



Public Procurement in Nova Scotia

Economic and Rural Development and Tourism

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What will we cover today?

- Public Procurement Act
 - Background
 - Key Obligations
 - Impacts to Supplier Community
- Tendering Process
 - General Overview
- Upcoming Changes
 - Tender Advertising
 - Public Tender Openings



Public Procurement Act:

Background, Key Obligations, and Impacts



Background

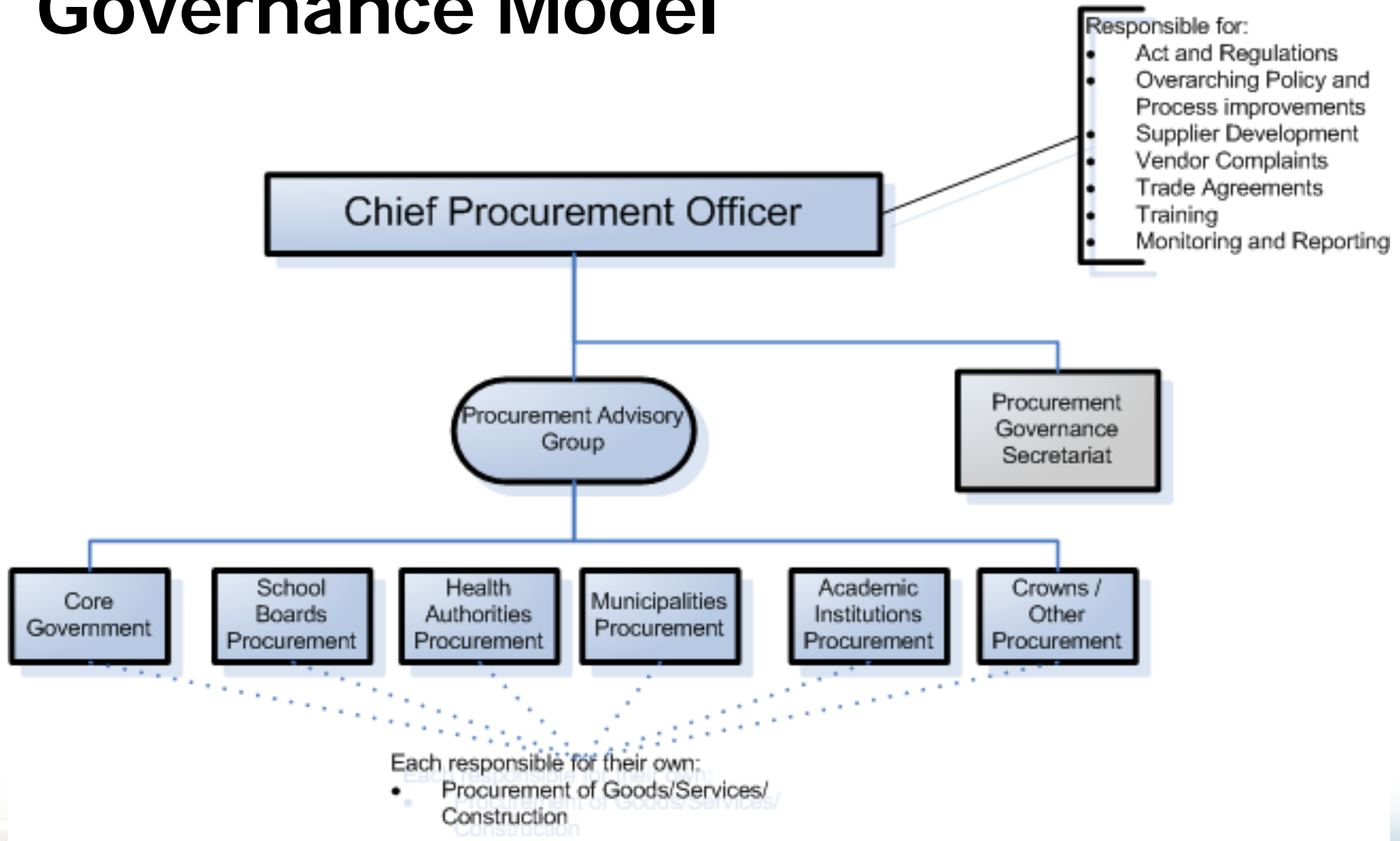
- Decentralized Procurement Function in Nova Scotia
 - Minimal standardization and knowledge sharing
 - Missed opportunities
- Economic Impact of Public Procurement Dollars
 - Billions of Dollars every year
- Economic Realities
 - Living within our means and getting back to balance
- Complexity of Procurement
 - Legal / contractual
 - Sustainable Procurement: 3rd party certifications, social responsibility, life cycle costing, supporting local , etc...
 - Trade Agreements

