



# ***Office of Small and Medium Enterprises and Strategic Engagement***

presentation to the

Public Sector Service Delivery Council (PSSDC)

Build in Canada Innovation Program: Chris Baird  
Federal, Provincial and International Relations: Sean Crossan

***February 21, 2017***



Public Works and  
Government Services  
Canada

Travaux publics et  
Services gouvernementaux  
Canada

Canada 

# BCIP



# Program Profile

## Background

- Made permanent in 2012.
- 2016-2017 program funding is \$30 million.

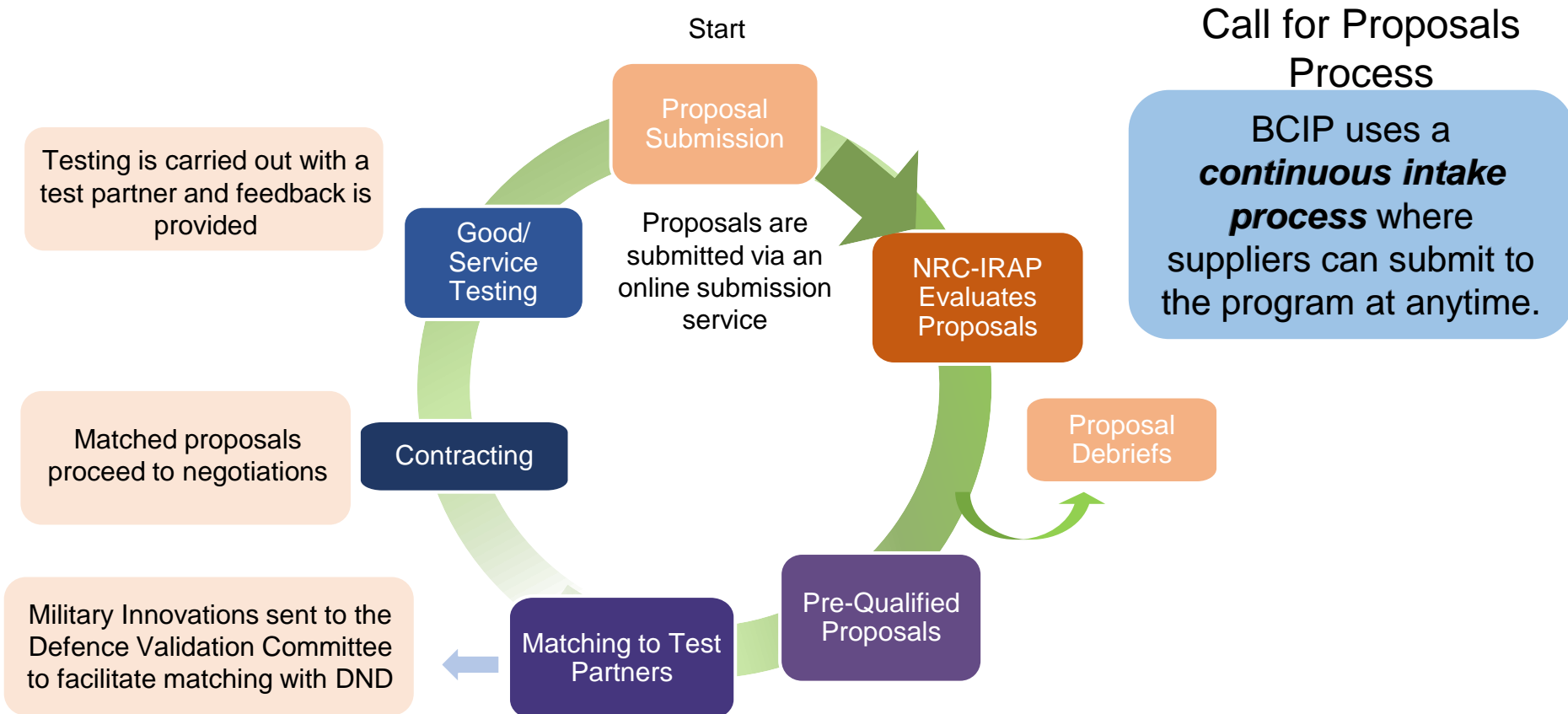
## How it Works

- Through a competitive procurement process, the government buys innovative pre-commercial goods and services.
- Tests them in government departments and partners.

