



How to Prepare a Bid

Ministry of Government and Consumer Services

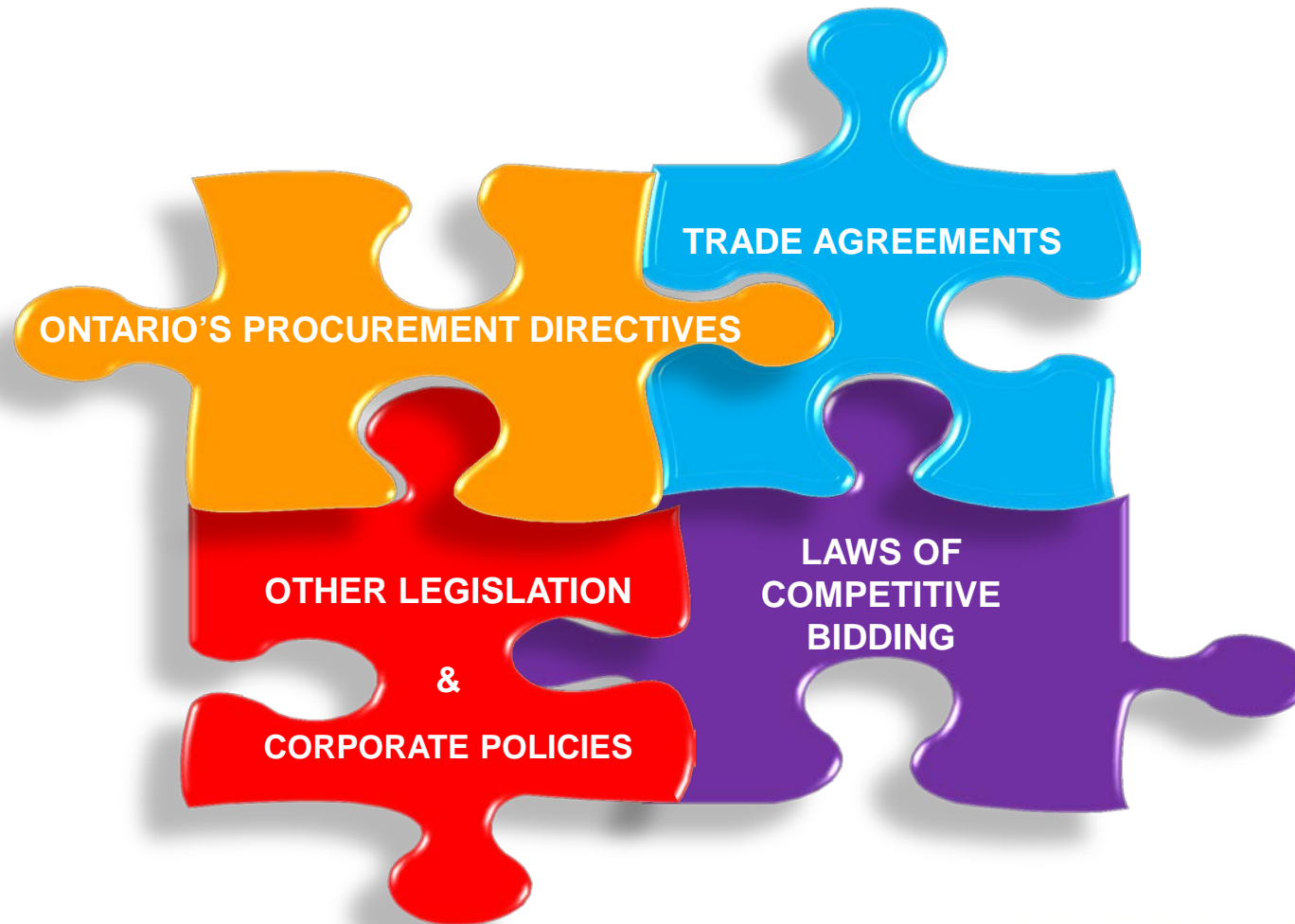
Objectives of Today's Webinar

- Create awareness of the rules around government procurement in Ontario
- Understand the vendor's role in the public procurement process
- Help you to respond to business opportunities with Ontario

