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Buy Ontario Information Session – Kitchener

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Agenda

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02 | Buy Ontario Act

03 | Capital Infrastructure Policy

04 | Vendor of Record Program

05 | Resources available to you

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About Supply Ontario

Vision:

A world-class capability that harnesses Ontario's buying power to enable economic development, province wide resilience, a value for Ontarians.

Mission:

Centralizing the public sector supply chain by embracing innovation and leveraging diverse partnerships and relationships with suppliers.

4 Mandated Objectives

- **Centralization**
- **Economic Development**
- **Resiliency**
- **Innovation**

Purchases are made by **over**

6000

public sector entities

Supply Ontario holds **99 VOR** arrangements across **8** categories

Annual government procurement spend is approximately

$30B

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Buy Ontario: Overview

How Procurement Policy Implementation Works in Practice

Premier's Office or Minister's Office (Policy Direction)

- Establishes government priorities and strategic policy direction for public sector procurement, guiding ministry mandates and key initiatives

Ministry of Public and Business Service Delivery and Procurement (Policy Creation)

- Provides agency oversight and direction. Also sets procurement directives, policies and accountability frameworks for the Ontario Public Sector and the Broader Public Sector.

Supply Ontario (Policy Implementation)

- Central procurement organization responsible for delivering value through strategic sourcing, vendor management and common goods/services procurement.



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Helping Vendors: Buy Ontario Act

- The directives and policies under the *Buy Ontario Act (Public Sector Procurement), 2025* (BOA) enable government to modernize public sector procurement to:
  - ✓ respond to global economic pressures;
  - ✓ strengthen local industries;
  - ✓ support domestic jobs; and
  - ✓ build a more resilient economy.



- BOA supports workers and businesses by ensuring that public spending **strengthens local supply chains,** as well as **reduces exposure to global economic uncertainty**.
- For vendors, the Act is most relevant where it introduces **new requirements in directives** that affect how bids are **evaluated** including the requirement to submit information regarding the origin of the goods and services proposed to satisfy procurement requirements.

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Buy Ontario Act – policies within the directives

Policy/Initiative	What it does	Buy Ontario Procurement Directive	Municipal Buy Ontario Procurement Directive
Procurement Restriction Policy	Restricts US businesses from participating in public sector procurement in Ontario	✓	
Building Ontario Businesses Initiative (BOBI)	Levels the playing field for Ontario/Canadian businesses	✓	
Fleet Vehicle Policy	Promotes the use of Made-in-Ontario fleet vehicles	✓	✓
Capital Infrastructure Policy	Promotes the use of Ontario/Canadian-made goods and services in Capital Infrastructure procurements	✓	✓

Capital Infrastructure Policy

Capital Infrastructure Policy: Application and Scope

Application

Applies to capital infrastructure procurements, including construction and related projects

What this means for vendors:

- When bidding, vendors will need to be prepared to provide information on the origin of goods and services used in their proposal
- It can also influence how a vendor's bid is assessed against the procurement bid

In Scope

✓ All **new** capital infrastructure procurements of any dollar value

- Capital Infrastructure includes: Construction, reconstruction, renovation
- Major fixtures, furniture and equipment included in and incidental to the Construction of the facility and required to support the facility's operational readiness immediately following completion of Construction
- Transit fleet vehicles, including rolling stock (e.g., subways and rail cars) and buses, but excluding light duty passenger vehicles

Out of Scope

× Medical equipment

× Information technology

× Operational fixtures, furniture or equipment acquired after the facility is operational

× Routine maintenance, repair, and operations (MRO) unless structural

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Capital Infrastructure Policy: Key Information for Vendors

Under the Capital Infrastructure Policy, new procurements will now place a greater emphasis on Ontario and Canadian made major goods and related services.