## The Result

- A win-win for both Canadian businesses and testing departments:
  - Businesses are better able to take the next step and sell their innovation in the marketplace.
  - Government departments test, assess and keep state-of-the-art goods and services.

# How the Program Works



# BCIP by the Numbers

Since program launch in 2010...

**285** pre-qualified innovations

**251** unique companies

**217** contracts awarded valued at over **\$78 million**

**96%** awarded to SMEs and **4%** large businesses

**30** federal government organizations and **5** provinces have tested innovations

January 2017

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# ANNEX A

## Success Stories

**Innovation:** Spring Loaded Bionic Knee Brace

**Innovator:** Spring Loaded Technology Inc.

**Testing Partners:** Department of National Defence and Canadian Armed Forces

- Brace that reduces muscle fatigue, enhances strength and performance, and protects against knee injuries
- Strengthens Government of Canada mandate to ensure that soldiers receive support and care
- Widespread media coverage in CBC, The National Post, and The Globe and Mail



# Success Stories

The logo for SimplyCast, featuring the word "SimplyCast" in white text with a signal icon to the right, set against a dark blue gradient background.

**Innovation:** EmergHub Platform

**Innovator:** SimplyCast Interactive Marketing Ltd.

**Testing Partners:** Public Health Agency of Canada

- Enables government departments, police and public health and safety organizations to spread messages to thousands of people in an affected area in just minutes.
  - Sends automated messages over email, voicemail, fax and social media to ensure that as many people as possible are reached.
- Tested with ***Nova Scotia Health Services and Emergency Management.***
  - Demonstrates successful collaboration between federal and provincial government organizations.

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# Success Stories

**Innovation:** The Sunlighting System

**Innovator:** SunCentral Inc.

**Testing Partner:** Department of Foreign Affairs,  
Trade and Development

- State-of-the-art optics designed to capture and bend sunlight
- More than doubled the amount of natural light in the Canadian Embassy in Berlin
- The innovation was profiled at Museum of Science and Technology exhibit at Library and Archives Canada, and the testing department won the Real Property Institute of Canada's (RPIC) Best Practices Environmental Sustainability group award for 2015





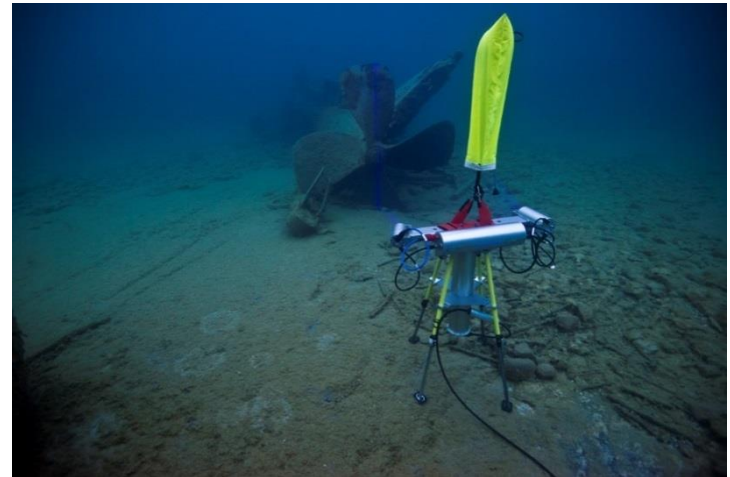
# Success Stories

**Innovation:** ULS-100

**Innovator:** 2G Robotics

**Testing Partner:** Department of National Defence

- An underwater laser scanner that provides detailed 3-D images
- 2G Robotics used the same technology as part of the Costa Concordia salvage operation
- Association with the Government of Canada (GOC) and the BCIP stimulated further sales and company growth with both private and public sector clients.



