

Buy Canadian Policy

2026 CPPC FORUM May 5, 2026



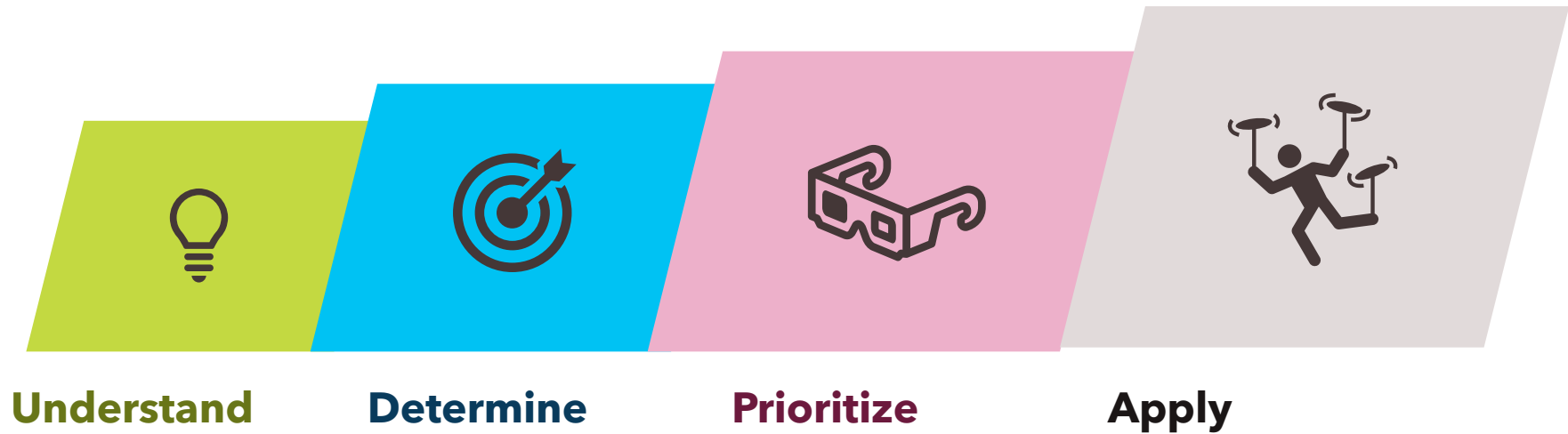
Public Services and
Procurement Canada

Services publics et
Approvisionnement Canada

Canada

Session Objectives

By the end of this session, you will hopefully



Why Buy Canadian?

Make Canada its own best customer

Build resilient domestic supply chains

Strengthen Canadian industries and jobs

**Expand access and opportunity for
Canadian businesses**






Policy on Prioritizing Canadian Suppliers & Canadian Content in Strategic Federal Procurements - *Phased Approach*


- Effective December 16, 2025: procurements valued \$25 million and up in 5 strategic sectors
- Effective June 15, 2026: Will apply to competitive procurements valued \$5 million and up in same 5 strategic sectors
- Financial thresholds are the total estimated value of the procurement inclusive of all applicable taxes

Buy Canadian Procurement Policy Framework - *How It Works*



Context

Sets



Applicability

Determines



Responsibilities

Clarifies

Buy Canadian Procurement Policy Framework - *How It Works*



Applicability

Determines



Responsibilities

Clarifies

Buy Canadian Procurement Policy Framework - *How It Works*



Responsibilities

Clarifies

Policy Framework - *Policy Instruments*

Policy on Prioritizing Canadian Materials in Federal Procurement

Mandates Canadian steel, aluminum, and wood products in major construction and defence goods requirements

Policy on Prioritizing Canadian Suppliers and Canadian Content in Strategic Federal Procurements

Prioritizes Canadian suppliers and content in strategic procurements by applying evaluation incentives that favour Canadian participation, goods and services

Policy on Reciprocal Procurement (Based on Commodity Origin)


Building on the Interim Policy, this will introduce restrictions on the origin of goods and services supplied to the Government of Canada in accordance with Canada's trade agreements (Planned for Spring 2026)

