

# Helping Businesses Sell to the Government of Canada

Public Works and Government Services Canada's (PWGSC) Office of Small and Medium Enterprises (OSME) helps small and medium businesses understand how the federal government does its purchasing. Over the past three years, PWGSC has bought an average of \$12.6 billion worth of goods and services annually on behalf of other government departments and agencies. Of that, \$4.8 billion went directly to small Canadian businesses and over \$575,000 went to companies in Quesnel.

The Office of Small and Medium Enterprises can help identify specific business opportunities stemming from government purchasing. Through seminars, OSME shows suppliers how to identify opportunities, navigate the government purchasing systems, gain access to key government contacts and learn more about the bidding process.

Business Access Canada ([www.contractscanada.gc.ca](http://www.contractscanada.gc.ca)) is a key component of OSME and can help you find basic information on how the purchasing is done, who the key contacts are and, most importantly, how you can find opportunities. Business Access Canada (BAC) contains a database called Supplier Registration Information (SRI) which is a list of suppliers who want to do business with the federal government. SRI can be used by all federal government buyers to help identify potential suppliers. When you register in SRI you will receive a Procurement Business Number (PBN), which is necessary to sell to PWGSC, as well as to access MERX for free.

MERX ([www.merx.com](http://www.merx.com)) is a website used by the federal government to post most opportunities over \$25,000. It has a variety of tenders posted for which smaller businesses can compete either on their own or through partnerships with other firms. To make it easier and more affordable for small businesses to sell to the federal government, opportunities can now be downloaded from MERX for free if you have a Procurement Business Number.

OSME is here to make it easier for suppliers to access government business opportunities. We can help you understand government procurement, learn about the bidding process and identify government opportunities. This seminar will help you learn about the fundamentals of selling goods and services to the Government of Canada. Providing information on how to market to the federal government, how the government does its purchasing and general advice and guidance on how to analyze the Request for Proposal (RFP) process and requirements, how to respond to a request to proposal (RFP), and how bids are evaluated. You will also get a live demonstration of our websites and registration process.