# Success Stories

**Innovation:** Hydrolienne de rivière Idénergie

**Innovator:** Idénergie Inc.

**Testing Partners:** Parks Canada

- An in-river clean technology that is capable of supplying electricity using a slow-flowing, shallow watercourse
- Tested in five national parks in Alberta and British Columbia
- Received media attention throughout testing



# Federal, Provincial and International Relations



# Background

- Order In Council (OIC) approved in February 2015 to permit Provinces and Territories (PT) use of PSPC's procurement instruments and services (i.e. Standing Offers and Supply Arrangements)
- In 2014-2015 and 2015-16, at the Annual Meeting of Federal-Provincial-Territorial Deputy Heads of Public Works and the ADM Procurement Subcommittee supported advancing the FPT collaborative procurement agenda
- Why? \$180 B is spent on procurement in Canada by all levels of government, of which \$21 B is procured by Acquisitions Program
- KPMG PT Collaborative Procurement Study completed in April 2015 – Identified 12 opportunity commodities (i.e. office supplies, vehicles, fuels, IT hardware & professional services) and results shared with all PTs
- Shared Services Canada (SSC) received their OIC approval to share their procurement instruments with the PTs in July 2015

# FPT Collaborative Procurement Update

- PTs require Cabinet approval to utilize PSPC procurement instruments and require a PSPC-signed Master User Agreement (MUA)
- Seven PTs have signed MUAs to date (PEI, NB, NWT, YK, NS, ON, and NL)
- Four more PTs are expected to sign MUAs by March 31, 2017 (AB, MB, BC and NU)
- Saskatchewan is exploring the possibility of signing an MUA. Discussions are expected to continue into summer 2017
- Quebec has a legal impediment and therefore cannot participate.
- Very positive feedback from PT Deputy Ministers of Procurement on collaborative approach and progress to date

# Next Steps

1. PSPC Minister Foote is expected to make Atlantic Canada announcement , since all four Atlantic Provinces have now signed MUAs – Winter 2017
2. Office Supplies was the first collaborative procurement instrument offered to PTs on October 17, 2016; the second instrument was Tires, offered on November 1, 2016
3. Motorola Radios, Digital Two-Way Radios, Lab Supplies, All-Terrain Vehicles and Mobile & Portable Radios are all anticipated to come into effect in Winter 2017
4. Other commodities offered to PTs in 2017-18 include P25 Subscriber Units, Chemical Supplies, Packaging Material, Paper, Medical Equipment, Office Seating, Furniture for Work Space, Fitness Equipment and Document Imaging
5. Next FPT Director Collaborative Procurement Working Group Meeting scheduled for February 15, 2017, and next ADM Procurement Sub-Committee Meeting scheduled for February 22, 2017, to continue advancement of collaborative procurement.