Ontario Government Procurement Facts



Governance Framework for Procurement



Laws of Competitive Bidding

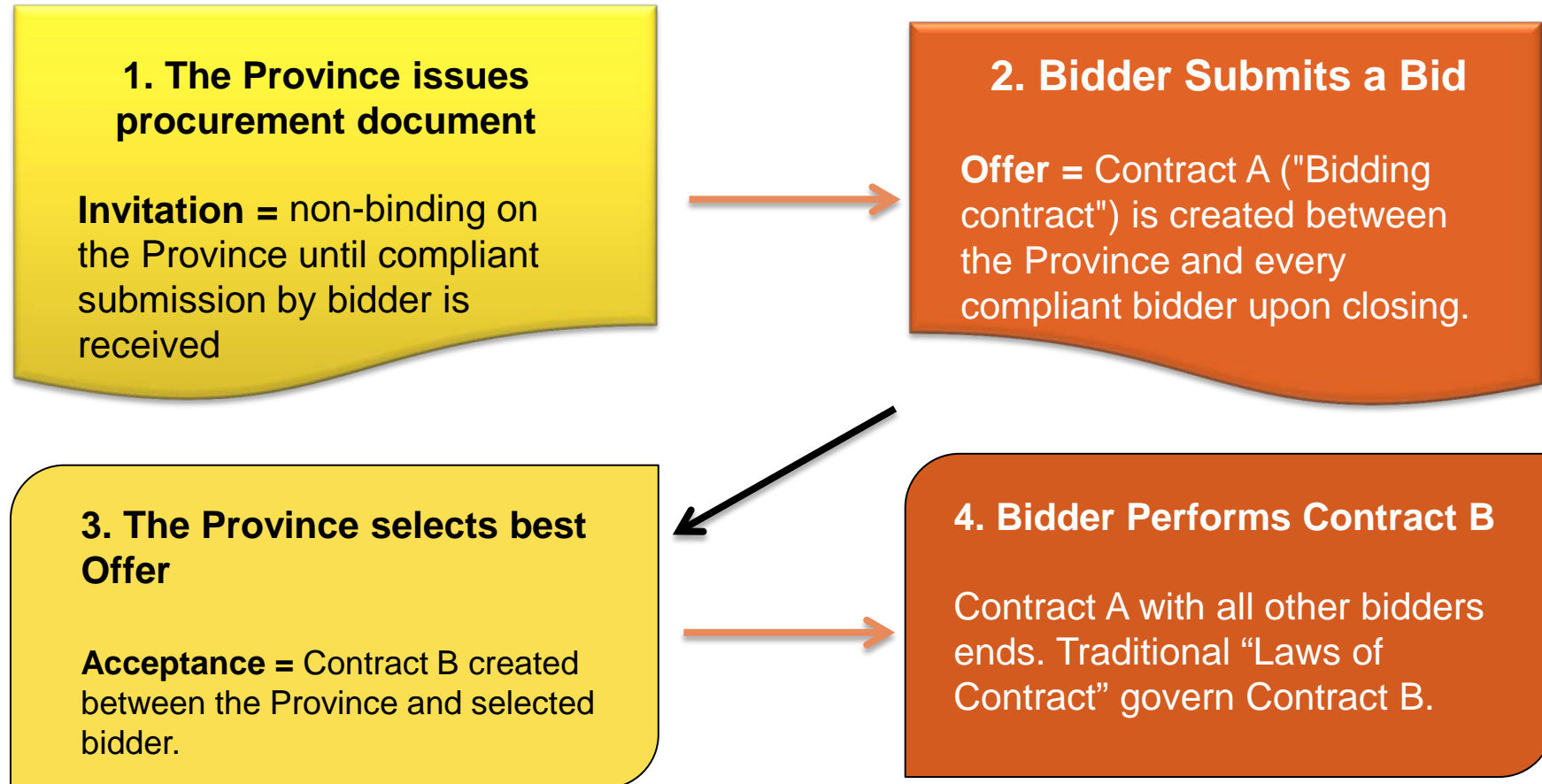
In Canada, the procurement process is governed by the Contract A/Contract B framework established by the Supreme Court of Canada

“Contract A” or the “bidding contract” is the name given to the contract that comes into existence between a bidder and a purchaser upon the submission of a compliant bid in response to a procurement document

A separate Contract A is formed between the purchaser and each compliant bidder

“Contract B” or the “performance contract” is the contract that is awarded and which comes into existence upon the acceptance by the purchaser of the winning bid. The ministry is considered the purchaser in the Contract A/Contract B framework

Formation of a Procurement Contract in Ontario



Duties of the Purchaser

Since “Contract A” is a legal contract between the purchaser and each compliant bidder - certain legal duties, express and implied, rest on the purchaser and on the bidder

