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Guyana and China Sign MOU to Boost Investment, Economic Cooperation and Diplomatic Relations



Guyana and China have taken a significant step towards strengthening their economic ties with the recent signing of a Memorandum of Understanding (MOU) during President Ali's recent, week-long trip to China. The MOU underscores their shared commitment to promoting investment and fostering economic cooperation. The agreement paves the way for enhanced collaboration, aiming to drive development and prosperity for both nations.

Under this new partnership, Guyana and China will leverage their resources and expertise to explore opportunities in various sectors, including infrastructure, energy, and agriculture. The MOU reflects a forward-looking perspective, as both countries seek to venture beyond traditional sectors to tap into emerging areas like technology and innovation. This forward-looking approach ensures adaptability to evolving global dynamics.

President Ali sees the MoU as a catalyst for advancing Guyana's development agenda, while President Xi Jinping underscores China's commitment to supporting Guyana's growth journey. The partnership reflects a mutual focus on shared prosperity and sustainable progress. This strategic move strengthens the foundation for a deeper economic alliance, holding the promise of transformative changes in both nations. The MoU's focus on investment and economic cooperation sets the stage for transformative outcomes, aligning with the leaders' shared vision for mutual development and global progress.



China and Guyana Photo: VCG

Guyana and Dominican Republic Foster Collaboration Across Six Key Sectors

In a landmark event, Guyana and the Dominican Republic have solidified their bilateral ties through the signing of six comprehensive Memorandums of Understanding (MOUs). These MOUs extend cooperation across pivotal sectors, including energy, agriculture, infrastructure, tourism, and security, setting the stage for enhanced collaboration between the two nations.

The ceremonial signing took place within the Ambassadors Hall of the National Palace in the Dominican Republic, during a 2-day state visit by Guyanese President Dr. Mohammed Irfaan Ali and his delegation.

One agreement outlines the Dominican Republic funding an oil refinery capable of processing a minimum of 50,000 barrels of oil daily; of which, the DR will hold a majority share of 51% in the refinery's ownership.

Furthermore, a significant MOU explores the feasibility of the DR taking charge of operating one of Guyana's offshore oil blocks, a move that could reshape the energy landscape in both countries.

This cooperation extends to the agricultural realm, with plans to establish a urea producing plant and collaborative investments in poultry, corn, and soybean production towards a mutual goal of ensuring food security.



President Luis Abinader hailed the signed agreements as historic milestones, enhancing the relationship between the two nations. He emphasized the unprecedented nature of this collaboration, which contributes to the progress of the Caribbean region.

President Ali expressed his confidence that these MOUs will empower both countries to effectively tackle global challenges. He highlighted their mutual benefit, emphasizing the opportunities for entrepreneurs in each economy to fill existing gaps and drive economic growth.

High Commission hosted its Canada Day reception



On Thursday July 13th, the High Commission hosted its Canada Day reception as Canada celebrated 156 years and its strong friendship with Guyana.

The High Commission was pleased to have His Excellency, Dr. Mohamed Irfaan Ali, President of Guyana, deliver the keynote remarks, while members of the Judiciary, several Ministers, heads of agencies, heads of missions and heads international organisations were also present, along with partners and friends.

It was a beautiful evening as the theme for the reception celebrated Canada's Northern Lights and there was also a celebration of Canada's Indigenous Heritage through the performance of Throat Singing by Inuit singers Karen Panigonia and Maria Illungiyok.



DOING BUSINESS WITH THE GOVERNMENT OF ONTARIO

Every year, Ontario spends about \$29 billion on goods and services ranging from pacemakers and bandages to computer and IT hardware. The Government is in the process of centralizing procurement across Ontario ministries, agencies and the broader public sector, in order to:

- create a single window approach.
- reduce costs.
- make it easier for companies of all sizes to work with the government.

Become a new vendor

As a vendor, you can sell goods and services to the Ontario Public Service. Most of these goods and services are sold to the government through contracts. Many of the contracts are also available to municipalities and the broader public sector (hospitals, colleges, etc.)



How to find government procurements

The Ontario government issues requests for bids and invitations to quote to procure goods and services. Open competitive opportunities are posted on the Ontario Tenders Portal. Agreements are then established with a particular vendor or vendors.

Contracts must be advertised openly for:

- goods valued at \$25,000 or more for Ontario Public Service and \$100,000 or more for the broader public sector.
- services and construction valued at \$100,000 or more.

There may also be a vendor of record arrangement that authorizes multiple vendors to provide ministries with goods or services for a defined period under specific terms, conditions and pricing.

How to become a vendor for the government

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STEP 1

Understanding vendor options

Open competitive

Ministries must use an open competitive procurement process for goods valued at \$25,000 or more and a competitive process for all consulting services, regardless of the value.

A large or complex project may be divided into several smaller parts. Specifications for each part are provided in the individual tendering documents.

