

Procurement

What is Procurement?

Simply put, “procurement” describes the goods and services bought by government. Ranging from paper clips to airplanes and from training to research, these purchases total billions of dollars each year – \$14 billion for the Government of Canada alone – and represent a wealth of opportunity for suppliers like you.

How can ACOA help?

ACOA New Brunswick can provide you with the information you need to better understand the opportunities and requirements that come with selling to government. We do this through:

- Presentations to business groups and organizations as well to members of the economic development community.
- Individual counselling to prospective government suppliers.
- Awareness Seminars, organized in conjunction with other federal departments as well as the provincial government, which outline the A to Z's of government procurement.

ACOA New Brunswick can also help you make the connections that can lead to partnerships and sales. We do this through:

- Trade shows and reverse trade shows. These bring together potential suppliers and buyers and allow them to check out what the other has to offer.
- Promotional materials that communicate to potential buyers inside and outside the province the wide variety of quality goods and services available from New Brunswick suppliers.
- Promotion of Aboriginal/private sector joint venture partnerships, which can expand the range of procurement opportunities available to New Brunswick suppliers.

Want to know more about what Procurement could mean for you?

Check out the following Web sites:

Government of Canada:
www.pwgsc.gc.ca
www.merx.com

Province of New Brunswick:
www.gnb.ca/0337/index-e.asp

Or call ACOA New Brunswick today.
1-800-561-4030



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