Duties of the purchaser include:

- Disclose all material information like deliverable and terms and conditions
- Reject non-compliant bids
- Run a fair competition
- Award the contract to the winning bidder
- Award the contract as tendered

Duties of Bidders

Certain legal duties (express and implied) also rest on the bidder

- No counteroffers
- The bidder's bid will be irrevocable for a set period of time
- Once selected, the highest-ranked bidder is required to perform Contract B

Improving the Process

"Access to and knowledge of Ontario government business opportunities"

"Want to spend less time developing responses to procurement opportunities"

"Ability to move on to other opportunities sooner"

How to develop a good response?

"Ability to develop quality proposals to win business"

Long, complicated procurement documents

The Solution: Request for Bids (RFB) Template

- ✓ Single, streamlined procurement template that can be used for both tenders and proposals. Allows for differences in evaluation processes, as appropriate.



RFB: Highlights – What's in it for the vendor?

- Template structure and design is more logical and user-friendly
- Key details and dates are included up front
- Terms and conditions are consolidated into a single section
- Streamlined Form of Offer reduces risk of bidder error
- New forms set clear expectations and help structure bidders' responses

Procurement Abstract



▼ Project: tender_3437 - Learning and Training Services
Project Reference: OSS_00536904

Login or Register to Participate

Project Details

| | |
|----------------------------|---|
| Project Code | tender_3437 |
| Project Title | Learning and Training Services |
| Project Reference | OSS_00536904 |
| Project with Multiple Lots | Yes |
| Project Type | Services |
| Project Categories | 43232500 - Educational or reference software 46211500 - Workplace safety training aids and materials 60101600 - Educational certificates or diplomas 60105300 - Career education instructional materials 80161500 - Management support services 80171800 - Media relations services 80172000 - Professional communication services 80172100 - Issues and crisis management services 82111500 - Technical writing 82111600 - Non technical writing 82111700 - Creative writing 86111500 - Distance learning services 86111600 - Adult education 86121700 - University and colleges 86121800 - Professional schools 86132000 - Management education and training services 86132100 - Training planning, facilitation and delivery services 86141700 - Educational technology |

Opportunity Details

| | |
|----------------------|--|
| Detailed Description | <p>Supply Chain Ontario (SCO) of the Ministry of Government and Consumer Services (the Ministry) for the Government of Ontario is issuing this Request for Bids (RFB) to prospective bidders for Learning and Training Services.</p> <p>This procurement will combine the following existing VOR arrangements:</p> <ul style="list-style-type: none"> - Learning and Training Services, OSS_00154215; and - Learning and Training for I&IT Professionals, OSS_00276296 <p>The objective of this RFB will be to establish a multi-vendor enterprise-wide Vendor of Record (VOR) arrangement for the provision of Learning and Training Services, OSS_00536904 for the Ontario Public Services (OPS) which includes the following categories: Leadership Development Programming, General Programming, Digital Learning, Communications Courses Programming and General IT Learning and Training Services.</p> |
|----------------------|--|

| | |
|--|--|
| Scope of Work | |
| Work Category | Other |
| Procurement Route | Open |
| Opportunity First Publishing Date (dd/mm/yyyy hh:mm) | 18/01/2016 13:46 |
| Opportunity Last Publishing Date (dd/mm/yyyy hh:mm) | 04/02/2016 15:32 |
| Listing Expiry Date (dd/mm/yyyy hh:mm) | 21/03/2016 14:00 |
| Estimated Contract Start Date (dd/mm/yyyy) | |
| Estimated Contract Duration | The term of the Agreement is for five (5) years with an additional two (2) year extension option. The estimated value for this VOR arrangement is approximately: \$25M over the term of the Agreement. |

Procurement abstracts are the first page vendors can see

They contain key information such as:

- a summarized description of the goods or services
- Key dates and contract lengths
- Who needs the services



Part 1:Qualification Envelope (1)

