



Global Bid Opportunity Finder

Quick Start Guide



CCC

Canadian Commercial Corporation
Corporation Commerciale Canadienne

Taking advantage of global opportunities

CCC's Global Bid Opportunity Finder:

- **Is your one-stop shop:** Consolidates results from 30+ sources in 200+ countries so you can search all of your favourite e-tendering portals in one place, with a single account.
- **Auto-translates in both official languages:** Eliminates language barriers and providing access to opportunities wherever they are in the world.
- **Makes multiple search methods simple:** Search by country, region, industry or keywords — and save preferred search parameters for future use.
- **Alerts you to new opportunities:** Set-up automatic email alerts to ensure you never miss an opportunity!



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Access

Get started on the Homepage

Sign up

The Global Bid Opportunity Finder is available exclusively to Canadian companies. To sign up:

1. Click on **Free Registration**, **Register Now** or **Step 1** to begin.
2. Complete the registration form, read and accept the User Agreement and Privacy Policy, and hit **Register** to submit.
3. Sign in by clicking on **Login** top right or **Step 2** or **3**.



Step 1

Register



Step 2

Search or get relevant bid opportunities delivered straight to your inbox



Step 3

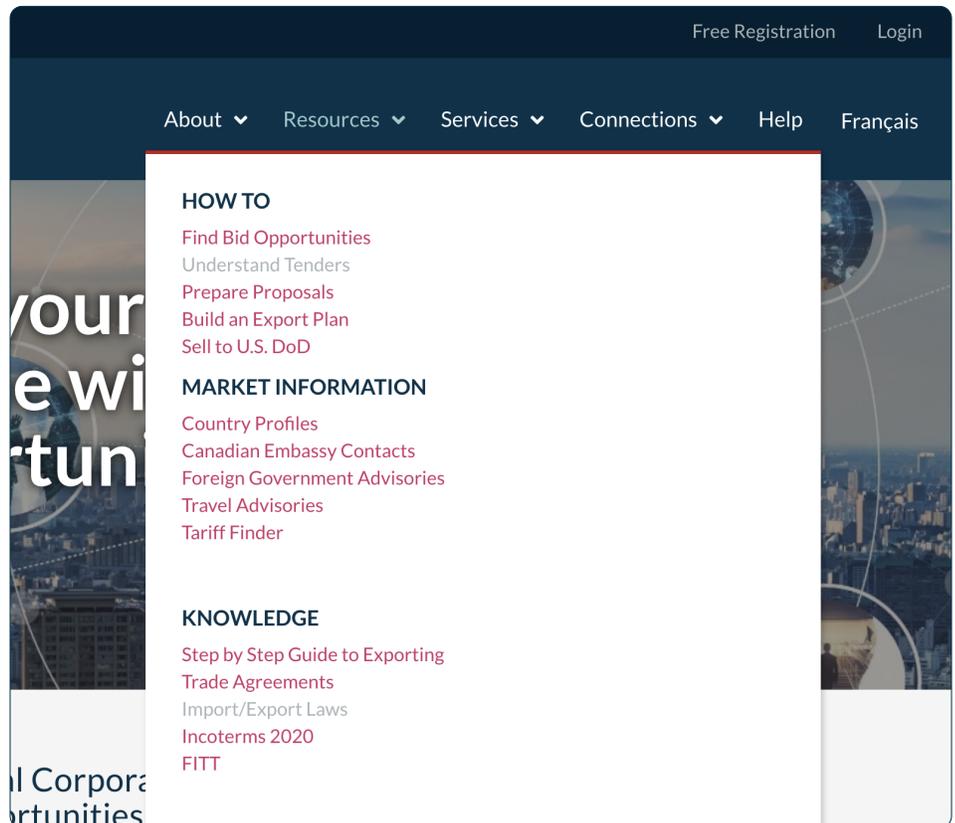
Bid and scale your business through exporting

Explore the top navigation menus

You'll find links to **Resources** like how-to guides, market information and exporting knowledge centres. You'll get access to **Services** to help you identify opportunities, manage risk and finance your efforts, as well as **Connections** to organizations and partners that can help you succeed.