What vendors need to do:

- Provide the source of all each major goods and all services specified in the procurement document, including those from their subcontractors and suppliers
- Review the procurement documents to understand how to submit the required information and meet content and sourcing requirements. Under capital infrastructure projects, this is typically done through a Domestic Supply Chain Plan (DSCP).
- Maintain visibility of their supply chain, including those of their general contractors and subcontractors before submitting a bid



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Capital Infrastructure: How Goods and Services Are Defined

Ontario-made goods (any one of the following):
- ✓ Manufactured in Ontario or at least 51% of production costs incurred in Ontario
- ✓ Wholly manufactured or originating in Ontario

Canadian-made goods (any one of the following):
- ✓ Manufactured in Canada or at least 51% of production costs incurred in Canada
- ✓ Wholly manufactured or originating in Canada
- ✓ Labelled as “Made in Canada” or “Product of Canada”

All Services:
Vendors must submit a domestic supply chain plan that identifies the source of the listed major goods and each service.

What vendors need to know:
- Goods are classified based on where they are manufactured or where production costs are incurred
- Services must be delivered by personnel located in Ontario or Canada to meet the respective definition (either Ontario Service or Canadian Service)
- Ontario and Canadian classifications may be used in bid evaluation or requirements

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Supply Ontario's Vendor of Record Program

Enterprise VOR Program

Active VOR/VLAs by category

99 active VOR/VLAs

8 categories

2 new arrangements

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IT & Telecom — 29

- Adobe Volume License
- Adobe Reseller
- AI Scribe
- Citrix Volume License
- Citrix Reseller
- Data Integration, Visualization and Analysis (DIVA)
- Enterprise Project and Portfolio Management Solution
- Merative Curam Enterprise Case Management Volume License
- IBM Volume License
- IT and Business Research Subscription Services
- IT Security Products and Services
- Ontario Tenders Portal
- Learner Onboarding Solution
- Microsoft Master Business Agreement
- Microsoft Enterprise Agreements
- Microsoft Enterprise Purchase Agreement
- Microsoft Enrollment Agreement (Office 365)
- Microsoft Enrollment Agreement (Server and Data Centre Software)
- Microsoft Enrollment Agreement (Unified Support)
- Microsoft Select Plus Reseller
- Open Text Volume License
- Oracle Volume License
- Mobile Devices and Services
- Workplace Print and Services (WPS)
- Cloud (IaaS/PaaS)
- End User Computers
- Enterprise Information Management
- Mental Health and Addictions Provincial Data Set
- Client Relationship Management Solutions

Clinical — 1

- NEW - Reveal 35C Spectral X-ray Detector and Reveal Mobi-Pro Mobile Imaging Systems

Professional Services & Contingent Labour — 10

- Experience, Design and Related Digital Services
- I&IT Solutions Consulting Services
- Internal Audit Services
- Managed Service Provider (MSP) for IT Contingent Resources
- Management Consulting Services
- Physical Security Threat Risk Assessments, Physical Security Plans and Physical Security Training
- Temporary Help Services
- Cyber Safety Learning Resources
- Learning Management Solutions
- NEW - Consistent Educational Learning Resources

Travel, Fleet & Logistics — 12

- Aviation Fuels
- Fleet Management Service
- Accommodation Directory and Car Rentals
- Air Canada Agreement
- Porter Airlines Agreement
- Via Rail Travel Agreement
- WestJet Agreement
- Travel Management Company
- Snowmobiles and ATVs
- Vehicle Acquisitions and Up-fitting
- Vehicle Equipment and Remarketing Services
- Supply and Delivery of Boats, Motors and Trailers

Facilities – MRO Products — 11

- Bulk Fuels
- Bulk Propane
- Cleaning Supplies & Sanitary Papers
- Laboratory Gases
- Laboratory Supplies and Consumables
- Office Products, Print and Copy Paper, and Laser Toners
- Consolidated Groceries
- Fresh Bread & Bun Products
- Dairy Products
- Vape Detection and Security Products
- Supply, Delivery and Placement of Barriers