The Public Procurement Act

- Applies to all Public Sector Entities
- Defines a Governance Model for public procurement in Nova Scotia
- 3 key objectives:
 - Identifying efficiencies and cost savings
 - Greater standardization
 - Information sharing



Governance Model



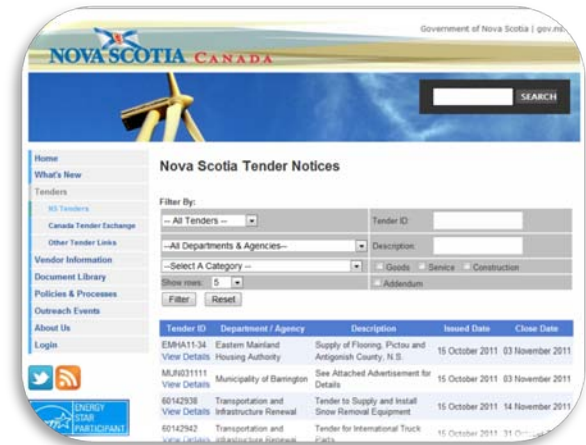
Key Obligations:

Effective June 1, 2011

- Consider Best Value in Procurement decisions
- Post Procurement Policies on websites
- Participate in Supplier outreach programs
- Become familiar with the Competition Bureau of Canada bid rigging awareness and prevention guidelines
- Ensure procurement employees abide by code of ethics within the Act
- Abide by Regulations as they are developed
 - Alternative Procurement Exemptions
 - Supplier Complaint Process

Key Obligations: Effective June 1, 2012

- Mandatory posting of tender notices and award information on Procurement Web Portal
- Incorporate Risk Management practices into procurement processes
 - Attach Terms and Conditions consistent with the following to all public tenders
 - Atlantic Standard Terms and Conditions – goods and services
 - Construction Contract Guidelines
- Conduct Supplier Debriefing sessions upon request
- Ensure Procurement Policies are consistent with the requirements in the Act



Enabling Language

Nova Scotia Preference

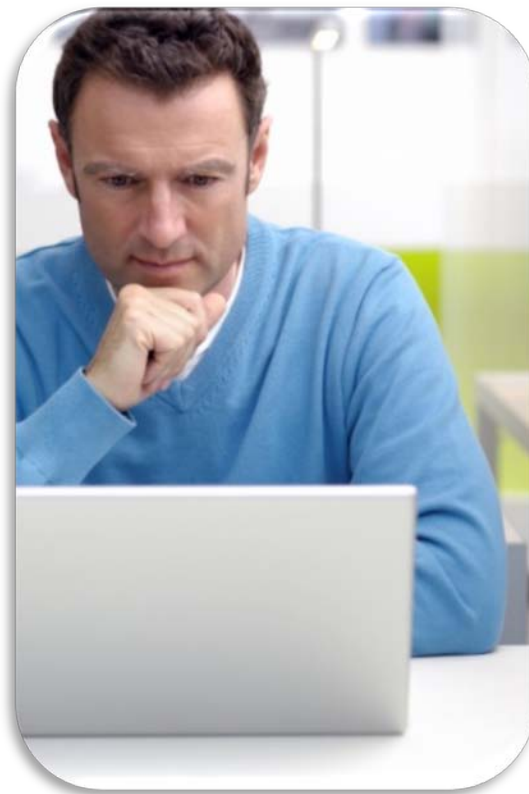
- May apply preference for goods manufactured or produced in NS below the Atlantic Procurement Agreement thresholds
- \$10,000 for Government Departments and Crowns, and \$25,000 for MASH Sector



What does this mean to you?

In the Short Term...

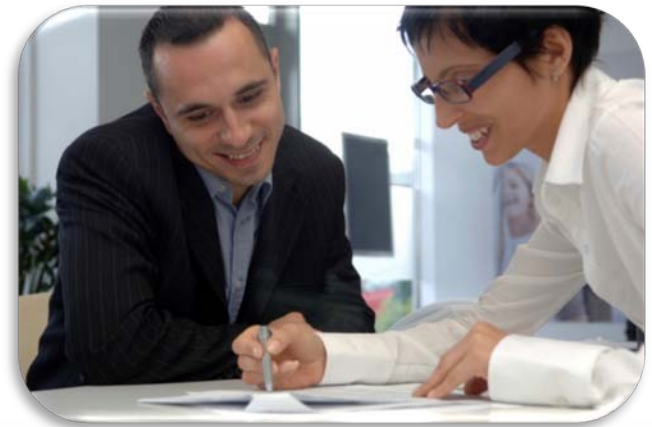
- One-stop shopping
 - Quick and easy access to all public sector tender notices in one location
- Learning how to better compete
 - Supplier Debriefings
- Greater standardization in terms and conditions attached to tender opportunities



What does this mean to you?