TIP: See GBOF in action

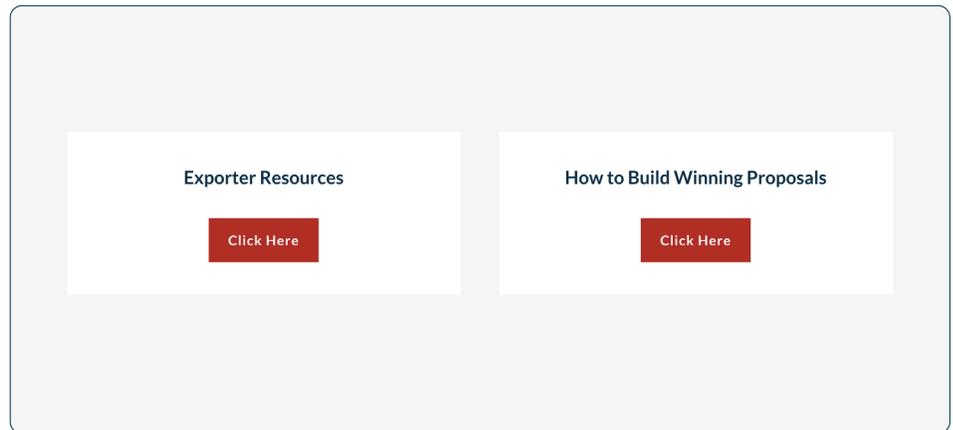
[Watch an intro video](#) to tour GBOF and learn the basics.



Access exporter resources

Use **Exporter Resources** to access services and information on exporting your products and services abroad, including:

- Permits and restrictions
- Support and financing
- Global tariffs
- Networking opportunities
- Trade missions and events
- And more



DEEP DIVE: **Understand overseas opportunity**

From aerospace and electronic systems to office desks and chairs, foreign [government procurement markets](#) are worth hundreds of billions of dollars annually. Some estimates suggest that government procurement represents between 13% and 20% of a country's GDP. This represents significant opportunity for Canadian exporters.

Public Works and Government Services Canada (PWGSC) [provides examples of what the Government of Canada is buying](#) for reference.

DEEP DIVE: **Don't forget domestic**

To complement your foreign government procurement strategy, check out the many tools available to support you in doing business with the Government of Canada.

See if there's a [free seminar](#) that can help your business.

Search

Get to know the [Opportunities page](#)

Explore top navigation

Use the buttons up top to:

- Return to **HOME** page
- Search for **OPPORTUNITIES**
- See web **SOURCES** for all tenders
- Update information in your **PROFILE**
- **LOGOUT** or toggle between **EN** and **FR**



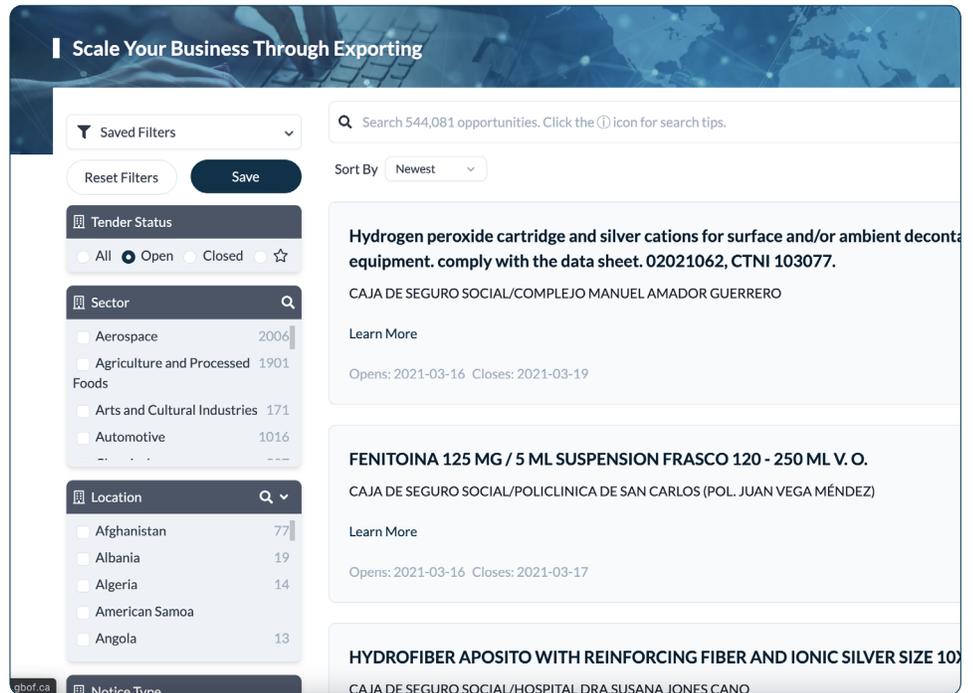
TIP: Narrow your search as much as possible