Advertising & Communication — 12

- Advertising & Marketing Communications Services
- Branded Digital Content Services
- Commissioned Research Services
- Digital and Social Media Planning and Buying
- Direct to Production Services
- Equipment and Technical Services for Event Staging
- Graphic Design & Creative Services
- Indigenous & Multicultural Marketing Communication Services
- Media Planning and Buying Services
- Performance Marketing Services
- Public Relations & Communications Services
- Regulatory, Statutory, Tender and Recruitment Advertising

Facilities – MRO Services — 8

- Next Day Delivery (Courier)
- Hazardous Waste Collection and Disposal Services
- Furniture Solutions
- Security Guard Services
- Secure Document Destruction and Media Shredding Services
- Security Contract Screening
- Electrical and Electronic Equipment (EEE) Waste
- Signage Services

Human Capital — 16

- Employee and Family Assistance Program Services
- Inclusive Counselling Services
- Employee Relocation Services
- French Language Proficiency Evaluation & Training Services
- Leadership Talent Services
- Learning, Training, Research and Evaluation Services
- Talent Acquisitions and Job Classification Services
- Workplace Investigation, Mediation, Restoration and Training Services
- Specialized Assessments for Disability Management Services
- Translation Services
- Insurance Broker Services (Non-OPS)
- Emergency Preparedness Program
- Medical Professional Services
- Human Resources Services
- Financial Consumer/Commercial Credit Information and Decision Support
- Multiple Languages and Assistive Language Services

Updated: October 2026

Upcoming VOR Arrangements

IT & Telecom
NEW Software Reseller
REPLACEMENT IT Security Products and Services
REPLACEMENT Adobe VLA
REPLACEMENT Citrix/Arrow Reseller
REPLACEMENT Oracle VLA

Travel, Fleet & Logistics
NEW Helicopters and Aircrafts
NEW Vehicle Graphics

Facilities – MRO Products
NEW Safety Vests VOR
REPLACEMENT Dairy Products

Facilities – MRO Services
REPLACEMENT Supply and Delivery of Laboratory Supplies, Consumable and Chemical Products, and High-end Optical Equipment
NEW Renovation, Demolition, Other Building, and general Contractor Services

Professional Services & Contingent Labour
REPLACEMENT I&IT Solutions Consulting Services

Human Capital
NEW Legal Services for non-OPS

Clinical
NEW Medical Devices VOR
NEW Bed, Suppliers and Services VOR

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Questions

Contact Information and Websites

How to Become a Vendor of Record

Buy Ontario Procurement Directive

Buy Ontario Procurement Directive FAQs

Email: **doingbusiness@supplyontario.ca**

Phone: **416-581-6318**

Websites:

How to Become a Vendor: https://www.supplyontario.ca/become-a-vendor/

Buy Ontario Procurement Directive & FAQs: https://www.supplyontario.ca/buy-ontario/

