



MARKET OVERVIEW

Next to the U.S. Government, the Canadian Government is the largest purchasing entity in the world procuring in excess of US\$9 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\$6 billion a year. PWGSC handles the procurement for approximately 100 federal departments and agencies, as well as contracts for Major Crown Projects.

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

- Architectural and Engineering Consulting Services;
- Construction and Maintenance Services; and
- Goods and Services.

They are responsible for ensuring conformity with Canada's trade obligations under the NAFTA and the WTO-AGP.

TRADE AGREEMENTS

U.S. suppliers are eligible to bid on any contract covered under the North American Free Trade Agreement (NAFTA) or the World Trade Organization Agreement on Government Procurement (WTO-AGP) provided all qualification requirements are met. These requirements include an assessment of your financial, technical and managerial skills to ensure that 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 service, MERX. The site gives subscribers access to more than 1,500 open tenders from the federal government, provincial governments, and many municipalities, school boards, universities and hospitals. Approximately 100 new tenders are posted daily. US companies can log onto MERX free of charge to view and search open tenders. However, for paid subscribers, MERX allows them to:

- ✓ Search the site to view and access procurement opportunities daily.
- ✓ Order tender documents and download them free of charge
- ✓ Receive automatic notice of amendments or cancellations regarding documents you have ordered
- ✓ Access award notices, former opportunities and international opportunities

THINK CANADA FIRST!

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 "Canada First!"**

OTHER RESOURCES

Contracts Canada <http://contractscanada.gc.ca>
InfoLine - 1 (800) 811-1148

MERX <http://www.merx.com>
1 (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, the CS Canada Government Procurement Sector Specialist. Visit our website www.BuyUSA.gov/Canada to discover other commercial opportunities in Canada.