# ANNEX B

## Summary of Progress

Provinces and Territories	MUA Signed	2016-2017								2017-2018							
		FPT Collaborative Procurements															
		E. German	L. Rouillard	A. Hamel	A. Hamel	E. German	L. Rouillard	L. Rouillard	A. Hamel	E. German	L. Rouillard	E. German	E. German	E. German	E. German	E. German	B. Covington
		Office Supplies (June 1, 2016)	Tires (November 1, 2016)	Motorola Radios (December 30, 2016)	Digital Two-way Radios (February 2017)	Laboratory Supplies (Winter 2017)	All-Terrain Vehicles (Winter 2017)	Snow-mobiles (Winter 2017)	P25 Subscriber Units (May 2017)	Chemicals Supplies (Spring 2017)	Packaging Materials (April 2017)	Paper (SO) (Fall 2017)	Medical Equipment (competitive SO) (Fall 2017)	Office Seating (SA) Refresh (Winter 2018)	Furniture work spaces (Spring 2018)	Fitness Equipment (Spring 2018)	Document Imaging (January 2017)
G SIN #		N7510	N2610		5820	6640	N2320	N2350		5820	8115	N7530MB	N6515	N7110	N7110	N7810	D302A
OPI Status		Completed	Completed		Changes being made to SO	RFSO Dec. 7, 2016	RFSO Oct 25, 2016	RFSO Nov 2, 2016		RFSO Jan. 2017	RFSO April 2017	RFSO Dec. 28, 2016					Existing SO
PEI	✓ June 7, 2016	Completed June 1, 2016	Confirmed September 22, 2016	Confirmed September 22, 2016	Confirmed September 22, 2016	Confirmed September 22, 2016			Confirmed September 22, 2016			Confirmed November 23, 2016	Confirmed November 23, 2016	Confirmed November 23, 2016	Confirmed November 23, 2016	Confirmed November 23, 2016	Confirmed November 23, 2016
NB	✓ August 29, 2016		Confirmed September 22, 2016	Confirmed September 22, 2016	Confirmed September 22, 2016	Confirmed September 22, 2016	Confirmed September 22, 2016	Confirmed September 22, 2016	Confirmed September 22, 2016			Confirmed December 2, 2016	Confirmed December 2, 2016	Confirmed December 2, 2016	Confirmed December 2, 2016	Confirmed December 2, 2016	Confirmed December 2, 2016
NWT	✓ June 24, 2016		Confirmed September 21, 2016	Confirmed September 21, 2016	Confirmed September 21, 2016	Confirmed September 22, 2016	Confirmed September 21, 2016	Confirmed September 21, 2016	Confirmed September 21, 2016		Confirmed September 21, 2016	Confirmed November 23, 2016	Confirmed November 23, 2016	Confirmed November 23, 2016	Confirmed November 23, 2016	Confirmed November 23, 2016	Confirmed November 23, 2016
YK	✓ July 22, 2016		Confirmed September 22, 2016			Confirmed September 21, 2016	Confirmed September 22, 2016	Confirmed September 22, 2016		New Government being sworn in on Dec 1, all matters on hold for 90 days. To be confirmed after March 1, 2017.							
NS	✓ October 12, 2016		Confirmed September 27, 2016	Confirmed September 27, 2016	Confirmed September 27, 2016	Confirmed September 27, 2016			Confirmed September 27, 2016			Confirmed November 29, 2016					
ON	✓ November 29, 2016		Confirmed September 22, 2016		Confirmed September 22, 2016				Confirmed September 22, 2016	Confirmed December 8, 2016		Potential Interest					
NFLD	✓ December 1, 2016		Confirmed September 22, 2016				Confirmed September 22, 2016	Confirmed September 22, 2016				TBC	TBC	TBC	TBC	TBC	TBC
NT	In Progress	Nunavut has obtained consensus at senior levels of the Nunavut Government and the Department of Justice review has been completed. New Aboriginal Government election is expected on December 10, 2016. Nunavut is required to consult with this Aboriginal Government. They expect to obtain MUA approval by the end of February 2017 to use a narrow band of PSPC procurement instruments.															
AB	In Progress	Confirmed June 1, 2016	Confirmed September 27, 2016				Confirmed September 27, 2016	Confirmed September 27, 2016				Confirmed November 24, 2016		Confirmed November 24, 2016	Confirmed November 24, 2016		Confirmed November 24, 2016
BC	In Progress				TBC	TBC	TBC	TBC	TBC		TBC	TBC	TBC	TBC	TBC	TBC	TBC
MB	Interested in signing MUA				TBC	TBC	Interest	Interest	TBC		TBC	TBC	TBC	TBC	TBC	TBC	TBC
SK	Under Discussion	Summer 2017															
QC	Legal Restriction																

