



Government Procurement

MARKET OVERVIEW

Next to the U.S. Government, the Canadian Government is the largest purchasing entity in the world in excess of US\$16 billion a year in goods, services and construction. Through Canada's largest purchasing organization, Public Works and Government Services Canada (PWGSC), the federal government procures in excess of US\$13.5 billion annually. PWGSC handles the procurement for approximately 140 federal departments and agencies and also contracts for Major Crown Projects (projects worth over CDN\$100 million).

PWGSC handles the federal government's procurement requirements in the following areas.

- ▶ Architectural and engineering consulting services
- ▶ Construction and maintenance services
- ▶ Goods and services

They are responsible for ensuring conformity with Canada's trade obligations under the following national and international trade agreements

- ▶ NAFTA – North American Free Trade Agreement
- ▶ WTO-AGP – The World Trade Organization Agreement on Government Procurement
- ▶ AIT – Agreement on Internal Trade

TRADE AGREEMENTS

U.S. suppliers are eligible to bid on any contract covered under NAFTA or the WTO-AGP provided that all qualification requirements are met. These include an assessment of your financial, technical and managerial skills to ensure you are able to fulfill the contract.

GOVERNMENT ELECTRONIC TENDERING SERVICE

Billions of dollars in public sector business opportunities are tendered annually through the Canadian government's official Internet-based electronic tendering system, MERX. The site gives users access to more than 1,500 open tenders from the federal, provincial and municipal governments and many public institutions. For tenders regarding the Federal government, companies can view and search MERX for free. To obtain information regarding opportunities with other levels of government requires a paid subscription to the service.

THINK BIG! THINK CANADA!

For more information on doing business in Canada, U.S. companies should contact the U.S. Commercial Service in Canada (CS Canada). CS Canada offers a variety of resources and services (including market research, agent/distributor searches, corporate matchmaking, etc.) to assist U.S. exporters of non-agricultural products entering new markets. The Canadian market in particular represents a good "first step" for new-to-export companies seeking a new and exciting opportunity, and we welcome the chance to assist you. **Think Big! Think Canada!**

OTHER RESOURCES

Contracts Canada: <http://contractscanada.gc.ca>
Infoline – (800) 811-1148

PWGSC: <http://www.pwgsc.gc.ca>
Infoline – (800) 622-3232

MERX – <http://www.merx.com>
Infoline – (800) 964-MERX(6379)

We hope that you find this information useful. If you would like further information, please contact Lucy.Latka@mail.doc.gov. Visit our website www.buyusa.gov/canada to discover other commercial opportunities in Canada