The number of pages of tenders appear at the bottom of the results section, and the number of individual tenders appears there and top right. Refine your search until these numbers are manageable. You can always expand it again if needed.

See available opportunities

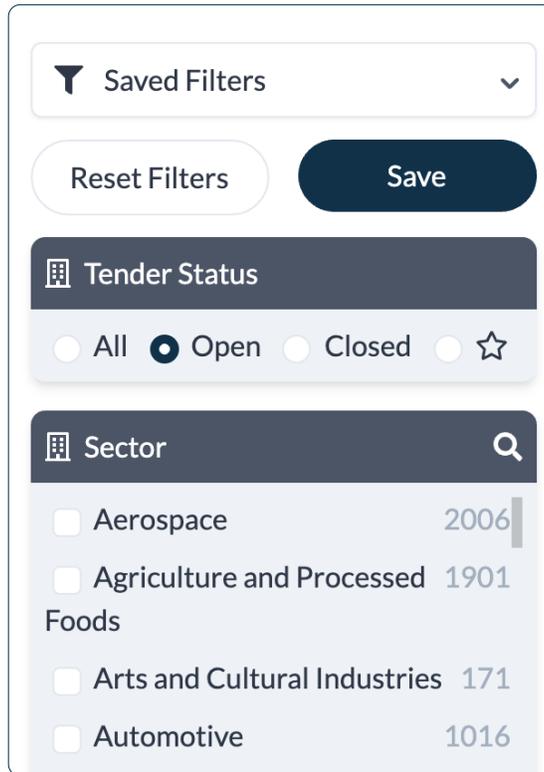
Tenders that meet your search criteria appear in the middle area. By default, the newest listings appear first. You can change this to earliest close date or open date using the **Sort By** menu.

TIP: Get a second opinion [Contact the Canadian Trade Commissioner Service](#) in a specific market to validate an opportunity that looks good.



Locate search filters

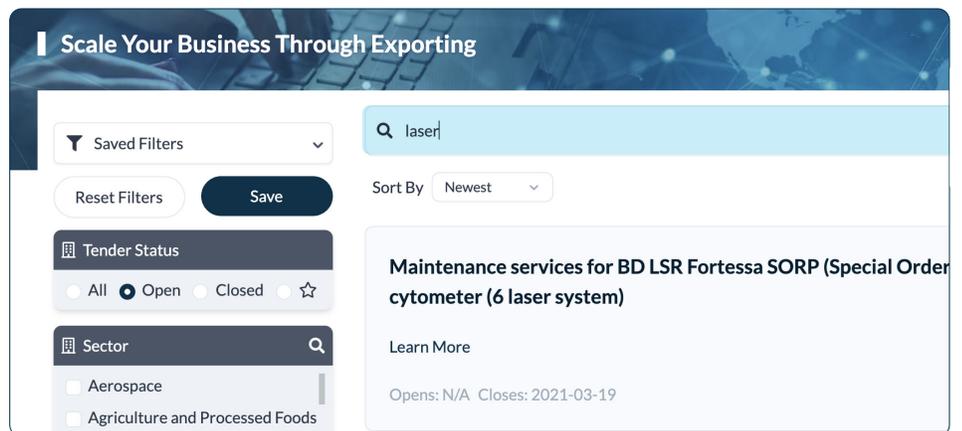
The left-hand column contains menus that allow you to refine your search by various criteria. Check all the boxes necessary to make your search as relevant as possible.



