



**The Honourable
Judy M. Foote**
Minister of Public Services and
Procurement

Federal Purchasing Power Supports Canadian Innovators

catalyst for helping innovators reach new markets.

Public Services and Procurement Canada manages about \$18 billion worth of procurement contracts each year, everything from military equipment to office supplies. This is a major contribution to Canada's economy.

The Government of Canada knows innovation is crucial to maximizing Canada's potential in today's knowledge-based economy. An important part of the government's economic strategy is to work with entrepreneurs, researchers and innovators to unleash the ideas and creativity that are key to growth.

To give a boost to some of Canada's brightest entrepreneurs, the Build in Canada Innovation Program was developed to help Canadian companies move their state-of-the-art goods and services from the lab to the marketplace. Under the program, the government buys pre-commercial innovative goods and services and matches them with the business requirements of federal departments.

The Build in Canada Innovation Program is open to businesses of all sizes. The program is particularly useful to small and medium enterprises, which often lack the resources to bring their innovative

products to market. Small and medium businesses are the backbone of our economy, accounting for over a quarter of Canada's goods exports and a majority of the jobs created.

Through the Build in Canada Innovation Program, we are helping to provide opportunities for growth and success. Contracts under this program allow businesses with new, untested innovations to demonstrate the value of their products in a real-life setting, increase the scale of their operations and, ultimately, attract new customers. Government departments not only enjoy access to cutting-edge products, they provide feedback suppliers can use to make improvements.

More than 200 contracts, valued at \$75 million, have been awarded under the program. Examples are green technologies, innovations to improve productivity in specific industries, GPS-enabled devices, biotechnology and military equipment. This year, Canadian innovators can access \$30 million in funding, with funding growing to \$40 million next year.

We know that fostering made-in-Canada innovations is essential to the health of the economy. While moving Canadian firms one step closer to markets both at home and abroad, the Build in Canada Innovation Program also supports

the government's budget priorities of combatting climate change, supporting Indigenous entrepreneurs and putting state-of-the-art equipment in the hands of the Canadian Armed Forces.

Through programs such as the Build in Canada Innovation Program, our Government is growing the economy by investing in innovation and job creation while supporting the middle class, and those working hard to join it.

For more information, or to submit proposals, visit the Build in Canada Innovation Program's website at canada.ca/sellyourinnovation.

Canadian companies often struggle to find first buyers to test their innovations before they enter the marketplace. The Build in Canada Innovation Program is a federal procurement initiative that aims to fill this gap by using the government's spending power as a