



Laurentian Pilotage Authority (LPA)

Procurement Philosophy

The LPA's mission as a federal Crown corporation is to establish, operate, maintain and manage for the safety of navigation an efficient marine pilotage service on the St. Lawrence and the Saguenay rivers. Our purchasing philosophy is based on sharing our mandate and mission with our suppliers so as to ensure that our objectives are aligned with our suppliers' in order to ensure our organization receives full value from its suppliers' products and/or services.

Supply Practices and Contracts

The LPA's objectives are to obtain quality goods and services in a timely manner and in compliance with our specifications, to pay competitive prices for these products and services, and to ensure they are adequately supported after the service is rendered or the product is received. This process ensures, amongst other things, that our organization's resources are managed economically and efficiently, while adhering to applicable laws, regulations and agreements, and competitive tendering processes.

It is the policy of the LPA to contract for goods and services with the objective of attaining the best overall value. The LPA contracts with those suppliers who satisfy our objectives by providing competitively priced and high-quality goods and services that meet our specifications, in a timely manner.

As a Crown corporation, the LPA's procurement, where applicable, is conducted with due regard to applicable laws, regulations, international agreements and conventions, internal policies, and competitive tendering processes. Covered purchases subject to the Canada-European Union Comprehensive Economic and Trade Agreement (CETA) and the Canadian Free Trade Agreement (CFTA) are advertised on the Government Electronic Tendering Service, (GETS), www.buyandsell.gc.ca.

For purchases not subject to the CETA and the CFTA, request may be advertised on GETS or suppliers may be identified from past experience, industry directories, the Internet, industry and associated information sources.

The LPA does not open tenders in public, nor does it reveal any information contained in the responses to our requirements, except as required by CETA, CFTA, or otherwise by law.

Suppliers cannot supply goods or services before a purchase order/contract/agreement is in place, and they cannot perform work beyond the scope of the existing contract.

In general, contracts and supply/service agreements are prepared by the LPA and/or its supplier, following results of our internal evaluation process.