A ministry may decide to hold a competition for a large project with individual stages, which can be awarded to the same vendor provided that the vendor is successful at each stage and is compliant with the requirements of the directive.

Invitational competitive

Ministries may use an invitational competitive procurement process for goods valued under \$25,000 and services valued under \$100,000. Under this process, at least three qualified vendors are invited to submit a written proposal in response to the ministry's written requirements.

Vendor of record arrangements

Vendor of record arrangements are established through requests for bids posted on the Ontario Tenders Portal, and are followed by a transparent and competitive procurement process.

Bidders who successfully meet all request for bid requirements, then sign a master agreement with the government, are awarded vendor of record status.

Vendor of record arrangements allow ministries to obtain commonly procured goods and services in a shorter timeframe than if they initiate the procurement process from scratch.

Types of vendors of record arrangements

There are a variety of VOR arrangements that include:

- **Enterprise-wide vendor of record arrangements** that reduce procurement costs by providing ministries with access to one or more contracted vendors of goods and services common to more than one ministry. Non-OPS entities have access to certain enterprise wide VORs to facilitate select procurements and benefit from the negotiated price.
- **Multi-ministry vendor of record arrangements** that are established when more than one ministry requires a particular good/service but there is insufficient demand for an enterprise-wide arrangement.
- **Ministry specific vendor of record arrangements** that are established by individual ministries for their exclusive use.

Fees

Fees are established before the work begins and are based on the contract's terms and conditions. Ministries do not calculate fees based on the results of a consultant's work (for example, a percentage of savings achieved through the introduction of a recommended system).

In some cases, the government will set a ceiling price for work required and will publish that ceiling price in procurement documents. The ceiling price stated in the documents cannot be exceeded.

STEP 2

Tendering your bid

Understand the bidding process.

The bidding process for becoming a vendor is fair, open and transparent and all vendors are treated equally.

Ministries and suppliers must comply with all relevant accessibility standards and regulations.

All procurements over \$25,000 require bidders to:

- undergo contractor tax compliance verification.
- supply a 9-digit Canada Revenue Agency (CRA) number
- potentially go through a security screening

The bidding process is handled via the Ontario Tenders Portal. Registered vendors can get free access and bid online for government procurement opportunities and receive alerts as new procurement opportunities become available.

Preparing your bid

The procurement documents will explain:

- how to lay out your bid
- how it will be evaluated
- mandatory and desirable requirements (these vary by bid)
- weighting of the areas to be scored (for example, experience or product performance)

It's important your quote contains the following:

- a detailed breakdown of your quoted price
- a full description of how you will meet the ministry's goals and objectives, checked against the priorities and requirements spelled out in the procurement document.

STEP 3

What happens with your bid

Bids are usually evaluated by a team of ministry staff, which could include procurement officers and potential users of the goods and services required. Contract awards are reviewed and approved by one or more senior officers depending on the ministry.

The name of the successful bidder, term of the contract and total bid price can be provided upon request.

The contract

A successful vendor requires a contract for all procurements. The contract includes:

- responsibilities of the vendor and the buyer
- description of how the vendor's performance will be evaluated.
- a termination clause opportunity.

HEMSLEY FRASER AND GUYANA

Guyana Port Inc. (GPI), leading marine solutions provider and exclusive owner of the only floating dry-dock, provides ship maintenance and repair services for vessels in Guyana and the Caribbean. GPI is further innovating its portfolio by introducing barge construction and fabrication services in capacities ranging from 1000 to 3000 tons

By diversifying its services, GPI becomes an all-encompassing maritime solutions provider, catering to a wide range of demands from clients, tapping into growing market demand, contributing to the local economy by creating jobs, and strengthening their regional appeal to clients from neighbouring Caribbean countries, and much more.

To ensure continued success, GPI emphasizes the importance of maintaining high-quality standards, having a skilled workforce, complying with regulations, and implementing effective marketing strategies.

With an expected impending business growth, GPI is developing a unique dockyardXP (experience) focused on delivering exceptional client service and being recognized as the employer of choice. GPI's Managing Director, Pritipaul Singh Jr., teamed up with Hemsley Fraser's VP Solutions Architect - Canada Learning Lead, Rita Sookrit, to create an innovative future-forward shipyard transformation.

Hemsley Fraser, leaders in digital transformation and future-of-work readiness will design learning strategies for GPI's policies, ISO 9001, and ISO 45001 industry standards. Additionally, Hemsley is implementing a digital LMS platform, developing change management, leadership development, and compliant operating procedures for dockyardXP training.

Hemsley will also implement a fit-for-purpose knowledge transfer strategy enabling autonomy and sustainability, making GPI true visionaries in the industry! Hemsley Fraser is excited to be collaborating with Pritipaul and the entire GPI team.



FOUNDING MEMBERS



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