Do a basic search using the search bar

Enter keywords

Type in words commonly used in your target market to describe the goods or services you offer, like “laser” or “pharmaceutical” or “engineering”.



Combine multiple keywords

There are several ways to combine keywords to optimize your search. You can click on the **i** icon anytime to see how.

1. Separate words with a comma to make an **or** search.
Example: Typing auto, brakes, paint will show results containing the word auto, brakes **or** paint.
2. Put words or phrases in quotes to make an **exact match** search.
Example: Typing **"Network equipment"** will show results that use that exact phrase.
3. Put words in quotes to make an **and** search.
Example: Typing **"industrial" "supplies"** will show results containing both **industrial and supplies**, but not necessarily together.
4. Put a hyphen before a word or phrase to **exclude** it in your search.
Example: Typing **-international "Event Management"** will show results containing that exact phrase but not those that also include the word **international**.
5. Combine any of the above together.
Example: Typing **"construction materials" "road" -building** will show results contain both the exact phrase and keyword, but not those that also include the word **building**.

The screenshot shows a search interface with the following elements:

- Header: "Scale Your Business Through Exporting"
- Search Bar: "Network equipment" with a search icon and an information icon (i).
- Filters: "Saved Filters" dropdown, "Reset Filters" button, "Save" button, "Sort By" dropdown (set to "Newest"), and "Search Results: 6,594".
- Left Sidebar: "Tender Status" (All, Open, Closed, Star) and "Sector" (Aerospace: 7, Agriculture and Processed Foods: 77, Arts and Cultural Industries: 45).
- Search Results: A card for "Hydrogen peroxide cartridge and silver cations for surface and/or ambient decontamination equipment. comply with the data sheet. 02021062, CTNI 103077." by "CAJA DE SEGURO SOCIAL/COMPLEJO MANUEL AMADOR GUERRERO". It includes a "Learn More" link, the URL "panamacompra.gob.pa", and dates "Opens: 2021-03-16 Closes: 2021-03-19" and "Status: Open Panama".

TIP: Get help from our team

If you have questions or run into a problem on GBOF, you can [contact us](#) through the Help page.

DEEP DIVE: Find your UNSPSC

The United Nations Standard Products and Services Code is an open, global, multi-sector standard used in procurement internationally by industry and government.

It has replaced the Government of Canada's previous system of commodity classification: the Goods and Services Identification Numbers (GSIN).

[Learn about this transition and find your UNSPSC now.](#)

Access tenders from multiple sites

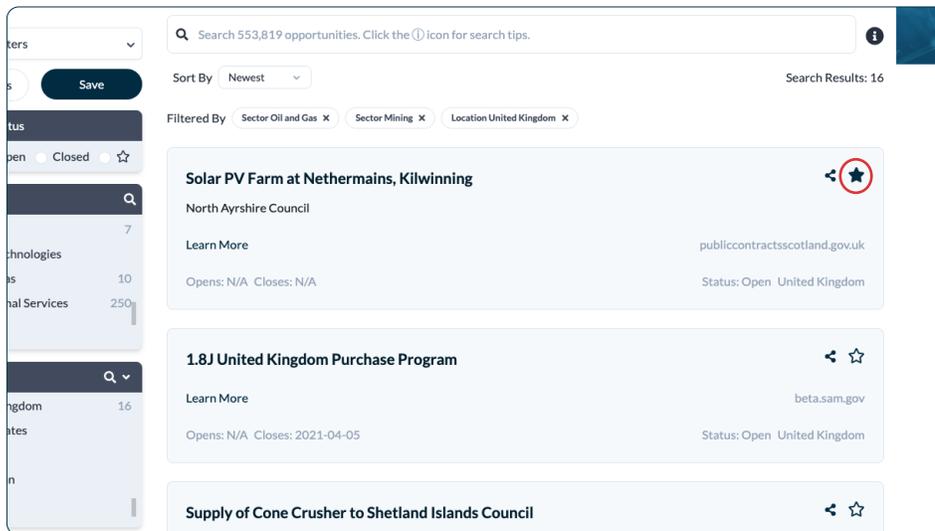
Tenders available on GBOF are collected daily from dozens of online sources, including:

- Canada: Buyandsell.gc.ca
- United States: SAM.gov
- European Union: [Ted Europe](#)
- The World Bank: [The World Bank Procurement](#)
- United Nations Development Programme UNDP: [UNDP – Procurement](#)

Add tenders to your favourites

When you have identified a potential lead, click the ★ icon to add it to your favourites. You can quickly access all of your favourites using the Tender Status filter.

