

1.4 Procurement and Local Agents

Nearly all procurement by DCA is done on a tender system. The Department will spell out the specifications required and invite tenderers through advertisement in the papers. The tender is opened by a Tender Committee which consists of a representative from the Ministry of Transport and two representatives from DCA. The tender is then evaluated by a Technical Committee and a Financial Committee following which DCA will make a presentation before the Ministry of Transport Tender Board Committee. This Tender Board Committee normally selects the lowest bid that complies with the specifications as spelled out by DCA.

The critical factors that are taken into consideration in the evaluation of a tender are :

- i) technical superiority of product
- ii) cost and
- iii) countertrade

The standard procurement procedure is to operate through an agent or representative of the manufacturer. None of the suppliers sell directly unless the purchase is a government to government purchase.

According to government policy, agents appointed by the manufacturers must have local equity and participation.

DCA, being a Government organization, is exempted from import duties and sales tax.

1.5 Knowledge of Canadian Aviation Products and Services

The general feeling within DCA was that Canadian manufacturers are poorly represented in the local aviation industry and consequently the capabilities of the Canadian aerospace industry are not well known. This is also a feeling that Canadian aviation products are not priced competitively and that product support and after sales services are lacking.

To overcome these perceptions it is important that the manufacturers or their appointed agents should establish a good working relationship with the consultants hired by the DCA to advise on aviation projects since the consultant is responsible for recommending the use of a particular type and brand of product.

Staff at DCA rarely refer to the OEM directory to obtain information regarding the sourcing of products.