

Doing Business With
the
Government of Alberta

Feb-05

Alberta Restructuring and
Government Efficiency 1



My contact info

Cameron Brown
Research Officer
Supply Management Branch
Restructuring and Government Efficiency
Government of Alberta
Phone: (780) 427-3265 Fax: (780) 422-9672
9th Floor, 10030-107 Street
Edmonton, Alberta T5J 3E4
cameron.brown@gov.ab.ca

Feb-05

2

What is the Market?

- ✓ 23 departments, their agencies, commissions, boards, crown corporations, councils, commercial enterprises
- ✓ Over \$2.1 billion in goods, services and construction in 2003/2004

Feb-05

3

Who Buys Goods for the Government of Alberta?

- ✓ Goods **under** \$10,000: departments supply themselves
- ✓ Goods **over** \$10,000: procured through the Supply Management Branch (SMB)

Feb-05

4

Who Buys **Services** for the Government of Alberta?

Services:

- ✓ Individualized
- ✓ Departments responsible
- ✓ Pursue key contacts

Feb-05

5

Who Buys **Construction** for the Government of Alberta?

Construction:

- ✓ Alberta Infrastructure
and Transportation
- ✓ Some other
departments
- ✓ Pursue key contacts

Feb-05

6

Government of Alberta Directory

**Government of Alberta Telephone Directory
2004**

Whether you're searching for a name, a service, or a specialized department, the Government of Alberta Telephone Directory is the place to look.

The 2004 directory features over 600 pages of telephone, fax, and email contact information for:

- Specific programs and services
- Government ministries

Feb-05 7

Government of Alberta Directory

Order from Queens Printer Bookstore
\$12/copy www.qp.gov.ab.ca

<p>John J. Bowlen Bldg. 602, 620 - 7 Ave. S.W. Calgary, AB T2P 0Y8 (430) 297-6251</p>	<p>Park Plaza, Main Fl. 10611 - 98 Avenue Edmonton, AB T5K 2P7 (780) 427-4952</p>
--------------------------------------------------------------------------------------------------------------	----------------------------------------------------------------------------------------------------------

Feb-05 8

Supply Management Branch (SMB)

- ✓ Centralized approach for goods: responsible for all Government of Alberta goods procurement with a value in excess of \$10,000.
- ✓ Responsible for the administration and implementation of the Agreement on Internal Trade (Procurement) - **Chapter Five** and **MASH Annex 502.4**

Feb-05

9

Agreement on Internal Trade: Why is it so Important to Suppliers?

Agreement on Internal Trade:

- ✓ Regulates how government buys
- ✓ Elimination of trade barriers
- ✓ Protects suppliers
- ✓ Provides a complaint process

Feb-05

10

Agreement on Internal Trade (AIT) Procurement

Provisions of Chapter 5 apply to Departments/Entities when:

- ✓ *Goods* valued at *\$25,000* or greater
- ✓ *Services and Construction* valued at *\$100,000* or greater

Feb-05 11

How the Government of Alberta Buys

Methods of Procurement:

- ✓ Request for Proposal
- ✓ Request for Qualification
- ✓ Request for Quote
 - ✓ Standing Offer Agreement
 - ✓ Blanket Contracts
- ✓ Invitation to Tender

Feb-05 12

How the Government of Alberta Buys: Public Tender Openings

Held at the **Supply Management Branch** at 2:00PM

- ✓ 7TH Floor, 10030-107 Street, Edmonton, Alberta
- ✓ Only documents obtained from **APC** will be accepted
- ✓ Late or unsigned documents will not be accepted

In the event Departments hold Public Tender Openings

- ✓ Time and Location will be identified in the solicitation document

13

Maximising Your Chances

Before Submitting Bids,
Carefully Review the
Solicitation Documents:

- ✓ **General Instructions**
- ✓ **Terms and Conditions**
- ✓ **Specifications/Requirements**
- ✓ **Evaluation Criteria**

Feb-05

14

Where to Find Procurement Opportunities

APC

- ✓ Alberta's own electronic tendering system
- ✓ The official electronic tendering system of the Government of Alberta.
- ✓ MASH entities in Alberta also use

Where to Find Procurement Opportunities

Procurement Sites:

- ✓ APC: www.purchasingconnection.ca
- ✓ Construction procurement opportunities: www.coolnet.ca
- ✓ Links to other government procurement sites: www.marcan.net

Feb-05

16

Alberta Purchasing Connection (APC)

www.purchasingconnection.ca

APC:

- ✓ May 28, 2004
- ✓ Procurement opportunities for:
 - ✓ Government of Alberta
 - ✓ Alberta MASH entities
- ✓ Free - no fee
- ✓ Links to Coolnet and other government procurement websites

