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## MODULE 2 - WHERE TO FIND THE OPPORTUNITIES

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- › Where bids are advertised
- › 2010 Commerce Centre: Your 2010 Business Connection
- › Other sources of potential bids

## WHERE BIDS ARE ADVERTISED

### *Purpose:*

The purpose of Module 2 is to help businesses understand where to find bidding and contracting opportunities for the 2010 Winter Games and government in general.

### *Where to Find Bidding Opportunities?*

Increasingly governments and other organizations are using the Internet as a tool for advertising bid opportunities. You may still find some opportunities advertised in the newspaper, and definitely word of mouth is helpful, but the Internet is probably your main channel for finding contracting opportunities with governments, large businesses and certainly the Vancouver 2010 Winter Games.

The good news is that almost all of the business opportunities associated with these Games (see Module 1) will be available to businesses via a single Internet website called the 2010 Commerce Centre ([www.2010CommerceCentre.gov.bc.ca](http://www.2010CommerceCentre.gov.bc.ca)). This means that it's easier than ever for businesses to find business opportunities related to the 2010 Winter Games.

As well – there are also other places to find bidding opportunities for your business not related to the Games. This module will introduce to you some of the key sources of bids – with an emphasis on government and 2010 Winter Games business opportunities.

### *Finding Bids on the Web*

The following are some of the main Internet based resources for finding contracting opportunities:

OPPORTUNITY AREA	SOURCE	WEBSITE
2010 GAMES	2010 COMMERCE CENTRE	WWW.2010COMMERCECENTRE.GOV.BC.CA
BC GOVERNMENT	BC BID	WWW.BCBID.GOV.BC.CA
NATIONAL / INTERNATIONAL	SOURCECAN	WWW.SOURCECAN.COM
NATIONAL PUBLIC SECTOR	MERX	WWW.MERX.COM
HOST MUNICIPALITY	CITY OF VANCOUVER	WWW.CITY.VANCOUVER.BC.CA
HOST MUNICIPALITY	CITY OF RICHMOND	WWW.RICHMOND.CA
HOST MUNICIPALITY	RESORT MUNICIPALITY OF WHISTLER	WWW.WHISTLER.CA
NORTHERN BC – PUBLIC	REGIONAL MARKETPLACE	WWW.MARKETPLACENORTH.CA

Let's look at some of these in a little more detail.

## 2010 COMMERCE CENTRE: YOUR 2010 BUSINESS CONNECTION

### *Go to the 2010 Commerce Centre!*

If you're looking for direct and related business opportunities with the Vancouver 2010 Winter Games, contact the 2010 Commerce Centre. The 2010 Commerce Centre is the single source of information for business opportunities related to the 2010 Winter Games. Visit the Centre online to source bidding opportunities specifically for these Games, (venue construction, Olympic family business opportunities) and related infrastructure projects.

The mission of the Commerce Centre is to inform, educate and connect British Columbia businesses to make them the best prepared in the world to take advantage of the economic opportunities of the 2010 Winter Games.

***The 2010 Commerce Centre has an incredible array of information, tools and features including:***

- › 2010 Business news and newsletters
- › 2010 Business Opportunities and e-mail notification of business opportunities
- › 2010 Commerce Centre tools & resources
  - o Business Opportunities tools
  - o Events & Workshops calendar
- › Games-related plans, best practices and success stories
- › Business preparation, information and tools
- › Information providers and other on-line resources

The 2010 Commerce Centre is part of the BC Olympic and Paralympic Winter Games Secretariat and is your key source of information for business opportunities related to the Vancouver 2010 Winter Games.

By visiting the website and registering your business, you can receive regular newsletters on business opportunities associated with these Games, access information and resources related to business opportunities, see listings of contracting opportunities and learn about upcoming events and workshops related to bidding or preparing to bid on Games-related opportunities. You can even register your business to receive automatic e-mail notification of contracting opportunities that are tailored to your particular product or service offerings.

Don't miss out on this important source of information for Vancouver 2010 Winter Games opportunities. Register your business today with the 2010 Commerce Centre. It's easy; it only takes a couple of minutes, and best of all – it's free. You can't beat an investment like that! Visit the 2010 Commerce Centre:

**[www.2010CommerceCentre.gov.bc.ca](http://www.2010CommerceCentre.gov.bc.ca)**

***How to Sign-up with the 2010 Commerce Centre***

Signing up with the 2010 Commerce Centre is easy and takes only a few minutes. Right now you can sign up for the following two features:

1. To receive electronic newsletters by e-mail
2. To receive electronic notifications of bidding opportunities by e-mail.

*Here's how you do it:*

1. **To receive electronic newsletters by e-mail follow these steps:**

Go to the 2010 Commerce Centre Website at the following address:

**[www.2010CommerceCentre.gov.bc.ca](http://www.2010CommerceCentre.gov.bc.ca)**

*Click on newsletter under Sign Up. Enter your e-mail address in the space provided.*

*Click on Sign Up at the bottom of the screen*

*Congratulations* – Your email address has successfully been added to the list of newsletter subscribers. An email confirmation will also be sent to the e-mail address that you entered.

