



NEW FORM CUTS RED TAPE AND SIMPLIFIES PROCUREMENT PROCESS FOR SMALL BUSINESS

On Tuesday, April 1, 2014 the Government of B.C. announced their new short-form request for proposals (SRFP) in an effort to make selling to the government easier for small businesses.

The Government of B.C. has a number of procurement opportunities available to small businesses, however; the paperwork involved was difficult to complete. The shorter, two-page form will be used for government opportunities valued at less than \$250,000 – where it makes sense – and streamline the bidding process.

The simplified, two-page form delivers on a B.C. Small Business Accord commitment to reduce barriers to government’s procurement process.

“As part of the key principals of the Small Business Accord, it’s our goal to make British Columbia the most small business friendly jurisdiction in Canada. Providing a simplified application process is crucial in helping small businesses sell to government,” said Naomi Yamaoto, Minister of State for Tourism and Small Business. “As small business continues to be a key economic driver in B.C., it’s important that government work to provide opportunities that will help businesses grow long term.”

There are a number of benefits to the simplified form including:

- Reduces the amount of time required to manage the request for proposals process overall.
- Previously, the average length of a request for proposal was around 18 pages but could be upwards of 80 pages with submitted responses being much longer, sometimes up to a few hundred pages.
- Uses a smart form, a fillable online PDF document with rules built in that provides consistency in the experience for vendors and ministries. This includes better alignment between what is being asked for, and what is being evaluated.

The Government of B.C held a series of consultations throughout the fall of last year to develop the new form and several ministries launched a pilot of the SRFP in January and February with excellent results.



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