



Forum opportunités d'affaires Business Opportunities Forum

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Sujets

Comment le gouvernement choisit-il ses fournisseurs et comment se préparer pour faire affaires avec eux

Profil et positionnement

Structure, autorité et processus

Subjects

What is government looking for from suppliers and what is needed to become one

Profile and positioning

Structure, authority and process

Profil et positionnement Profile and positioning

- Pour vous démarquer et pour être efficace
 - Contact, communication, suivi
 - Comprendre votre clients (besoin, environnement, capacité, autorité)
 - Avantages de vos produits et/ou services
 - Capacité (production, volume et/ou vitesse)
 - Tangible (Brochure, Catalogue, site internet)
- Portail et outil de profil
 - Gouv: MERX, NBON, IC, TPSGC, etc...
 - Privé: Irving Shipbuilding, etc...



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ISI logo

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Online Supplier Registry

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- Irving Shipbuilding has established an online supplier registry, which will allow suppliers to enter relevant information on their organizations.
- Once you have completed your submission any further changes require a resubmission of your supplier profile.
- For any questions you can send an email to purchasing@halifaxshipyard.com

Please Note: Completing the registration process on this website is simply a means of telling Irving Shipbuilding Inc. ("ISI") about your company and what goods and services you offer. It is in no manner or form an offer, invitation to bid, or a promise or representation of any contract, work, potential work or the intention to procure any particular goods and services on the part of ISI. Registration does not ensure your company will be considered for a bid nor it does not guarantee that your company will receive an invitation to bid or a contract from us, nor does it imply that your company has any type of procurement or contractual relationship with us, either now or in the future. In the event ISI considers a procurement for goods or services described in your vendor registration, your application may be considered and we may contact you at our sole discretion. By completing the Supplier registration process you agree to the foregoing terms and conditions as well as the other terms and conditions set out elsewhere on this website.

Step 1

[CLICK HERE TO DOWNLOAD INSTRUCTIONS \(English\)](#)

[CLICK HERE TO DOWNLOAD INSTRUCTIONS \(French\)](#)

Step 2

[CLICK HERE FOR ON-LINE SUPPLIER REGISTRY](#)-You will receive an e-mail to complete Step 3.

Step 3



Public Works and Government Services Canada

Travaux publics et Services gouvernementaux Canada



Public Works and Government Services Canada
www.pwgsc.gc.ca

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- PWGSC Services**
- Buying and Selling**
- Services for Businesses**
- Services for Government**

(accessible to federal government employees only)

- Standing Offer Index
- e-Purchasing
- Index of Procurement Buyers

Resources

- Publications & Procurement Documents
- About Acquisitions
- Contact Acquisitions
- Related Links
- Site Map

Proactive Disclosure

Information for Businesses

- [Business Seminars](#)
- [Supplier Registration Information \(SRI\)](#)
- [MERX \(Electronic Tendering System\)](#)
- [Key Contacts](#)
- [Procurement Allocation Directory \(PAD\)](#)
- [Office of Small and Medium Enterprises](#)
- [Contract History](#)

Brief Description of Information for Businesses

- [Business Seminars](#)
Free business seminars on various topics. Sessions include the fundamentals of selling goods and services to the Government of Canada.
- [Supplier Registration Information \(SRI\)](#)
For businesses who want to register to do business with the Government. SRI is used by federal government buyers to identify potential suppliers for purchases not subject to any of the trade agreements.
- [MERX \(Electronic Tendering System\)](#)
New opportunities are listed daily from all levels of government including some from Municipalities, Academic, School Boards and Hospitals from across Canada.
- [Key Contacts](#)
The contacts include departmental heads of purchasing (Materiel Managers) and purchasing officers in PWGSC.
- [Procurement Allocation Directory \(PAD\)](#)
Key purchasing contacts in PWGSC including a list of the products and services they buy.
- [Office of Small and Medium Enterprises](#)
Supports businesses by working to reduce barriers and by simplifying requirements for SME's that want to do business with the Government of Canada.
- [Contract History](#)
Contains information on contracts awarded by PWGSC on behalf of all federal government departments and agencies for the last three years.