How to Do Business Training: Training - Supply Ontario

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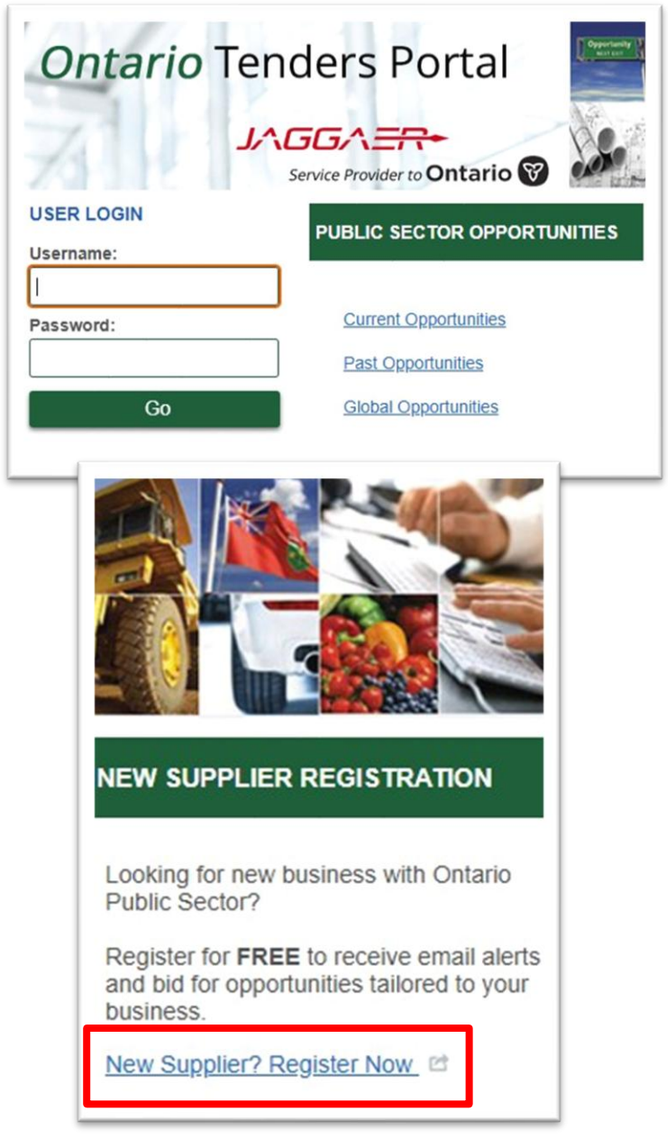
Ontario Regulatory Registry

Stay informed about upcoming regulatory and policy changes, assess potential impacts on your business, and provide feedback during public consultation periods.

https://www.regulatoryregistry.gov.on.ca/home

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Ontario Tenders Portal



The Ontario Tenders Portal (OTP) is the official eTendering system used by the Ontario Public Service (OPS) and some Broader Public Sector (BPS) entities to manage procurement opportunities.

1. **Register:** Visit the Ontario Tenders Portal and select “New Supplier? Register Now”
2. **Agree to Terms/Conditions:** Accept the User Agreement to proceed
3. **Enter Your Details:** Provide your information, including legal name, HST number, and time zone
4. **Classify Your Services:** Select relevant UNSPSC codes for bid alerts
5. **Submit Your Registration:** Review and submit; you’ll receive a confirmation email
6. **Set Up Your Account:** Log in, update your password, and explore the dashboard
7. **Start Bidding:** Search opportunities, download documents, and submit bids online

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Ontario Tenders Portal: UNSPSC Category Codes

Once registered on OTP, please search and select United Nations Standard Products and Services Codes (UNSPSC) that correspond to your business' goods or services. You will be notified when a procurement is posted that matches your scope of work.

Examples:

Family Code	Commodity Class	Description
4230 (Medical Training and Education Supplies)	423015	Aids for Medical Training
4321 (Computer Equipment and Accessories)	432115	Computers
4321 (Computer Equipment and Accessories)	432116	Computer Accessories
5610 (Accommodation Furniture)	561017	Office Furniture
7210 (Building Construction, Support, Maintenance and Repair Services)	721023	Plumbing, Heating and Air Conditioning

unspsc®

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Three-Year Outlook

The Three-Year Outlook provides vendors with advanced notice of upcoming enterprise-wide VOR arrangements over the period covered, including category/description, estimated posting dates on the Ontario Tenders Portal, and estimated contract start dates

Type	Category – Description	Client Users	Vendor of Record Number	Estimated Electronic Tendering	Estimated Contract Start Date
REPLACEMENT	Adobe Reseller	OPS & Non-OPS	TBC	Oct-26	Apr-27
NEW!	Data Centre Management Services (DCMS) Software Reseller	OPS & Non-OPS	NEW	Oct-26	May-26
REPLACEMENT	Enterprise Project and Portfolio Management (EPPM)	OPS & Non-OPS	TBC	Oct-26	May-27
REFRESH!	Insurance Broker Services	Non-OPS	Tender 20601	Oct-26	Dec-26

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