

# Getting started selling to the Government of Canada

Prepared by [Procurement Assistance Canada](#)

## Basics of procurement

Learn about the procurement process with the Government of Canada. Public Services and Procurement Canada (PSPC) is responsible for the majority of purchases in the Government of Canada, and buys on behalf of other departments.

- [Learn about how procurement works](#)

## Learn how to find opportunities

Selling to the Government of Canada is like selling to a marketplace with hundreds of potential clients. To ensure fairness, a competitive process is used most often when procuring goods or services. The [Government Electronic Tendering Service \(GETS\)](#) is the official source suppliers should rely on to find Government of Canada tenders.

- [Search tenders to find opportunities and learn what the government buys](#)
- [Follow opportunities](#)
- [Sell to other Canadian and foreign governments](#)

## Becoming a supplier

Registering is an important first step to doing business with the Government of Canada, but to be successful, you must also do research and build networks.

- [Learn about low dollar value opportunities](#)
- [Register as a supplier](#)

## Bidding on opportunities

Many Government of Canada contracts are awarded through a competitive process, which requires that you submit a bid. Requirements can be quite specific and you will want to make sure that your bid meets all of them and that you offer the best value for money.

- [Learn how to prepare a bid](#)
- [Learn how to search contract history to find out who was awarded a tender](#)



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## Get assistance

Attend a seminar to learn more about doing business with the Government of Canada.

Recommended seminars:

- Introduction to federal procurement
- How the government buys what you sell

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 am to 5:00 pm ET);
- Request a callback from Procurement Assistance Canada; or,
- Find a regional office near you. We have a network of offices across Canada.

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