



GLOBAL BIZOPS



SELLING TO THE GOVERNMENT OF CANADA

The Government of Canada (GoC) is one of the largest purchasing entities in the world with annual procurements of goods and services from thousands of local and international suppliers running in excess of US\$20 billion. For U.S. suppliers, Canada represents one of the most open, accessible and transparent public sector markets outside of the United States. Every day the Canadian government releases over 200 new tenders, presenting incredible opportunities for U.S. suppliers to sell a wide range of products and services directly to the GoC or GoC suppliers.

To find out more about GoC opportunities, the U.S. Commercial Service has launched a pilot program called **GLOBAL BIZOPS** for U.S. companies interested in selling to the Government of Canada

BENEFITS OF SUBSCRIBING TO GLOBAL BIZOPS

- 🇨🇦 Registration to CS Canada's **quarterly** sector-focused webinars on "Selling to the Government of Canada"
- 🇨🇦 Registration to CS Canada's **six** "Join the Supply Chain" webinar series
- 🇨🇦 Access to GoC resources on CS Canada's "Selling to the Federal Canadian Government" webpage
- 🇨🇦 Country Commercial Guide on Canada
- 🇨🇦 Private counseling by CS Canada Specialist on finding Canadian partners
- 🇨🇦 Private counseling by CS Specialist on how to access daily GoC bid opportunities from MERX™

QUALIFICATIONS OF U.S. ORGANIZATIONS

- ★ Must be a firm operating within Canada's best prospect sectors, *Automotive, Aerospace, Oil & Gas, Defense, Safety and Security, Renewable Energy, Information & Communication Technology, Pollution Control/Wastewater Treatment and Mining*
- ★ Products and/or services sold must meet the 51% U.S. content rule
- ★ Firm must be export-ready and interested in selling to the GoC

Pre-qualified U.S. firms interested in learning more about GOC opportunities are eligible to register for an introductory annual rate to benefit from **GLOBAL BIZOPS**

COST

- ★ US\$500 per calendar year

UPCOMING EVENTS

- ★ Webinar - Selling Security Products to the GoC; February 28, 2012
- ★ Webinar – Procurement Opportunities in the National Shipbuilding Procurement Strategy; April 2012

CONTACT US

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