Small Business Procurement Program

Increases opportunities for small businesses in federal procurement. *(Planned for Spring 2026)*

Policy Framework - *Exclusions*

Where Buy Canadian does *NOT* apply



The procurement is in support of sensitive operations

The procurement is in support of missions abroad



Contractual arrangements with another government or public-sector entity, including Foreign Military Sales



All contract deliverables solely delivered outside Canada



Policy on Prioritizing Canadian Materials in Federal Procurement - *How it Works*

Applies

Mandates

Requires

Obligates

Canadian Materials Policy - *Determining Coverage*



\$25M threshold

- For **CONTRACTS**,
- For **STANDING OFFERS**
- For **SUPPLY ARRANGEMENTS**,



\$250K material-specific threshold

Canadian Materials Policy - What's included?

Canadian Steel

means:

Steel Melted and Poured in Canada

means

Canadian Wood Product

means:

Aluminum Smelted and cast in Canada

means

Canadian Aluminum

means:

Key takeaway: To be covered under the policy, materials must be included in the list of HS codes in Appendix C!

Canadian Materials Policy - *File documentation*



Buyers are not expected to independently estimate material values where this is not reasonably apparent.



Instead, buyers should:

- Ask the client to confirm whether any material type (steel, aluminum, or wood products) will individually meet or exceed the \$250K threshold, based on the policy annexes
- Ensure the client understands that thresholds are assessed per material type and not cumulatively
- Document the client's confirmation and the basis for that confirmation in the procurement file



A well-documented file shows how a decision was made, not just the conclusion!

Policy on Prioritizing Canadian Suppliers & Canadian Content in Strategic Federal Procurements - *How it works*



Applies



Incentivizes



Encourages



Supersedes



Canadian Suppliers & Content Policy - *Key Terms*

What is a Canadian Supplier

In assessing whether a supplier is Canadian, the contracting authority:

Supplier of an Applicable Trading Partner

Joint Venture

Applicable Trading Partner

Canadian Suppliers & Content Policy - *More Key Terms*

Canadian Value-Added

Canadian Content

Strategic Procurement

Canadian Good

Canadian Service

Canadian Suppliers & Content Policy - *Strategic Procurements*

Defense & Security

Health & Pharmaceutical

Infrastructure, Construction and Transportation

Information and Communications Technology
(ICT)

Consumer and Industrial Goods and Materials

Canadian Suppliers & Content Policy

Canadian suppliers and Canadian content incentivized through

Competitive evaluation mechanisms

Point rated Evaluation

Assessment of Canadian content as part of the rated evaluation criteria, contributing to the overall evaluation score

Attestations and resulting contract terms to give effect to commitments

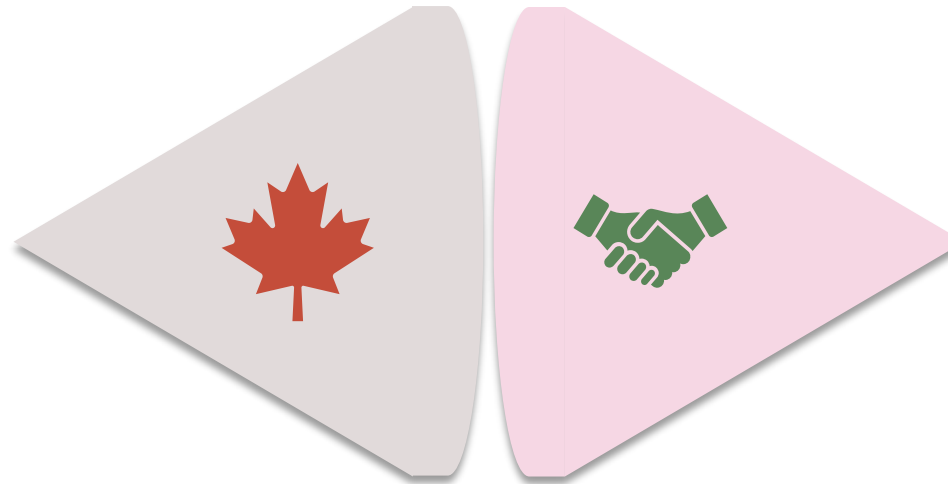
Price-based Evaluation

Application of a price-based evaluation mechanism for evaluation purposes

Canadian Suppliers & Content Policy - Trade Agreement Coverage

Which suppliers are eligible to participate, where international trade agreements apply?

