Canada’s Regional Development Agencies

Federal Marine Procurement Outlook Session

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FedDev Ontario
About Us

REGIONAL DEVELOPMENT AGENCIES

Supporting the needs of Canada’s regional economies

- CanNor
- WD
- FedNor
- FedDev Ontario
- CED
- ACOA
Our Roles

“Innovation drives economic growth across Canada. Our regional development agencies are there to help businesses and innovators grow, succeed and create good jobs for Canadians.”

- The Honourable Navdeep Bains, Minister of Innovation, Science and Economic Development

Convenor  Co-investor  Pathfinder  Champion
ITB Policy

• Requires companies awarded defence procurement contracts to undertake business activity in Canada equal to the value of the contract

  • Applies to all defence and major Canadian Coast Guard procurements **over $100 million** when procurements are exempt or excluded from international trade agreements

  • All eligible defence procurements with contract values **between $20-100 million** are reviewed for application of the ITB Policy
Value Proposition

• A bidders’ **economic proposal** to Canada

• The **weighted and rated element** of contractor selection along with technical and cost elements

• Designed through internal **market analysis, industry engagement**, and **third party defence analytics**
Objectives

- Support the long-term sustainability and growth of Canada’s defence industry
- Support the growth of bidders’ Canadian operations as well as their suppliers in Canada, including SMBs, in all regions of the country
- Enhances innovation through research and development in Canada
- Increases the export potential of Canadian-based firms
- Promotes skills development and training to advance employment opportunities for Canadians
Why are RDAs involved?

• Canadian industry has benefitted greatly from defence activity, and by extension the ITB Policy

• The defence industry is present across Canada with regional specializations

• Current and future business opportunities in the billions

• Aligns with our roles as convenor, co-investor, pathfinder, and champion
RDA Activities

Pre-RFP
- Engage bidders to discuss ITB/VP strategies and needs
- Develop understanding of Canadian capabilities

Industry Engagement
- Provide details about regional industrial capabilities and highlight areas of potential opportunity
- Monitor timelines and next steps
- Participate in bid evaluation

RFP
- Work with bidders to facilitate identifying ITB/VP transactions
- Raise industry awareness of opportunities

Bid Evaluations
- No direct contact with bidders re. project at these stages

Contract Award
- Work with successful bidder to meet obligations and industry to facilitate additional opportunities

Market research on project requirements

Monitor ITB/VP transactions
How to Get Involved

• Research upcoming and current procurements
• Visit BuyandSell.gc.ca
• Research defence contractors and their suppliers’ products and services
• Register your company online
• Attend trade shows, industry days and events
• Make sure your company has any necessary accreditation
• Join an industry association
• Understand the ITB Policy – especially your Canadian Content Value
• Update your market materials
How your RDA Can Help You

• **Clarity:** helping you to better understand the ITB policy and its requirements

• **Hosting:** events (e.g. business-to-business) and organizing supplier development

• **Promoting:** your capabilities at meetings, trade shows and events

• **Connecting:** you with companies, post-secondary institutions, research centres,
# Connect with Us

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