**2. To receive electronic notifications of bidding opportunities by email**

Go to the 2010 Commerce Centre Website at the following address:

**[www.2010CommerceCentre.gov.bc.ca](http://www.2010CommerceCentre.gov.bc.ca)**

*Click on Notification of 2010 Business Opportunities under Sign Up and complete the form.*

***Note on E-mail Notification***

During the sign-up process you will be prompted to select categories of contracting opportunities that are of interest to you. It is recommended that you choose broadly and consider the following:

- › It is likely that you need more than one category to describe all the products and services that your business provides. Therefore, it is important that you select ALL the categories which describe your products and services.
- › Buyers tend to purchase “final” products or services. It is likely that your business provides intermediate products or services or raw material to the provider of “final” products or service. In which case, you may want to select the categories of products and services which your CUSTOMER provides, then work together with your customer to compete when an appropriate opportunity becomes available.
- › Buyers also tend to purchase “suites” of products or services from one supplier. Your company may provide one or more of the “suite” but not all. To bid on the opportunities, you may have to look for providers of complementary products or services to complete the “suite” which the buyers are looking for. Therefore, you may want to select any category of products or services that are RELATED to your own.

**OTHER SOURCES OF POTENTIAL BIDS*****Contracting Opportunities with the Provincial Government***

The Province of BC also uses the Internet to post and solicit bids for supplying goods and services to its ministries as well as many crown corporations (e.g. BC Hydro) and provincial agencies (e.g. BC Housing Authority). BC Bid is an electronic network that gives you a “one window” access to information about selling to government. It also provides a link to other purchasing departments via the Internet – such as the BC Ministries of Forests and Transportation and Highways, the federal government’s system, and several provinces and Pacific Northwest states.

Other public agencies such as Crown corporations, municipalities, universities and schools may keep source lists, so it is worthwhile to contact each agency individually to find out how it buys and whether it maintains its own source lists. Many organizations, including the City of Vancouver and BC Hydro, publish supplier brochures and all would be happy to send information to companies wanting to sell to them. A Public Sector Buyers list is available on BC Bid.

All of this is available free of charge. However, for additional fees you can sign up for more sophisticated features such as electronic notification of particular bidding opportunities. Visit the site to learn all about its features and services.

BC Bid: [www.bcbid.gov.bc.ca](http://www.bcbid.gov.bc.ca)

### ***SourceCAN***

SourceCAN is a free e-marketplace that matches Canadian products and services with thousands of business opportunities posted by domestic and foreign corporations and governments. Through an international tender system, small and medium sized Canadian companies can source bids, post opportunities and pursue strategic partnerships, all within a secure online trading environment.

SourceCAN: [www.sourcecan.com](http://www.sourcecan.com)

### ***MERX***

MERX describes itself as the most complete source of public tenders and private construction available in Canada. It strives to level the playing field so that businesses of any size can have easy and affordable access to billions of dollars in contracting opportunities with the federal government, participating provincial, municipal governments and the private sector. It's important to note that MERX is operated by a private company and there are fees to use some advanced features of the system.

MERX: [www.merx.com](http://www.merx.com)

### ***Municipal Websites***

Many municipalities within BC post their bid opportunities on the BC Bid website – but not all. If you are interested in selling to local government, you're advised to visit their individual websites or contact their purchasing departments directly to learn more about their specific opportunities. The BC Bid website provides a listing of most of the municipal purchasing managers in British Columbia for your information and reference.

In terms of Vancouver 2010 Winter Games-related opportunities at the municipal level, the 2010 Commerce Centre will list the opportunities available to you. However, you may want to check out the individual municipal websites as well to see if there may be similar or related opportunities of interest to your business.

- › City of Vancouver: [www.city.vancouver.bc.ca](http://www.city.vancouver.bc.ca)
- › City of Richmond: [www.richmond.ca](http://www.richmond.ca)
- › Resort Municipality of Whistler: [www.whistler.ca](http://www.whistler.ca)

***Other Ways of Finding Bids***

Although websites are increasingly becoming the primary means by which government and businesses advertise their bidding opportunities – it's not the only way. Consider some of the other options as well.

**Newspaper** advertising is still a popular (and in some cases required) form of notification for bidding opportunities. Check out local, provincial or national newspapers and read the business section to see what's available (this is also a great way to learn more about which businesses are in the news, growing or requiring help). *Business in Vancouver* and the *Western Investor* may also be potential sources of business opportunities.

**“Word of Mouth”** - it may seem old fashioned but sometimes word of mouth is the only way you'll find out about an opportunity. Some small value contracts may not be posted or advertised – so you'll only know about the bid by keeping in touch with purchasing managers, your business network and by making your products and services known to organizations that you wish to do business with. Networking is priceless!