Canadian Suppliers



Suppliers of
Applicable Trading
Partners

Prioritizing Canadian Suppliers

Price-Based Evaluation



- A 10% price-based evaluation credit is applied to the total value of the financial proposal submitted by all Canadian suppliers, for evaluation purposes only
- The credit will not affect / impact the actual offer price
- Eligibility for the credit is determined as a yes/no decision, based on whether the offeror meets the definition of a Canadian supplier set out in the policy and the solicitation

Canadian Suppliers & Content Policy - Prioritizing Canadian Value-Added

When point-rated evaluation criteria are used,

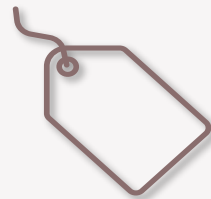
01

Point-Rated Evaluation

- 25% of the total evaluation score is allocated to the Canadian Value-Added requirement criterion, regardless of whether the supplier is Canadian
- Mandatory materials from the Policy on Prioritizing Canadian Materials in Federal Procurement must be excluded from this calculation



When awarding on lowest compliant price,

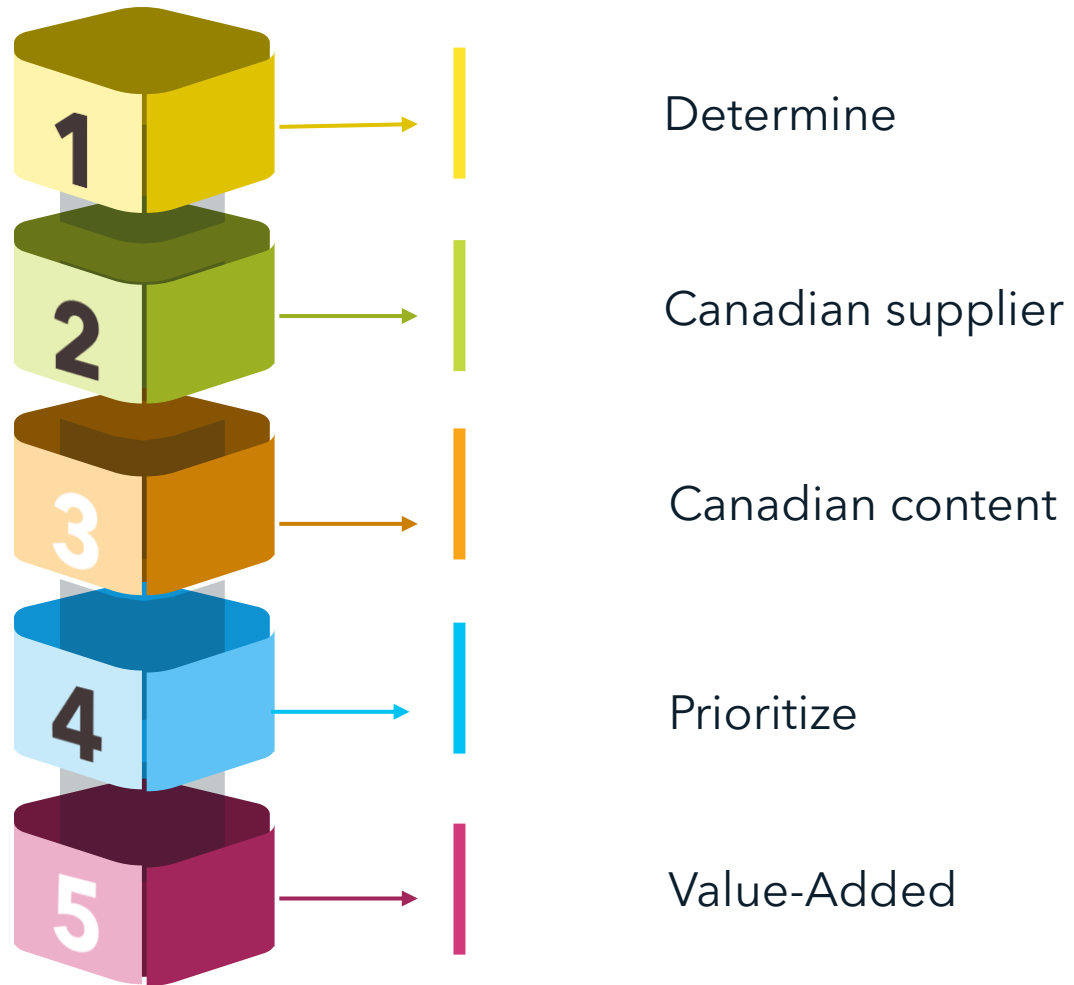


Price-Based Evaluation

- A 25% price-based credit for Canadian Value-Added is applied to the financial offer, for evaluation purposes only, regardless of whether the supplier is Canadian
- Mandatory materials from the Policy on Prioritizing Canadian Materials in Federal Procurement must be excluded from this calculation