When the tender is no longer relevant, you can simply click the ★ icon again to unfavourite it.



TIP: Request a Source
Don't see your favourite e-tendering site listed? You can [request to have it added](#) to on the **SOURCES** page.

DEEP DIVE: Get help going global

Canada has negotiated access to international government procurement markets through [Free Trade Agreements](#) that benefit Canadian suppliers. [The Canadian Trade Commissioner Service \(TCS\)](#) can provide you with assistance in navigating international markets.

DEEP DIVE: Access CanExport funding

Small and medium sized companies [may access up to \\$75,000 in funding](#) to assist with international market development activities. The program can cover up to 75% of costs for export marketing of your products and services in international markets where you have little or no sales.

Conduct or refine a search using filters

Apply filters

You can very quickly refine and narrow your results by checking all the boxes that apply based on:

- **Tender Status** (Open, Closed or Favourited)
- **Sector** (e.g. Aerospace, Oil & Gas, Tourism)
- **Location** by individual nations or continent
- **Notice Type** (e.g. Contract Notice, RFP, RFQ, Supply Arrangement)
- **Close Date** grouped in 30-day increments

The screenshot shows a search interface with the following elements:

- Buttons:** "Reset Filters" and "Save".
- Sort By:** "Newest" (dropdown menu).
- Filtered By:** "Sector Mining", "Sector Oil and Gas", "Location United Kingdom".
- Tender Status Filter:** Radio buttons for "All", "Open" (selected), "Closed", and "Favourited".
- Sector Filter:** Searchable list with counts:
 - Life Sciences: 17
 - Mining: 7 (checked)
 - Ocean Technologies: 10
 - Oil and Gas: 250 (checked)
 - Professional Services: 250
- Location Filter:** Searchable list with counts:
 - United Arab Emirates: 16
 - United Kingdom: 16 (checked)
- Search Results:**
 - Solar PV Farm at Nethermains, Kilwinning**
North Ayrshire Council
Learn More
Opens: N/A Closes: N/A
 - 1.8J United Kingdom Purchase Program**
Learn More
Opens: N/A Closes: 2021-04-05

TIP: Find opportunities to sell into Primes

Go through closed tenders and follow up to learn details about contracts and who was awarded them. You may identify opportunities to sell your solution — or part of it — to the Prime.

Save your filters

When you find a combination that works, **Save** the filter so you can quickly make that same search whenever you want.

The dialog box contains the following information:

- Filter Name:** "UK Mining, O&G"
- Include in email notifications**
- Text: "You will receive **Weekly** updates for this search by email. Manage notification preferences in your Profile."
- Buttons:** "Cancel" and "Save".

TIP: Look into failed tenders

Failed tenders could signal an opportunity for an unsolicited direct contract. Connect with the procurement officer to make them aware of your solution.

DEEP DIVE: Get to know your sectors

Market sector choices are aligned with those identified by The Trade Commissioner Service. Take the time to [learn about market sectors](#).

Share your results

Share an opportunity

You can share opportunities with others in just a few keystrokes. Select the  icon in any tender listing. You can use the pop-up box to email the opportunity to anyone you think would be interested.

Share Opportunity

Solar PV Farm at Nethermains, Kilwinning

Recipient(s) *

Message

TIP: Share with members and non-members alike

Not sure your colleagues and contacts have signed up for their free GBOF account yet? Don't let this stop you from passing opportunities along! Those without an account will simply be prompted to register.

Share a saved search filter

In the **Save Filters** menu, select the  icon next to the filter you want to share. You can then share this filter with others, so they can get to relevant results faster — no need to do the work twice.

