

HILL DAY 2021

Canada's Tech Sector

Transforming Canada's
Public Sector

Presented By:



TECHNATION^{CA}

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Hewlett Packard
Enterprise

Canada's technology sector is home to world-leading technologies and innovations that can provide the backbone of a modern, nimble, productive, and efficient public sector; one that is able to deliver on the evolving needs of citizens and provide programs and services that are accessible to Canadians wherever they are, under any circumstances.

Already, the federal government spends at least \$6.8 billion per year to purchase technology, making it the largest technology customer in all of Canada. New, 'generational' investments were promised in the 2020 Speech from the Throne, and the 2021 budget earmarks over \$3 billion in additional departmental IT spending.

This level of spending has the power to move markets, and the way that the government invests this money will have implications for Canada's technology industry.

A strategic approach will ensure that Canada meets its Digital Government targets in a way that drives our economic recovery, supports small and medium businesses hit hard by the pandemic, and creates high quality jobs in the technology sector. It will also ensure that Canada's public sector – and citizens – have access to the best, leading edge technologies, built in your own backyard, and available to deliver services effectively.

RECENT STATS

THE FEDERAL GOVERNMENT SPENDS

\$6.8 Billion
per year to purchase
technology

THE 2021 BUDGET EARMARKS OVER

\$3 Billion
in additional IT spending

THE TECH INDUSTRY GENERATES

\$210 Billion
in annual revenue

Source: ISED Canadian ICT Sector Profile 2019

A STRATEGIC APPROACH SHOULD INCLUDE:

Leveraging Procurement as an Economic Lever:

By partnering with the technology sector to meet the challenges of modern public services head-on, government can leverage one of its most powerful economic levers – its purchasing power – to support one of the most promising sectors of Canada’s economy. Canada’s tech sector stands ready to deliver on ‘virtual shovel ready’ projects.

Tackling Longstanding Procurement Challenges:

COVID-19 changed the way that Canada thinks about procurement. The Government streamlined complex buying processes to access urgently needed products and services to address the public health crisis. Now is an opportunity to apply that same approach to transform technology procurement.

Challenging Canada’s Technology Sector to Provide Solutions:

As the federal Government seeks new technology solutions, the biggest challenges emerge when government prescribes exactly what a technology solution should look like; rather than stating a problem that needs addressing and challenging industry to bring forward their best ideas and solutions. By continuing to shift to a challenge-based approach, the federal government can create a new normal of nimble, agile government procurement that rapidly integrates leading-edge innovations into public service delivery.

“Adopting agile and more accessible government procurement as the ‘new normal’, will result in cutting-edge innovation in public service delivery and improved service delivery to Canadians, while fueling economic growth. A win-win for Canada!”

Angela Mondou
TECHNATION President and CEO



WHAT SHOULD GOVERNMENT DO TO HELP?

TECHNATION has shown leadership to bring forward real, tangible, and collaborative solutions to achieve these outcomes. Specifically, TECHNATION recommends that the government:

- ✓ **Implement the Innovation Adoption Program** proposed by TECHNATION; earmarking a significant portion of existing digital government funding for ‘virtual shovel-ready projects’ through next-generation, agile procurement approaches accessible to SMEs.
- ✓ **Continue Leveraging a National Digital Marketplace** - TECHNATION supported government during the pandemic by creating a national registry of technology businesses with solutions to help government – **Canada’s Digital Marketplace**. There is ample opportunity to build on this new, collaborative approach.
- ✓ **Enhance Agile Procurement** - Agile procurement remains a relatively new phenomenon in Government, and we must continue to focus on improvements; especially in areas like skills training for procurement officials, enhancing vendor engagement processes, creating more flexibility in project requirements, and reducing the overall administrative burden of today’s procurement process.
- ✓ **Engage and Collaborate with Industry on Major Projects** - The Government has major, industrial-scale digital transformation priorities in areas like data centre consolidation, government-wide networking, cyber security, and other enterprise projects. Canada’s technology sector has the depth, expertise, and experience to collaborate effectively with government in even the most challenging project areas – from early planning and road mapping (digital road map), to addressing skills and talent issues, to project delivery.

By leveraging the collective capabilities of Canada’s technology sector, Canada’s digital transformation can be a success story on the world stage.

