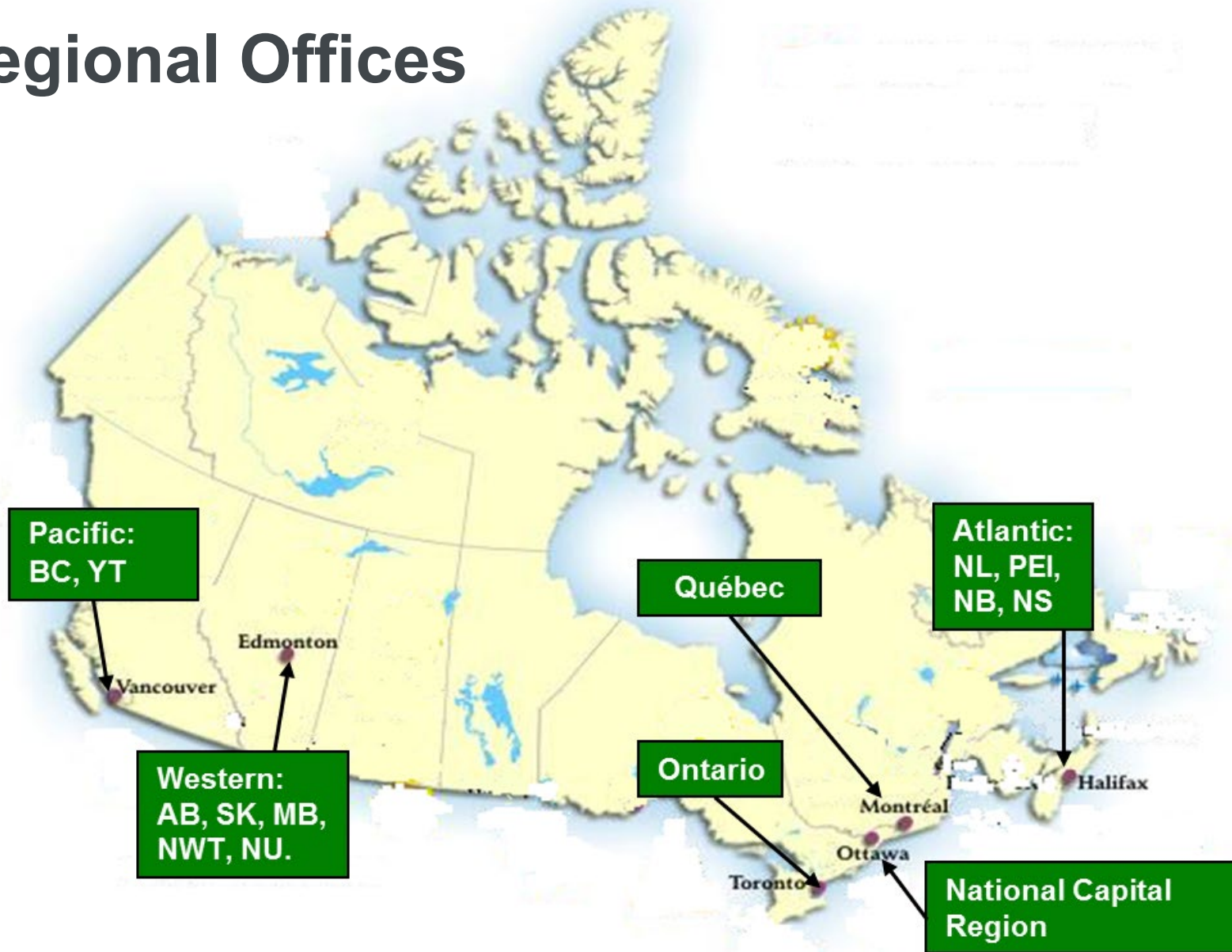


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OSME Regional Offices



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Current procurement platform - BuyAndSell.gc.ca

- 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)

- 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 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)

- 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.

<https://buyandsell.gc.ca/event-calendar>

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Questions?

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