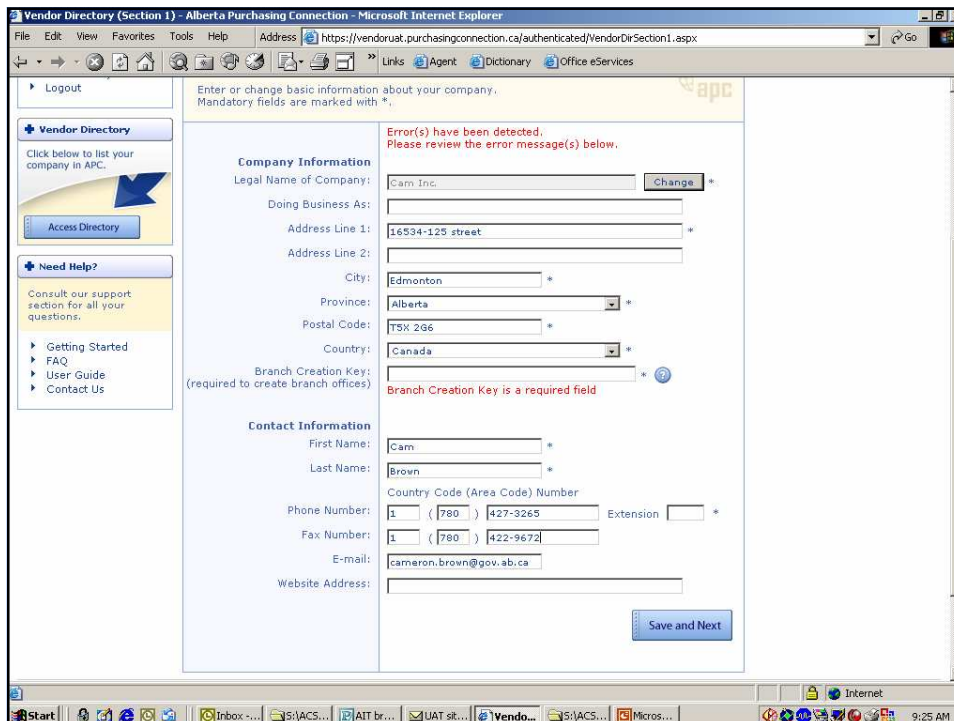
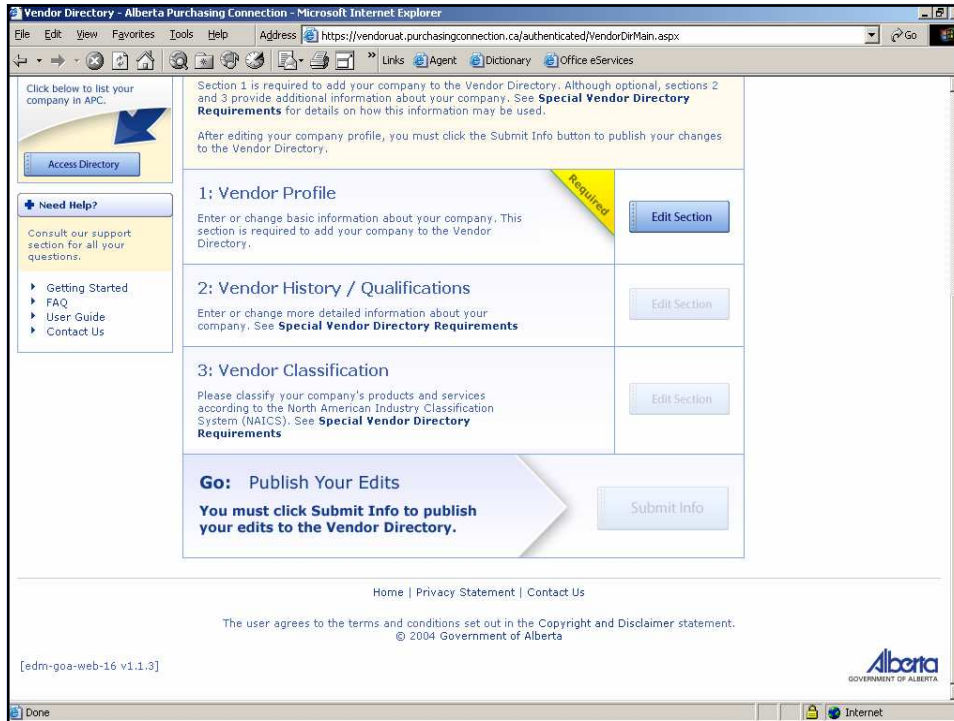
Feb-05 17

The screenshot shows a web browser window titled "Self Registration - Alberta Purchasing Connection - Microsoft Internet Explorer". The address bar shows the URL "https://vendorat.purchasingconnection.ca/Register.aspx". The page content is organized into several sections:

- Need Help?**: A sidebar menu with links for "Getting Started", "FAQ", "User Guide", and "Contact Us".
- Company Information:** Fields for "Legal Name:", "Doing Business As (if different):", and "Website Address:".
- Company Address:** Fields for "Address Line 1:", "Address Line 2:", "City:", "Province:" (a dropdown menu currently showing "Not specified"), "Postal Code:", and "Country:" (a dropdown menu currently showing "Canada").
- User Account Information:** A note states "All correspondence provided from APC to the vendor is sent via e-mail to the e-mail address entered below. Users should therefore ensure the e-mail address is the appropriate address for all such correspondence, accurate and kept up-to-date." Fields include "E-mail Address:", "Preferred User ID:", "Password: (case sensitive)", and "Confirm Password: (case sensitive)".
- Access Vendor Directory:** A checkbox labeled "Yes please" next to the text "Would you like to have your company listed in a directory available to Government of Alberta and Alberta MASH Sector Purchasers?".

A "Submit Registration" button is located at the bottom of the form.

Selling to the Government Seminar





Visit us on the
Internet

www.gov.ab.ca/gs

Click on "**Buying from and Selling to the Government of Alberta**"

Feb-05 21