

COMMONLY ASKED QUESTIONS

What is the Agreement worth to Canadian businesses?

The NAFTA chapter on government procurement represents a major step forward to removing access impediments to the markets in the three countries. Canadian suppliers have gained access to goods, services and construction contracts in the U.S. and Mexico for a total value of approximately \$70 billion.

How can Canadian firms access the procurement opportunities?

Canadian suppliers will have access to published opportunities in each of the three markets. The Agreement sets requirements for the publishing of contract opportunities and, if necessary, a bid-challenge procedure. This transparency and predictability provides a new level of openness for Canadian suppliers.

What about procurement by provinces and municipalities?

It is excluded from the NAFTA.

What about procurement by provincial utilities (i.e. Quebec Hydro)?

This is also excluded from the Agreement.

Will the Canadian government have the freedom to promote regional economic development in Canada under the NAFTA?

Canada has retained a number of sectoral exceptions that allow it to continue support for regional and industrial development. In addition, Canada has not offered: shipbuilding and repair; dredging; construction for Transport Canada; and the Merit Partnership Program.