QUALIFICATION ENVELOPE

| 1.1 | Procurement Details | |
|--------|--|--|
| 1.1.1 | Information for Bidders | <p>Download and read the following attachments that form part of the Request for Bids ("RFB") before submitting your Bid:</p> <ol style="list-style-type: none"> 1) RFB Attachment #1 - Definitions; 2) RFB Attachment #2 - Form of Agreement; 3) RFB Attachment #3 - The Deliverables; 4) RFB Attachment #4 - Terms and Conditions; and 5) RFB Attachment #5 - BravoSolution System Instructions |
| 1.1.10 | RFB Closing Date | [Insert full date and time 00:00. Time should be in 24-Hour clock format.] |
| 1.1.11 | Information Session | <p>[Select of the following Options:</p> <ul style="list-style-type: none"> • YES, MANDATORY; • YES, OPTIONAL; • NO; [Insert full date and time 00:00. Time should be in 24-Hour clock format.] |
| 1.1.12 | Site Meeting | <p>[Select of the following Options:</p> <ul style="list-style-type: none"> • YES, MANDATORY; • YES, OPTIONAL; • NO; [Insert full date and time 00:00. Time should be in 24-Hour clock format.] |
| 1.1.15 | Period for which bids are irrevocable after RFB Closing Date | [Insert irrevocable period. Template assumption a period of 120 days] days |

- Key details are included up front and are in one place
- Allows vendors to quickly determine whether or not a particular procurement opportunity may be suitable for them

Part 1: Qualification Envelope (2)

| | | |
|---|--|---|
| 1.2 | The Deliverables | |
| 1.2.1 | The Deliverables | For section 1.2 of the RFB, please refer to Attachment#3 – the Deliverables, of the RFB. |
| 1.3 | Mandatory Eligibility Requirements Check box if clause <u>not</u> required | |
| This section is optional and is not required for all procurements. It only applies if specific mandatory eligibility requirements are required before a Bid can be accepted. | | |
| Response Types to Bidder Questions | | |
| Bidder questions in the Qualification Envelope should address mandatory requirements and can only be answered using a Yes/No question type. | | |
| 1.3.1 | Mandatory Eligibility Instructions | A Bidder's eligibility must be demonstrated before a Bid may be accepted. If the Bidder has not demonstrated eligibility to a specific requirement, the Ministry reserves the right to disqualify the Bidder. |
| 1.3.2 | [Insert Title] (max 256 characters) | [Insert Requirement] [Insert question related to requirement] |

The purpose of the Qualification Envelope is to inform the vendor what we're looking for, and, importantly, to ensure the vendor is capable of providing it.

One of the tools to ensure you can meet our needs is the Mandatory Eligibility Requirements Section (if the buyer needs it for the procurement)

Questions asked of buyers in this section are typically yes/no type (although other question methods are possible) e.g, if a question asks if you have project management experience, a yes response may drop down a box asking how many years.

Part 1: Qualification Envelope (3)

| 1.4 | Evaluation Process |
|-------|--|
| | <p>There are typically three stages in the evaluation process:</p> <ul style="list-style-type: none"> Stage 1 – Evaluation of Qualification Response and Mandatory Requirements Stage 2 – Technical Response Evaluation (rated requirements) Stage 3 – Commercial Response Evaluation (pricing) <p>For more complex procurements, the evaluation process may also include additional stages such as an interview/demonstration stage and/or review of references. In this case, adjust the wording in sections below and insert the stage(s) as a new row in between the Technical Response Evaluation and the Commercial Response Evaluation.</p> <p>For less complex procurements, such as commodity items, the evaluation process may also include fewer stages (e.g. price may be the only factor evaluated after Stage 1 – Qualification Response and Mandatory Requirements).</p> |
| 1.4.1 | Overview of the Evaluation Process |
| 1.4.2 | Stage 1 - Evaluation of Qualification Response and Mandatory Requirements |
| 1.4.3 | Stage 2 - Technical Response Evaluation |
| 1.4.4 | Stage 3 - Commercial Response Evaluation |
| 1.4.5 | Cumulative Score and Selection of Highest Scoring Bidder |
| 1.4.6 | Process to Sign the Agreement |

- The RFB will describe how each bid will be evaluated
- The RFB can be used for:
 - “price only” – as in the traditional Request for Tenders, or
 - “price plus other factors” – as in the traditional Request for Proposals
- When used for price only, the RFB will have only two parts – Qualification Envelope and Commercial Envelope

Part 2: Technical Envelope (1)

TECHNICAL ENVELOPE

Response Types to Bidder Questions Bidder questions in the Technical Envelope should address rated requirements. There are eight question types, each of which allows a Bidder to respond to the question in a different way:

1. **Yes/No** – The response can be selected as Yes or No
2. **Options List** – This provides a list of responses for a single option to be selected
3. **Multi Choice Options List** – More than one response can be selected from a list
4. **Text** – allows a text response of up to 2000 characters to be entered
5. **Numeric** – The response entered must be strictly numeric
6. **Date** – This question type requires a date in the dd/mm/yyyy format
7. **Attachment** – The response will require an attachment to be uploaded

Evaluation - Increasing efficiency through automation:

For rated criteria, invest time drafting closed-ended questions in the Technical Envelope to take advantage of automated scoring. Automation saves you time and effort by reducing evaluation tasks by minimizing the need to read attachment responses and reduces the effort needed to compile the final evaluation summary.

