Procurement Links

Every name below is a live link. Click it to go straight to the source. Programs and dollar limits change often, so always check the source before you apply.

Federal: get registered and find bids

CanadaBuys: federal bids, free
SRI registration: get your PBN
Indigenous Business Directory: needed for set-asides
How federal Indigenous procurement works
ProServices: get listed for professional services
Contract Security Program: security clearance
Federal insurance requirements

Federal: free help and research

Procurement Assistance Canada: free one-on-one help
PAC free workshops for new bidders
How federal procurement works (PSPC)
GEDS: federal staff directory
Federal contracts over $10,000: who bought what, and for how much

Try it: look up contract records

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Ontario

Ontario Tenders Portal: provincial bids, free
Ontario Indigenous Procurement Program
Supply Ontario: Vendor of Record lists
INFO-GO: Ontario staff directory
Broader Public Sector Directive: rules for schools and hospitals

Municipal

bids&tenders
Biddingo
MERX

Marketplaces and certification

OECM Indigenous Marketplace: Ontario public sector buyers
Email OECM about the next round
CCIB Indigenous Procurement Marketplace: corporate buyers
CCIB Certified Indigenous Business
CAMSC Supplier Certification
NationTalk: Indigenous postings

Facts and reports

ISC: facts about federal Indigenous procurement
ISC: report on the 5% target, 2023-24
National Defence: Indigenous relations
CCIB: defence policy brief, 2025
Buy Ontario guide (BOBI)

Company examples

Hydro One 2025 sustainability report
Enbridge 2025 sustainability report
CCIB 2025 year in review (PAIR)

Start here: your first five steps

- ☐ Get your CRA Business Number, then register in SRI to get your PBN.
- ☐ List your business in the Indigenous Business Directory.
- ☐ Sign up on CanadaBuys and the Ontario Tenders Portal, and save 3 to 5 keywords for alerts.
- ☐ Write a one-page capabilities statement and line up 3 references.
- ☐ Book a free session with Procurement Assistance Canada, then email one buyer to introduce yourself.

Key Terms

Procurement has its own language. Here is what the most common words mean, in plain terms.

Getting registered

BN (Business Number): Your 9-digit CRA number. You need it before anything else.

SRI (Supplier Registration Information): Federal supplier registration. It gives you a PBN.

PBN (Procurement Business Number): Your federal supplier number.

GSIN (Goods and Services Identification Number): Codes for what you sell, so federal buyers can find you.

UNSPSC: Product and service codes some portals use instead of GSIN.

IBD (Indigenous Business Directory): The federal list of Indigenous businesses. You must be listed to bid on set-asides.

WSIB clearance: Proof you are covered by Ontario workplace safety insurance. Buyers ask for it.

Types of bids

RFI (Request for Information): The buyer asks questions before buying. No contract comes from it, but it is a chance to be noticed.

RFQ (Request for Quotation): A price-based bid for a clear, simple need.

RFP (Request for Proposal): A full proposal, scored on approach, experience, and price.

Standing offer: Pre-set prices. The buyer orders when they need it.

Supply arrangement: A list of pre-qualified suppliers who compete for each job.

ProServices: The federal supply arrangement for professional services. Get listed so you can be invited to bid.

ACAN (Advance Contract Award Notice): The buyer plans to award to one supplier. Others can challenge it.

Sole source: A contract awarded without a competition.

Bidding and winning

Set-aside (PSIB): Under the Procurement Strategy for Indigenous Business, these are bids only Indigenous businesses can compete for.

Mandatory criteria: Pass or fail. Miss one and your bid is out.

Rated criteria: Points for quality and experience.

Addendum: A change to a posted bid. Check for these before you submit.

Closing date: The deadline. Late bids are rejected.

Joint venture: Two businesses bidding together as partners, with a written agreement.

Debrief: A meeting after the award to learn how you scored. Ask for one, win or lose.

Need help getting procurement ready? Three Sisters Consulting offers readiness reviews, bid strategy, and partnership support. Contact Sarah Hopkins at sarah.hopkins@threesistersconsulting.com or 519-401-6690.