

QUEEN'S PARK DAYS 2021

Ontario Procurement Re-design
and the Tech Sector

Presented By:



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Google Cloud

Ontario'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 Ontarians wherever they are, under any circumstances.

The 2021 Ontario budget has allocated \$885 million dollars to the Ministry of Economic Development, Job Creation and Trade, the largest amount committed to the ministry over the last number of years. An investment of \$2.8 billion in the province's broadband network to insure remote online access for workers and students during the COVID-19 pandemic.

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

A strategic approach will ensure that Ontario 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 Ontario's public sector – and citizens – have access to the best, leading-edge technologies, built in our own backyard, and available to deliver services effectively.

RECENT STATS

THE ONTARIO GOVERNMENT INVESTS

\$885 Million

into the Ministry of
Economic Development,
Job Creation and Trade

Source: 2021 Ontario Budget

\$2.8 Billion

in Ontario's broadband
expansion

Source: 2021 Ontario Budget

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 – with \$3B spent on R&D to support one of the most promising sectors of Ontario's economy. Ontario's tech sector stands ready to deliver on 'virtual shovel ready' projects.

Tackling Longstanding Procurement Challenges:

COVID-19 changed the way that Ontario 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 Ontario's Technology Sector to Provide Solutions:

As the provincial 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 provincial 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



HOW CAN THE GOVERNMENT HELP?

TECHNATION has shown leadership to bring forward real, tangible, and collaborative solutions to achieve these outcomes.

Government can address this challenge by:

-  **Implementing 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.
-  **Enhancing Agile Procurement** - Agile procurement remains a relatively new phenomenon in Government, and we must continue to focus on improvements; especially in areas like supplier diversification, skills training for procurement officials, enhancing vendor engagement processes, creating more flexibility in project requirements, and reducing the overall administrative burden on SMEs.
-  **Engaging and Collaborating 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. Ontario’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 roadmap), to addressing skills and talent issues, to project delivery.