02

Canadian Suppliers & Content Policy - *Steps to Follow*



What to Do - *Preparing Solicitations*

Tender Documents

Before drafting, clearly identify:

- Which Buy Canadian policies apply
- How they are being operationalized in the solicitation



Terms & Conditions

Includes appropriate Buy Canadian clauses, setting out:

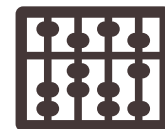
- Required certifications / attestations
- Resulting contract clauses to ensure Buy Canadian commitments are enforceable
- Consequences of false or misleading information, non-compliance



Evaluation & Selection

Build evaluation methodologies with:

- Price-based criteria for Canadian supplier prioritization
- Point-rated or price-based criteria for Canadian Value-Added
- Mandatory requirements for Canadian materials



What to do - *Clauses, Tools & Guidance*



Standard Clauses



CMI Integration

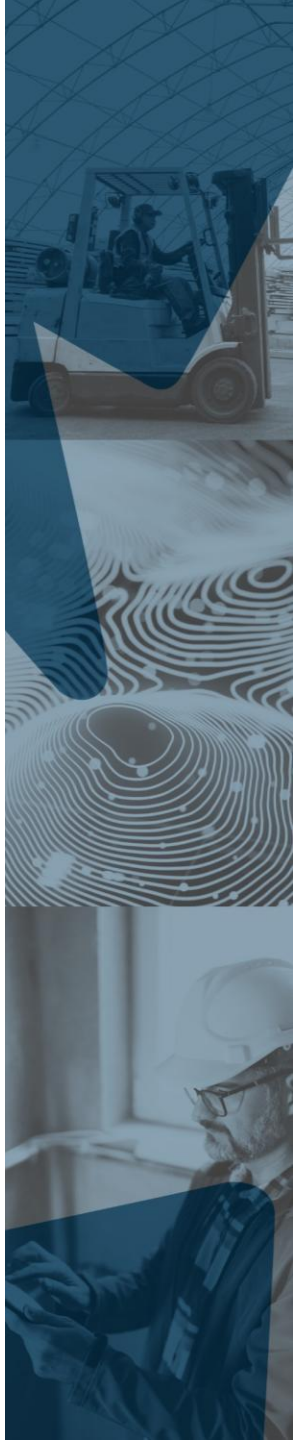


Construction Requirements



Guidance

- **Ongoing stakeholder engagement:** Continue collaboration with stakeholders to support implementation of the Buy Canadian Procurement Policy Framework.
- **Strengthen compliance frameworks:** Advance the development and implementation of compliance frameworks for the Policy on Prioritizing Canadian Materials in Federal Procurement and the Policy on Prioritizing Canadian Suppliers and Canadian Content in Strategic Federal Procurements.