Open-ended questions require manual evaluation which can lengthen the evaluation time. Attachments should be avoided, and must always be carefully managed. Open-ended questions are only appropriate when you cannot define a specific response(s).

"Open-ended" Questions

e.g. "what type of certification do you have?"

- Must be evaluated manually
- Takes longer to evaluate

"Closed-ended" Questions

e.g. "Do you have certificate A?", "Do you have certificate B?"

- Can be evaluated automatically
- Points can be assigned to each response option
- Saves time during evaluation

- Not all procurements will have a technical envelope
- It's this section that may cause vendors the most questions, and the most difficulty completing the bid
- Technical sections are where we base our "Value for Money" procurement decisions
- These sections may be worth 70% to 80% of your bid

Part 2: Technical Envelope (2)

| 2.2 | Proposed Approach [Modify title as needed] | | | |
|--|--|---|--|---------------------------|
| [Insert maximum score possible for the section] Points | | | | |
| # | Question Title | Question or Description | Question Type | Points allocated |
| 2.2.1 | Proposed Approach | <p>Provide details about your proposed approach to provide the goods or services listed in the Deliverables.</p> <p>Please detail your proposed approach in delivering each of the Objectives (described in the Deliverables of this RFB) identified in this section.</p> <p>[Insert additional objectives, if required]</p> <p>[List, in additional sections, other information you will need the Bidder to provide so you can determine the quality and effectiveness of the proposed approach, if appropriate]</p> | <p>Yes/No;</p> <p>Numeric;</p> <p>Options List;</p> <p>Multiple-Choice;</p> <p>Option List;</p> <p>Text;</p> <p>Date;</p> <p>Attachment;</p> | [Insert points allocated] |
| 2.2.2 | Objective 1 [Insert Question] | [Insert description and question] | <p>Yes/No;</p> <p>Numeric;</p> | [Insert points allocated] |

- Not all questions need to be closed-ended
- Subjective evaluation areas may also be included depending upon the needs of the end-user, the skill of the buyer, and the complexity of the procurement
- Depending upon how the question is formatted, the system may still be able to automatically evaluate the response, with human review

Part 2: Technical Envelope (3)

| 2.3 Capabilities | | | | |
|------------------|----------------------------|---|--|---------------------------|
| | | [Insert maximum score possible for the section] Points | | |
| 2.3.1 | Capabilities | Provide details about your capability (experience and/or qualifications) to provide the goods or services listed in the Deliverables. | Yes/No; Numeric; Options List; Multiple-Choice; Option List; | [Insert points allocated] |
| | Roles and Responsibilities | The roles and responsibilities of the Bidder and any of its agents, employees and sub-contractors who will be involved in providing the Deliverables, together with the identity of those who will be performing those roles and their relevant respective expertise. | Yes/No; Numeric; Options List; Multiple-Choice; Option List; Text; Date; | [Insert points allocated] |
| | Work Plan | A work plan which describes how the Bidder will provide the Deliverables within the schedule and milestones that incorporates an organizational chart indicating how the Bidder | Yes/No; Numeric; Options List; Multiple- | [Insert points allocated] |

Part 3: Commercial Envelope

COMMERCIAL ENVELOPE:

| 3.1 Bidder Instructions for Commercial Envelope | | |
|---|--------------------|--|
| [Maximum score possible for the Commercial Envelope] Points | | |
| 3.1.1 | Bidder Instruction | Pricing shall be provided in Canadian Funds, inclusive of all applicable duties and taxes, except Harmonized Sales Tax (HST). |
| 3.1.2 | Bidder Instruction | Pricing quoted by the Bidder shall be all inclusive and shall include all labour and materials, travel and carriage costs, insurance costs and all other overhead including but not limited to any fees or other charges required by law. Harmonized Sales Tax (HST) shall be itemized separately. |
| 3.1.3 | Bidder Instruction | A Bid that includes conditional, optional, contingent or variable rates that are not expressly requested in the Commercial Envelope may be disqualified. |

[Provide a copy or the text of your Rate Bid Form].

