



BC Métis
FEDERATION

Process for Bid Opportunities with the Federal Government

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Introduction

Tansi partners,

The federal government has brought in a 5% Indigenous initiative in order to increase Indigenous owned/51% joint venture company participation in federal procurement spend.

Our *Industry Engagement Coordinator, Brad Giroux*, has completed training on the federal procurement process, and has compiled a cheat sheet on bidding on federal opportunities for you.

This was important to me, as many of you have offices in Northern BC, which is where the federal government takes over road building and maintenance, and other core *BC Ministry of Transportation* opportunities.

Any questions can be directed to me. If you'd like to speak directly to *PSPC (Public Services & Procurement Canada)*, I can connect you with a Métis contact there as well.

Mahsi cho



For more information contact:

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Doing Business with the Government Of Canada

- 1 The key site to procurement opportunities and register the partnered businesses is **CanadaBuys.Canada.ca**.

- 2 Proceed to the website, click getting started, under business click **Start the Selling Process Now**.

- 3 There are 4 places to register, the first one is to get a **CRA business number**.

- 4 Once you have the CRA number, use that number to apply for a procurement business number.

- 5 Proceed to register on the **Indigenous Business Directory**. The directory identifies indigenous businesses who are pursuing federal, provincial, and private sector procurement opportunities, this site is a public directory and a great way to promote the business products and services.

- 6 An indigenous business can be: a band as defined by the Indian Act, a sole proprietorship, a limited company, a co-operative, a partnership, a not-for-profit organization. **In all these types of businesses, there must be indigenous persons that have at least 51% ownership and control.**

- 7 An indigenous business can also be a joint venture consisting of 2 or more indigenous businesses or an indigenous business and non-indigenous business, **provided that the indigenous business or businesses have at least 51% ownership and control of the joint venture.**

- 8 Then register for a **SAP Ariba Account**, this site is for online procurement opportunities.



Submitting A Bid

Submit your bid by first registering an account on the **SAP Ariba** site which is the online site for opportunities and bidding.

Create your Ariba account

- 1** Go to the **CanadaBuys.Canada.ca** website.
- 2** Click on “*Start the selling process now*”.
- 3** Next, click on “*Find out how to register in Ariba*”.
- 4** Next, click on “*Create your SAP Ariba account*”.

Search for bid opportunities

- 1** Once you are on the **CanadaBuys.Canada.ca** website or **PSPC**, as well as the **SAP Ariba** sites, click on “*Tender Opportunities*”.
- 2** Next, you can enter keywords to search for notices in the search window such as “*Road Building*”.
- 3** You can define your search by clicking on the “*Filters*” window — for example click on “*Categories*”, check off “*Construction*”, then go to the bottom of the filter page and click “*Apply Filters*”.



Bid Evaluation Process

The 3 methods of evaluation are:

1 Minimum mandatory criteria requirements only – to be considered responsive.

2 Point rated criteria.

3 Combination of both minimum and point rated.