In the Long Term...

- Greater Standardization
 - Practices, templates, terminology, specifications
- Joint procurement opportunities/ regional buying groups
 - More worthwhile opportunities
- More knowledgeable, informed public sector procurement staff
- Expanded Supplier Development activities
 - Exposure to more public sector buyers



Tendering Process:

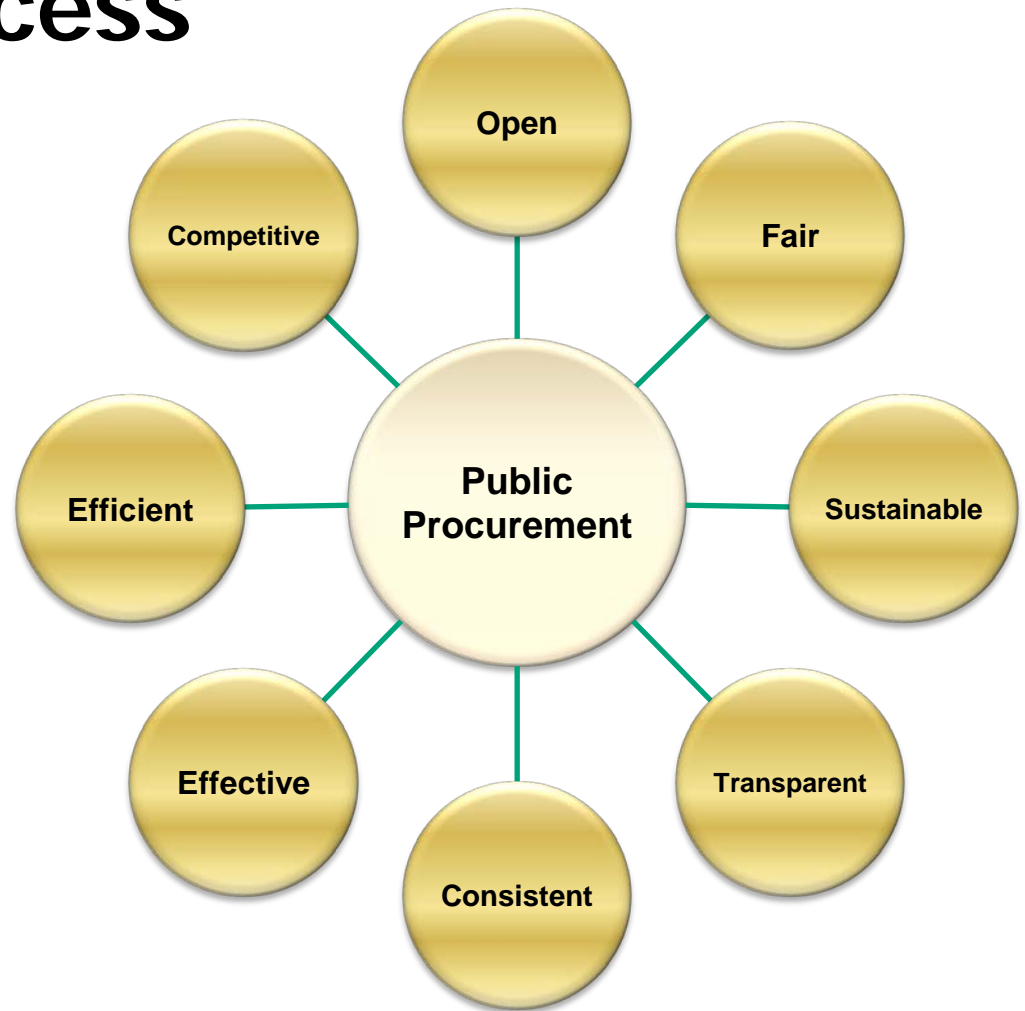
General Overview



Tendering Process

General Overview

- Fair, open, transparent process
- Responsibilities of the vendor during the open period of the tender



Upcoming Changes:

Tender Advertising and Public Openings



Tender Advertising

Effective [April 2, 2012](#), newspaper advertising for Provincial Government tenders will no longer be the standard approach.

Our commitment to a [fair, open and transparent](#) process remains the same.

All government tenders will be available on the Procurement Services website at: www.gov.ns.ca/tenders



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NOVA SCOTIA

Public Openings

Tender Openings

- ✓ Review of process
- ✓ Attendance
- ✓ Availability of information
- ✓ Anticipated end date

