

# Defence and security procurement

Prepared by [Procurement Assistance Canada](#)

## What is defence and security procurement?

- Procurement of goods and services related to Canada's defence and security needs
- Includes specialized equipment and vehicles, as well as goods and services that support federal departments and agencies responsible for Canada's defence and security
- May be subject to specific certification requirements (e.g. controlled goods, contract security)

## How can smaller businesses participate?

- Contribute to supply chains and provide support services as sub-contractors (e.g. equipment parts, maintenance services), working with prime contractors that supply major government purchases
- Provide goods and services to support defence and security personnel and infrastructure (e.g. food, clothing, cleaning, training)

## How does defence and security procurement work at the federal level?

- The federal government's defence and security purchases are often subject to two key policy initiatives:
  - [Defence Procurement Strategy](#)
  - [Industrial and Technological Benefits Policy](#)
- These two initiatives create opportunities for smaller Canadian businesses by leveraging defence and security procurement to generate business activity in Canada.
- The following departments and agencies are the primary buyers of goods and services related to Canada's defence and security:
  - Canadian Coast Guard
  - Canadian Security Intelligence Service (CSIS)
  - Canadian Space Agency
  - Communications Security Establishment (CSE)
  - Department of National Defence and the Canadian Armed Forces (DND/CAF)
  - Public Safety Canada
  - Public Services and Procurement Canada (PSPC)
  - Royal Canadian Mounted Police (RCMP)
- National Defence has the contracting authority to purchase goods and services up to \$5 million for competitive contracts and up to \$250,000 for non-competitive contracts. It manages over 12,000 service contracts.



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- Familiarize yourself with federal security and certification requirements that may apply to the goods or services you provide:
    - [Security requirements for contracting with the Government of Canada](#)
    - [Controlled goods](#)

## How do I find opportunities in defence and security procurement?

- Monitor opportunities posted by federal departments and agencies:
  - The [Government Electronic Tendering Service \(GETS\)](#) is the official source suppliers should rely on to find Government of Canada tenders.
  - For information about defence goods and services purchased by PSPC, including equipment and supporting services, visit [Defence and marine procurement](#).
- Follow opportunities for innovation in defence and security, including competitions for innovative solutions and networking opportunities:
  - Visit the [Innovation for Defence Excellence and Security \(IDEaS\)](#) website
  - Follow Defence Research and Development Canada (DRDC) on [LinkedIn](#) and Twitter ([@DRDC\\_RDDC](#), [#DefenceIDEaS](#))
- Connect with the industry:
  - Larger companies delivering on major purchases may be looking for sub-contractors. These companies often plan ahead up to several years in advance for upcoming requirements. It can help to connect with them early and let them know of your business capacity.
  - [Regional development agencies](#) can assist and provide advice on upcoming defence and security projects and ways to participate. They can also facilitate partnerships between companies in their regions and prime contractors.
  - Industry associations bring together key players at the regional, national and international level. They may present opportunities to connect with other businesses. For more information, consult the [list of aerospace and defence associations](#) maintained by Innovation, Science and Economic Development Canada (ISED).

## Electronic procurement

The Government is moving federal procurement online. You may be able to bid on some tender opportunities through the electronic procurement solution. [Learn about electronic procurement.](#)

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## Get assistance

[Attend a seminar](#) to learn more about doing business with the Government of Canada.

If you need help understanding the federal procurement process or registering for a procurement business number:

- contact the National Infoline 1-800-811-1148 (Monday to Friday 8:00 a.m. to 5:00 p.m. ET)
- [request a callback](#) from Procurement Assistance Canada
- [find a regional office near you](#). We have a network of offices across Canada

[Canada.ca/PAC](https://Canada.ca/PAC)