- The commercial envelope is where we ask for your pricing
- The scoring value here is determined by the buyer and end user
- This area often requests a spreadsheet be completed we call a Rate Bid Form
- This is important – when we ask for pricing we will demand all vendors bid the same way

Where do I find Procurement Opportunities?

On the ONTARIO TENDERS PORTAL

In **2014**, **BravoSolution** became Ontario's new designated electronic tendering service provider replacing MERX Networks

- Services include access to Ontario government open procurement opportunities such as Requests for Bids for goods or services
- Electronic submission of bids is being implemented
- Vendors will no longer be required to purchase a subscription to access and review procurement documents. Vendors can read all our procurement documents free of charge, prior to deciding whether or not to bid.
- The new electronic tendering service is available at ontario.ca/tenders

OTP Main Page

ENG FRE



USER LOGIN

Username:

Password:

Go

[Forgot your password?](#)

PUBLIC SECTOR OPPORTUNITIES

To View and Search:

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[Past Opportunities](#)

[Global Opportunities](#)

SUPPLIER REGISTRATION

Looking for new business with Ontario Public Sector?

Register at no cost to receive email alerts for opportunities tailored to your business.

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[Vendor Registration Instruction](#)

[Supply Chain Ontario
Ministry of Government
and Consumer Services](#)

For Technical Support contact eTenderhelp_CA@bravosolution.com or Toll Free 866 722 7390 | Direct 484 335-4586


Registration Page


Registration Data


Save

Close

Organization Details

 High contrast stylesheet

 Switch to Standard Controls

 Reset

| | |
|----------------------------------|---|
| * Organization Name | <input type="text"/> |
| * Address | <input type="text"/> |
| * City | <input type="text"/> |
| * Province/State | <input type="text" value="---"/> |
| * Postal Code/Zip Code | <input type="text"/> |
| * Country | <input type="text" value="CANADA"/> <input type="button" value="Go"/> |
| * Main Organization Phone Number | <input type="text"/> |
| Organization Fax Number | <input type="text"/> |
| Web site | <input type="text"/> |
| * Organization Legal Structure | <input type="text" value="---"/> |
| Company Registration Number | <input type="text"/> |
| HST Number | <input type="text"/> |
| Dun & Bradstreet | <input type="text"/> |

UNSPSC Selection Screen



Categories

Registration

Confirm Current Selection

Cancel

Free Text Search

Search

Deselect All

Display Selected Only

Expand All

Collapse All

0 - UNSPSC (selected items: 0)

- ▶ 10000000 - Live Plant and Animal Material and Accessories and Supplies
- ▶ 11000000 - Mineral and Textile and Inedible Plant and Animal Materials
- ▶ 12000000 - Chemicals including Bio Chemicals and Gas Materials
- ▶ 13000000 - Resin and Rosin and Rubber and Foam and Film and Elastomeric Materials
- ▶ 14000000 - Paper Materials and Products
- ▶ 15000000 - Fuels and Fuel Additives and Lubricants and Anti corrosive Materials
- ▶ 20000000 - Mining and Well Drilling Machinery and Accessories
- ▶ 21000000 - Farming and Fishing and Forestry and Wildlife Machinery and Accessories

Supplier Landing Page

All opportunities are available to the public, but you can only submit responses once you have registered as a Supplier.

Ontario Tenders Portal

BravoSolution
Service Provider to Ontario

USER PROFILE

- ▶ Manage Your Profile
- ▶ Manage Password
- ▶ Manage Users

MY PROCUREMENT PROJECTS

- ▶ Projects
- ▶ Opportunities Open to All Suppliers
- ▶ RFI Open to All Suppliers
- ▶ My RFI
- ▶ **RFx Open to All Suppliers**
- ▶ My RFx
- ▶ Payment
- ▶ Supplier Guides and Information

Welcome to the Ontario Government Tender Portal

This service provides a secure and efficient means for you to engage in procurement "Projects" with our Buyers.

The "Opportunities Open to All Suppliers" page allows you to review open tender opportunities.

New procurement projects are available by clicking on "RFI Open to All Suppliers/RFX Open to All Suppliers"

Once you have expressed interest in a new procurement it will move to your "My RFI / My RFx" page, where you can download any documentation and submit your response.


