
NEWS RELEASE

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Ministry of Small Business and Revenue
Ministry of Labour and Citizens' Services

NEW GUIDE TO DOING BUSINESS WITH GOVERNMENT

VICTORIA – Businesses in British Columbia have a new resource to help them become successful vendors to the public sector, Labour and Citizens' Services Minister Iain Black and Small Business and Revenue Minister Kevin Krueger announced today.

“How to do Business with the British Columbia Government” is a new publication that explains how businesses – large and small – can explore opportunities to supply goods and services to the public sector.

“The public sector is a huge marketplace, and this new booklet is a great tool for all British Columbia entrepreneurs interested in doing business with us,” said Black. “It explains in simple terms how our purchasing process works, and how to use services like BC Bid to become a successful vendor to government.”

Each year the public sector in British Columbia, including provincial and municipal governments, Crown corporations, schools, hospitals, colleges and universities, spends about \$8 billion on goods and services. This market represents significant business opportunities for British Columbia companies. “How to do Business with the British Columbia Government” describes the purchasing process, how to make a proposal, how bids are evaluated and other information to guide business operators through public sector procurement.

“This booklet is a direct result of input from small business owners and operators who attended our Small Business Roundtable consultations throughout the province,” said Krueger. “I’m confident it will open up new opportunities for many British Columbia entrepreneurs.”

The booklet is available online at <http://www.sbr.gov.bc.ca/resource-centre/stg/index.htm>.

October is small business month in British Columbia. Ninety-eight per cent of all businesses in British Columbia are small businesses, which provide employment for over one million people and provide 57 per cent of British Columbia’s private sector jobs. In total there are close to 380,000 small businesses in the province.

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