Scale Your Business Through Exporting

Saved Filters

UK Mining, O&G  

Tender Status

All Open Closed 

Search 544,081 op

Sort By

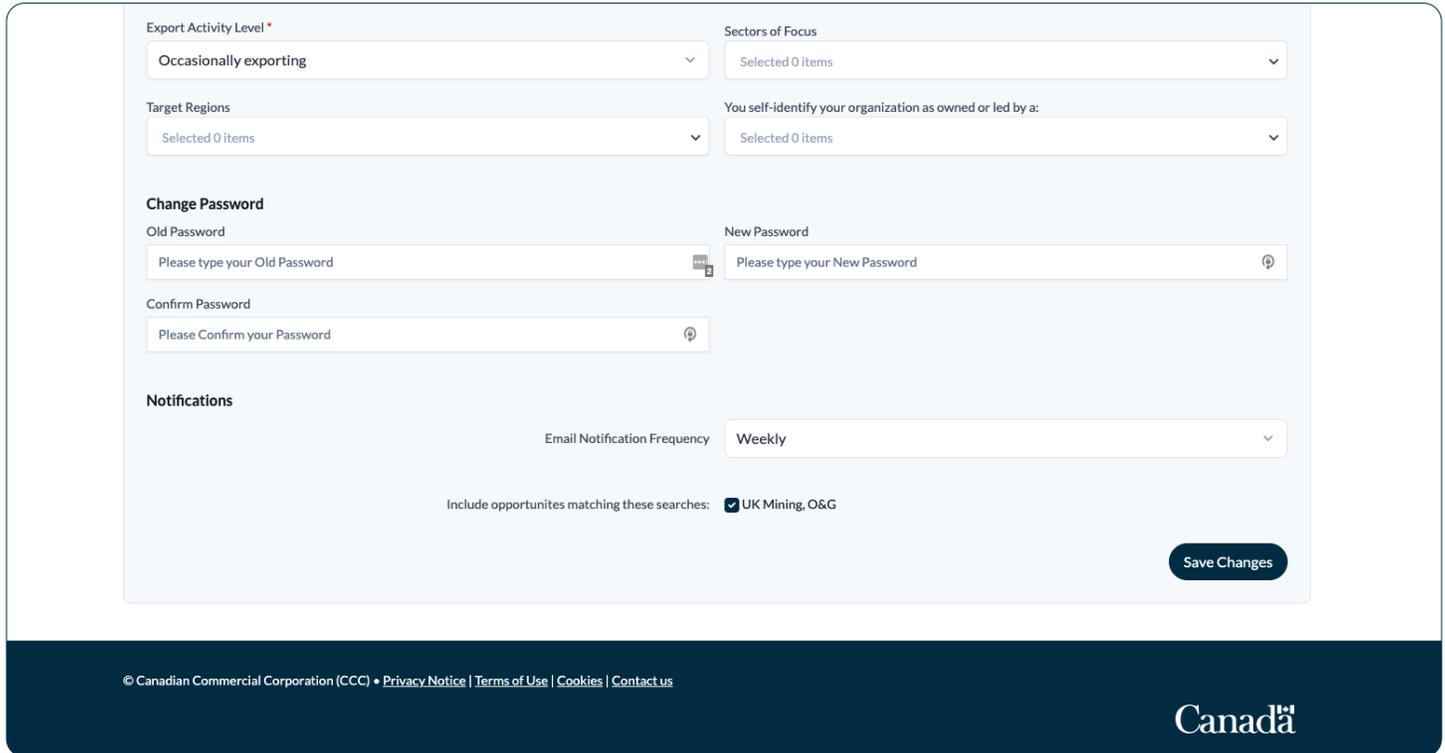
Filtered By

Set up email alerts

Get notified of new matching tenders

When you save a custom search filter, choose to **Include in email notifications**. These can be added as weekly or daily email alerts to ensure you never miss an opportunity.

GBOF lists over 5,000 new opportunities daily, so keep an eye on your inbox!



