Checklist:
Minimal Government Measures For Creating A Women’s Public Procurement Program

The following recommendations are reprinted with permission from the International Trade Centre.

The International Trade Centre’s (ITC) Executive Summary in Empowering Women Through Public Procurement recommends that at a minimum, governments should adopt the following measures.

- Publish all procurement opportunities on a central electronic clearinghouse and disseminate the same information directly to women’s business organizations.
- Streamline and standardize tender documentation and prequalification procedures across procuring entities.

☐ Permit women-owned businesses to prequalify for groups of contracts or certain categories of goods, works and services.

☐ Ensure that one procuring agency can use the results of prequalification procedures conducted by another.

☐ Tailor the technical, financial and other qualification and prequalification requirements to the size and complexity of the procurement opportunities.

☐ Avoid bundling multiple requirements into one large contract.

☐ Allow sufficient time for firms to prepare tenders.

☐ Encourage use of economically most advantageous or best value award criteria where appropriate. (Caveat: The use of economically most advantageous award criteria may not be appropriate where the added discretion invites corruption or increases complexity.)

☐ Provide meaningful feedback to unsuccessful bidders on the strengths and weaknesses of their tenders and areas for improvement.

☐ Implement and enforce rules regarding prompt payment of women-owned businesses at the prime and subcontract levels, and hold procuring entities and government officials accountable for the same.

— Empowering Women Through Public Procurement (reprinted with permission)

Public procurement experts at Canada’s Telfer School of Management (University of Ottawa) have created “Action Strategies to Increase the Diversity of SME Suppliers to the Government of Canada.” While Canada does not yet have a national public procurement program fully focused on women-owned businesses, it is currently analyzing how to do this, and many of their action strategies can serve as key pillars of a robust checklist. Dr. Barbara Orser, Dr. Allan Riding and Diane Liao are authors of this study, which summarizes key action strategies advanced in their comprehensive report, Benchmarking Small and Medium Enterprises as Suppliers to the Government of Canada: Inclusion, Innovation and International Trade.

2. Dr. Orser and Dr. Riding are two of Canada’s top experts on public procurement. Dr. Orser was also Head of the Canadian Delegation to the W20 in 2020, and Co-Chair of the W20’s Women Entrepreneurship Research Task Force.


The TIME IS NOW for Women’s Public Procurement. Read how the stage is set for action!