

# Capital Projects Bidding

## **POINT OF CONTACT**

Your nearest International Trade Centre, listed in the annex of this handbook.

PEMD support for capital projects bidding or proposal preparation at the pre-contractual stage is designed to assist Canadian firms in bidding for major capital projects outside Canada, against foreign competition.

Also eligible is proposal preparation for projects in, for example, countries with centrally planned economies, where there may not be a formal tendering procedure but there is still foreign competition for the project.

The bid or proposal would be for the supply of Canadian goods and services such as engineering, construction, architecture and management consulting.

This element of PEMD is not designed for the establishment of foreign joint ventures, nor is it intended for unsolicited proposals, or bids/proposals where there are no competing foreign companies either bidding on a project or being considered for a project.

## **CONTRIBUTION LIMITS**

- The PEMD contribution per application is a minimum of \$5 000 and a maximum of \$50 000.
- Companies are limited to two approved applications in an April 1 to March 31 fiscal year; however, the maximum contribution in a year may not exceed \$50 000.
- The maximum PEMD contribution per capital project is \$50 000; the exception is \$100 000 where an ad hoc consortium of Canadian companies is involved.

## **COMPANY ELIGIBILITY**

Preference will be given to companies with annual sales greater than \$250 000 and less than \$10 million, and/or with less than 100 employees for a firm in the manufacturing sector and 50 in the service industry.

Eligible companies must:

- be incorporated (federally or provincially), or an unincorporated firm of professionals, such as architects or engineers;
- be currently established and operating in Canada;