The screenshot shows a user profile settings page with the following sections:

- Export Activity Level**: A dropdown menu set to "Occasionally exporting".
- Target Regions**: A dropdown menu set to "Selected 0 items".
- Sectors of Focus**: A dropdown menu set to "Selected 0 items".
- You self-identify your organization as owned or led by a:**: A dropdown menu set to "Selected 0 items".
- Change Password**:
 - Old Password**: A text input field with placeholder "Please type your Old Password".
 - New Password**: A text input field with placeholder "Please type your New Password".
 - Confirm Password**: A text input field with placeholder "Please Confirm your Password".
- Notifications**:
 - Email Notification Frequency**: A dropdown menu set to "Weekly".
 - Include opportunities matching these searches:** A checkbox labeled "UK Mining, O&G" is checked.

A "Save Changes" button is located at the bottom right of the settings panel.

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Canada

You can manage your email notification preferences in your Profile.

DEEP DIVE: Learn how to sell to the US DoD

The US Department of Defense works extensively with a wide variety of Canadian businesses — and not just large contractors. See if this market is right for you in our free guide: [Beyond Defence](#).



Evaluate

Explore tenders with potential

When to respond

Your first step is to analyze the solicitation documents you find, and determine what is worth your time, and effort, to respond to.

Choose leads to follow up

GBOF automatically translates tender titles into your selected official language, so you can quickly get a sense of what they are about. Select **Learn More** and a third-party site will open providing the complete listing. You may need to register with these sites to complete a bid.

TIP: Get expert opinions

Consider getting a legal expert to review the terms and conditions of any contract to ensure you understand all the complexities.

You may also want to reach out to your local [Trade Commissioner Service](#) agent. They can help you assess the opportunity and your readiness, gain insight into the buyer, differentiate your bid, and connect with funding and support programs.

Assess the opportunity

There's a lot to consider, including:

- Do you have what they are looking for? Read the specifications or scope of work carefully.
- Can you be competitive and do the work?
- Are the terms acceptable? Read the contract terms and conditions carefully, and familiarize yourself with policies, guidelines and laws for tendering.
- Does it meet your long-term objectives?
- Will it open up other opportunities?
- Can you afford the costs of bidding and fulfilling the contract?

Reach a go/no go decision

Make a complete assessment of all factors, and then decide whether to move forward with a bid. Consider these additional questions, then you will be ready to get started:

- Does winning the contract fit into your strategic marketing plan?
- Is there enough time to respond to the solicitation?
- Can you meet payroll and suppliers' demands in the light of the payment schedule?
- Would you have a better chance winning as a subcontractor or part of a joint venture?

TIP: Partner with EDC to finance your project

The Structured and Project Finance team at EDC are the experts in complex financing needs for international projects. [See how they can help.](#)

Respond

Take action



Indicate your interest in bidding

Follow any instructions or processes listed on the third-party site needed to register your company's interest with the solicitor. Attend any information sessions and ask any questions you may have to ensure you fully understand the requirements — and start building a relationship. Stay updated on any amendments or answers posted to bidder questions.

Take time to plan your response

Follow a workback schedule based on the closing date. This will ensure you have the time you need to gather documents, draft a response that fully answer every requirement, have others review it, and make edits as needed. A well-researched tender, followed by a planned response, can increase your chances of success — and minimize wasted time and money.

Be detailed-oriented

Follow the format dictated by the solicitation, making sure to comply with all page, font, binding, pagination and printing requirements. Issues raised in the SOW should be addressed within the framework of the evaluation criteria, with an insistence on complete compliance.

TIP: Make CCC your competitive advantage

Is there an opportunity to elevate your deal to a government to government contract? Our [International Prime Contractor Service](#) can help differentiate your offer.

Prepare a winning bid

You've found an opportunity, determined it's right for your company, and done your homework. Now it's time to get down to business.

Your response to a tender request should:

- Follow an outline so you don't miss any information or documentation
- Differentiate your business from other bidders
- Provide enough detail to be awarded all available points
- Clearly communicate how you meet all criteria
- Include references that know you and what you can do
- Be as free of errors as possible
- Be delivered on time, so don't leave it until the last minute

DEEP DIVE:

Learn how to build winning proposals

When you have identified a tender to go after, have a look at [Seizing Opportunity: Developing a winning proposal](#). It's free step by step guide full of practical tips that will help you fully address requirements and stand out from the crowd.

