

## Happy New Year to everyone from the OSME-CES team!

I would like to start off the new year by thanking you for your hard work towards our various initiatives over the past year. We would not have been able to achieve all we did without your dedicated support.

Now that the new year has started, we have numerous projects on the go - some of which are still being worked out. To give everyone an appreciation of how far we have come and where we are heading, following is an overview of our achievements from last year.

### *Highlights of OSME's 2011 initiatives*

#### **Pre-Qualified Supplier Data on Buyandsell.gc.ca**

Last fall, the Office of Small and Medium Enterprises (OSME) made available the [Pre-Qualified Supplier Data](#) on Buyandsell.gc.ca. The Pre-Qualified Supplier Data informs businesses on what the Government of Canada buys in their industry or assists them to find a partner to sell to the Government of Canada.

This new tool provides information on businesses that are currently pre-qualified to supply goods and services to the Government of Canada. Updated weekly, the data identifies businesses holding Public Works and Government Services Canada (PWGSC) standing offers and supply arrangements.

#### **New Events Calendar on Buyandsell.gc.ca**

As you know, you and your members can attend one of our free seminars across Canada on understanding the procurement process and how to sell goods and services to the Government of Canada. With improved visual layout and advanced filtering options, all OSME business seminars and Canadian Innovation and Commercialization Program (CICP) events are now listed in one location: [buyandsell.gc.ca/event-calendar](http://buyandsell.gc.ca/event-calendar).

#### **The Canadian Innovation Commercialization Program (CICP)**

[CICP](#) has now completed two Calls for Proposals, the most recent one having taken place in summer 2011. Contracts have been awarded for the purchase of many innovations from the first competitive process, and they are currently being tested by federal government departments. The majority of the pre-qualified innovations from the first round have been matched and activities for the second round will begin shortly. Suppliers can expect the third round of Call for Proposals to be launched during the first quarter of 2012. Thanks to your ongoing efforts and interest in the program, we have been able to take a significant step towards supporting innovation in Canada.

## Engaging the Supplier Community

In early 2011, we coordinated several roundtable discussions to provide suppliers with a forum to discuss procurement barriers and potential solutions directly with Minister Ambrose.

On October 13, PWGSC held the inaugural Supplier Summit in Gatineau, hosted by the Associate Deputy Minister. The goal of this event was to reach out to Canadian businesses. This gathering of suppliers and industry association members allowed us to share the new developments in federal procurement while enhancing engagement with suppliers and industry associations. For more information, visit: <http://www.tpsgc-pwgsc.gc.ca/comm/vedette-features/2011-10-28-00-eng.html>.

## Procurement Strategies for Goods and Services Consultations

OSME also gives suppliers a voice at the procurement strategy development stage by consulting representatives from the small and medium enterprises (SMEs) community. This allows concerns to be raised throughout the process. As a result, SMEs influence national strategies to avoid undue barriers that might impede their full participation in the subject procurements. To this end, we have consulted over 4,000 suppliers on 14 potential strategies over the past year and one half.

## OSME needs your help to reach businesses

Last year, OSME was able to continue helping a growing number of suppliers. Since its creation in 2005, more than 140,000 individuals and suppliers have been assisted through our six regional offices across Canada. The feedback that has been received from attendees at our seminars indicates a satisfaction rate of over 95%. We look forward to working with you on a promotion campaign to reach even more businesses in 2012. For more information on our free seminars, you can consult [Buyandsell.gc.ca](http://Buyandsell.gc.ca) or call our InfoLine at: 1-800-811-1148. These are just some examples of our ongoing joint efforts and commitment to helping suppliers.

OSME appreciates your contribution and support and we are very excited about the potential for more achievements this year.

I encourage you to share this email with your membership, and I hope 2012 brings us plenty of joy and ample opportunities to continue working together.

Best wishes,

Shereen Benzvy Miller  
Director General - OSME/CES