Prior to response creation you can "Make Payment" to submit your annual or one time response fee.


A free helpdesk is available to support you in using this service. If you require any assistance then please contact the helpdesk as soon as possible.


Opportunities Screen

| <div> <div> </div> <div> <div>Current Opportunities</div> <div>Past Opportunities</div> </div> </div> <div>...</div> | | | | | |
|--|---------------------------|---|--|---------------|--|
| <div> <div>Select a Filter</div> <div>Go</div> </div> | | | | | |
| | Organization | Project Reference | Project Title | Work Category | Listing Expiry Date (dd/mm/yyyy hh:mm) |
| 1 | Government of Ontario | OSS_00590101 | Internet Provisioning Services | Other | 30/05/2016 11:00 |
| 2 | Government of Ontario | OSS_00581935 | Steep Rock Investigation of Soil & Groundwater Contamination Remediation Options | Other | 30/05/2016 11:00 |
| 3 | Government of Ontario | OSS_00594488 | Lease of One (1) High Capacity Printer and Service Maintenance | IT | 30/05/2016 11:00 |
| 4 | Government of Ontario | OSS_00578610 | Corridor User Surveying and Data Collection High-Occupancy Toll (HOT) Pilot | Other | 30/05/2016 11:00 |
| 5 | Government of Ontario | OSS_00591246 / 1148 | Weekly School Bus Transp Serv for Special Needs Students for Prov/Dem Schools | Other | 30/05/2016 11:00 |
| 6 | Government of Ontario | OCWA160512-BLOWER | Blower Package | Other | 30/05/2016 12:00 |
| 7 | Government of Ontario | | MTO Demo 2 Properties | Other | 31/05/2016 11:00 |
| 8 | Toronto Community Housing | RFP 16137 | RFP 16137 - Domestic Water Supply and Sanitary Plumbing Systems Replacement at G | Other | 31/05/2016 11:00 |
| 9 | Toronto Community Housing | RFP 16151 | RFP 16151 - Domestic Water and Sanitary Piping Risers Replacement at Islington | Other | 31/05/2016 11:00 |
| 10 | Toronto Community Housing | | RFP 16184 DHW System Upgrade @ 1-15 Field Sparroway and 2-10 Tree Sparroway | Other | 31/05/2016 11:00 |
| 11 | Toronto Community Housing | | RFP 16175 Preventive Maintenance Services, Demand Repairs For Fan Coil and PTAC | Other | 31/05/2016 11:00 |
| 12 | Toronto Community Housing | | RFP 16176 Replacement For Residential Furnaces and Domestic Hot Water | Other | 31/05/2016 11:00 |
| 13 | Toronto Community Housing | | RFP 16177 PTAC (Packaged Terminal Air Conditioner) Replacement | Other | 31/05/2016 11:00 |
| 14 | Toronto Community Housing | | RFP 16174 Preventive Maintenance Services, Demand Repairs For Furnaces and DHW | Other | 31/05/2016 11:00 |
| 15 | Government of Ontario | AIS-0862 | Laundry Serv at St. Lawrence Valley & Correctional Treatment & Brockville Jail | Other | 31/05/2016 11:00 |
| 16 | Government of Ontario | OSS_00585225 | Real Estate Appraisal Services | Other | 31/05/2016 11:00 |
| 17 | HMMS | HMMS02514 - Ophthalmic Ultrasound A Scan Unit | HMMS02514 - Ophthalmic Ultrasound A Scan Unit | Other | 31/05/2016 12:00 |

The “RFx Abstract” allows you to identify important details about the RFx including Project Categories that help you select the best opportunities for your Organization



Service Provider to 

Welcome **ben naima** 

▼ RFx: rfx_4554 - economic assessment

Project: tender_3107 - economic assessment

Closing Date: 28/01/2016 01:30:00

Running

Express Interest

Decide Later

Printable View

Response status

Response status

No Response Prepared

Overview

RFx Code

rfx_4554

Detailed Description

Response Currency

CAN

Buyer Organization

Government of Ontario

RFQ Attributes

RFQ Type

RFS (Request for Service)

Title

economic assessment

Type of Supplier Access

RFx Open to All Suppliers

Test RFx

No

Allow Suppliers to Respond by Consortium

Yes

Click the “Express Interest” button to become a Plan Taker

Tips for a Stress Free Tender

- *Read all supporting documentation thoroughly*
- *Always respond at least a day earlier than the close date*
- *Use the secure messaging tool*
- *Only upload attachments when requested*
- *Answer all relevant questions*
- *Follow all instructions*
- *Keep your username and password safe*
- *Save your work regularly!*