To become bid ready and benefit from the new *Buy Canadian Policy* initiatives:



1. Search CanadaBuys

Register for a free SAP Business Network Account

2. Stay Informed

Set search notifications and check CanadaBuys regularly for updates

Supplier Preparation

▼ CanadaBuys

Welcome to the home for doing business with the Government of Canada and the broader Canadian public sector. Here you will find our suite of online procurement services.

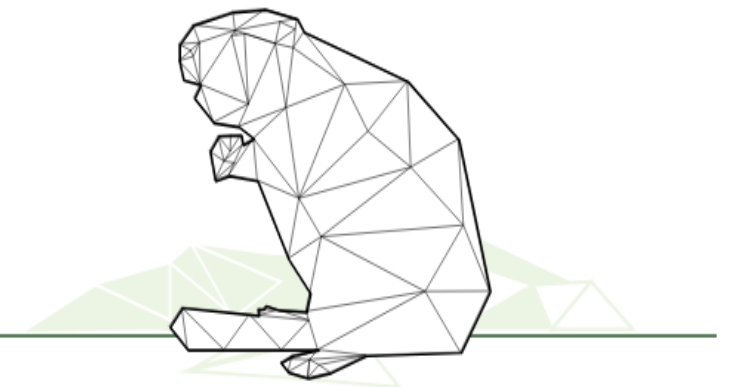
Prioritizing Canadian suppliers, materials, and innovation - [Buy Canadian Policy](#)



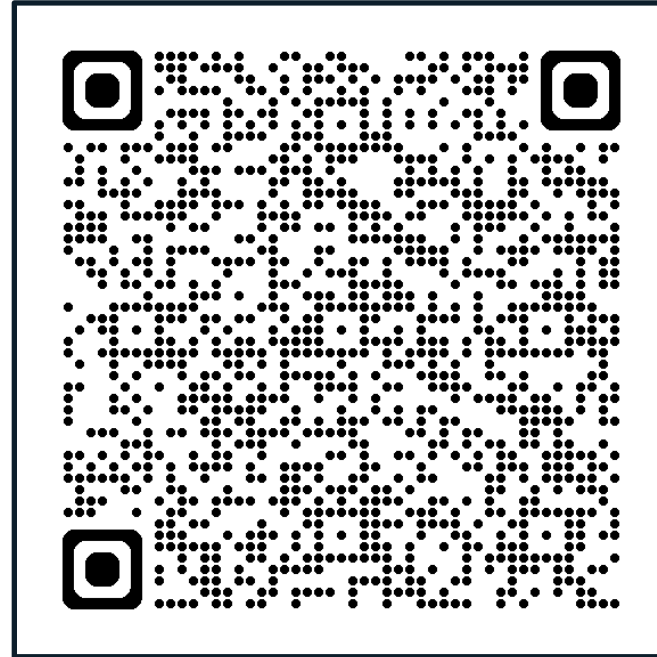
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Buy Canadian



<https://canadabuys.Canada.ca/enbuy-Canadian-policy>



Buy Canadian Mailbox:

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apbuycanadian.pspc@tpsgc-pwgsc.gc.ca](mailto:spac.paachetezcanadien-apbuycanadian.pspc@tpsgc-pwgsc.gc.ca)

Resources:

CanadaBuys

Thank You!
Questions?



Paul Gerin (he/il)

Paul.Gerin@tpsgc-pwgsc.gc.ca

C: 782-641-3818

Procurement Specialist

Supplier Research & Journey Design (SRJD)

Supplier Experience & Innovation Directorate

Public Services and Procurement Canada

<https://canadabuys.canada.ca/en>



Paul Gerin (il/he)

Paul.Gerin@tpsgc-pwgsc.gc.ca

C: 782-641-3818

Spécialiste en approvisionnement

Recherche sur les fournisseurs et conception des parcours (RFCP)

Direction d'expérience des fournisseurs et l'innovation

Services publics et Approvisionnement Canada

<https://achatscanada.canada.ca/fr>