English | **Accueil** | **Contactez-nous** | **Aide** | **Recherche** | **canada.gc.ca**

Réseau des entreprises canadiennes

- Industrie Canada**
- Programmes et services
- REC**
- Accueil
- Recherche
- Passez en revue
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- Pour en savoir plus**
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- Exonération
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- Aide
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Réseau des entreprises canadiennes

Le Réseau des entreprises canadiennes

- est une base de données centrale consultable qui porte sur 60 000 entreprises canadiennes;
- dispose de centaines de répertoires spécialisés d'entreprises dans les domaines de la fabrication, des services et des produits;
- chaque répertoire possède un puissant moteur de recherche avancée et une importante capacité de faire des rapports;
- les profils d'entreprises présentent des renseignements détaillés sur les personnes-ressources, les produits, les services, l'expérience en matière de commerce et la technologie;
- les résultats de recherche peuvent être présentés et imprimés sous forme de rapports exhaustifs, abrégés ou personnalisés.

Le Réseau des entreprises canadiennes vous aidera à :

Industrie Canada à la une

[Plan d'activités d'Industrie Canada 2011-2012](#)
 Les objectifs stratégiques, le renouvellement de l'effectif et les priorités ministérielles d'Industrie Canada pour 2011-2012.

[Soyez informé!](#)
 Recevez des bulletins et des mises à jour par courriel d'Industrie Canada.

Recherche
 Trouvez une entreprise

Passez en revue
 Répertoires spécialisés

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Industry Canada > Business Tools and Resources > Industrial and Regional Benefits

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IRB Information

[What is the IRB Policy?](#)

[How does the IRB Policy Work?](#)

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Industrial and Regional Benefits

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Canada's Industrial and Regional Benefits (IRB) Policy ensures that Canadian industry benefit from Government defence and security procurement. The Policy requires companies that win defence and security contracts with the Government of Canada place business activities in Canada at the same value of the contract. This website details how the IRB Policy works and how Canadian companies can benefit.

[Learn About the IRB Policy](#) [Most Requested](#) [FAQs](#)

Industry Canada Feature

[Industry Canada Business Plan 2011-2012](#)

Industry Canada's strategic objectives, workforce renewal and corporate priorities for 2011-2012.

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Receive Industry Canada newsletters and email updates

Featured Topics

- [Policy Improvements](#) **New**
- [Information Bulletin — IRB Causality Guidelines](#)

Contact Us

If you cannot find the information you need on our Web site or require personal assistance.

What is the Industrial and Regional Benefits (IRB) policy

- Ensures Canadian companies can derive benefits from Federal procurement
- Requires prime contractors to sub-contract and invest in high-tech sectors
- Promotes industrial and regional development objectives
- Encourages business that makes good business sense, regardless of where it is done in Canada
- Managed by Industry Canada
- **ACOA is your regional voice in federal IRB procurement policies and practices ... they need your profile**

Processus Process

- **Processus d'achats - Procurement Process**
 - **Définition des besoins - Requirements definition**
 - **Plan d'achat - Procurement Plan**
 - **Processus d'attribution des achats - Contracting Process**
 - **Administration des contrat - Contract Administration**
 - **Clôture du contrat - Contract Close out**

- <http://www.tpsgc-pwgsc.gc.ca/app-acq/ga-sm/chapitre01-chapter01-fra.html>
- <http://www.tpsgc-pwgsc.gc.ca/app-acq/pme-sme/index-eng.html>

Processus Process

- Responsabilité et autorité- Responsibility and authority
 - Gestionnaire et administrateur de centre de responsabilité – Responsibility Center Manager and Administrator
 - Agent de négociation de contrat– Contracting Officer
 - Officier d’approvisionnement – Supply Officer
 - Utilisateurs – Users
 - Preneurs de decision – Decision makers
 - Et plus – and many more...

Processus Process

- Document contractuel – Contractual documents
 - Les commandes d'achats – Purchase orders
 - Les contrats – Contract
 - Les accords et arrangements officiels - Formal agreements and arrangements
 - Les offres à commandes et les arrangements en matière d'approvisionnement - Standing offers and supply arrangements;



Merci • Thank You

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