OTP Technical Support

8:00 am to 8:00 pm ET - Monday to Friday

Toll Free phone: 866.722.7390

Direct Phone: 484.335.4586

eTenderhelp_CA@bravosolution.com

Submitting a Compliant Bid

Submitting a compliant bid in response to a procurement opportunity binds you to the terms and conditions in the procurement document, including the terms and conditions in the Form of Agreement

All bids must be received prior to the closing date and time. The Ontario Tenders Portal will close bidding at exactly the date and time stated in the Qualifications Envelope

When in the system completing your bid, we recommend you hit the “submit” button 15 minutes or more before bid close to ensure all the system requirements and sending procedures are completed in time. Keep the confirmation page for your records

What if I am unsuccessful?

Bidder Debriefings

The final step in the procurement process is to offer a debriefing

- Vendors are entitled to know why their bid was not successful. Vendors who participate in procurements valued at \$25,000 or more are offered an opportunity for a debriefing
- Debriefings are valuable to bidders as they offer the opportunity to learn the strengths and weaknesses of their bids. The objective of a debriefing is to help bidders learn how to improve the quality of their bids in the future. It is not to challenge the procurement process

The procurement process concludes when a signed agreement is in place and all bidder debriefings are complete

Ten Best Practices for Bidding

1. **Read** the procurement document in its entirety including the terms and conditions and addenda thoroughly.
2. **Check** the timetable for events such as a site visit, deadline for questions, closing date, time and location.
3. **Ask** questions before the end of the question and answer period to ensure that you understand what is required. Only communicate with the assigned procurement contact.
4. **Meet** all mandatory requirements, e.g., project experience, references, etc
5. **Respond** to all included rated requirements.

6. **Describe** how **you** will provide the goods/services – do not just copy the terms of reference. Ensure that you comply with any accessibility requirements contained in the procurement document.
7. **Meet** all submission requirements, insurance, security clearance, etc
8. **Organize** your response so that it is complete. This advice applies more to low value invitational procurements and to paper-based.
9. **Conduct a quality review** of your responses before submitting and verify your pricing calculations. Marks are not taken away for typos and spelling errors
10. **Ask** the contact for a debriefing after the contract has been awarded.

For more information visit: www.ontario.ca/supplychain

Ministry of Government and Consumer Services: Supply Chain Ontario Internet Website (1) – ontario.ca/supplychain



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Supply Chain Ontario



FOR VENDORS

[Sell Your Products and Services To The Public Sector Market](#)

The Ontario Government spends billions of dollars each year on goods, services and construction from 51,000 vendors, most of which are located in Ontario. Learn how to become one of these vendors.

[eTendering Registration](#)

FOR PUBLIC SECTOR BUYERS

[Broader Public Sector Supply Chain Secretariat](#)

[Access Ontario Government Vendor of Record Program](#)

The Ontario Government has contracted with vendors to supply a variety of goods and services which are accessible to public sector buyers in Ontario.

[Register As Buyer](#) | [Login](#)

Ministry of Government and Consumer Services: Supply Chain Ontario Internet Website (2)

| |
|--|
| Contacts ✓ |
| ▶ Contact Supply Chain Ontario |
| ▶ Telephone Directory |
| ▶ ServiceOntario Locations |
| ▶ MPPs |
| Explore Government > |
| Resources ✓ |
| ▶ Forms |
| ▶ Laws |
| ▶ ONTERM - Ontario Terminology |
| ▶ Publications |

Electronic Tendering



- [New eTendering System - Announcement](#)
- [Find Bid Opportunities](#)

Doing Business



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VOR Program



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- [VOR Program - Three Year Outlook](#)
- [Selling Software Products to the Ontario Government](#)
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BPS-SCS



- [BPS Supply Chain Secretariat](#)
- [BPS Procurement Directive](#)
- [Accountability in the Broader Public Sector](#)

Procurement Policies



Procurement Policies

The Ontario government is committed to open, fair and transparent procurement processes.

Other Popular Pages

Related Links

Additional Information

Resources and Contact Information for:
Ministry of Government and Consumer Services
Ontario Shared Services
Supply Chain Ontario

Website: ontario.ca/supplychain

Email: doingbusiness@ontario.ca

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