

What is Canoe?

The Canoe Procurement Group of Canada is a Canadian not-for-profit organization built by and for the public sector. Representing over 6,000 municipalities, non-profits, and other public organizations nationwide, Canoe simplifies procurement through contracts already tendered on the public sector's behalf, empowering members to buy smarter, save time, and maximize value.

Why Use Canoe?

Canoe helps your organization get more from its resources by offering choice and flexibility, time savings, stronger value, and peace of mind through cooperative procurement.

- **Contracts tendered on your behalf:** Canoe handles the competitive tendering process on your behalf, so you can purchase directly from approved suppliers without the time and cost of issuing your own RFP.
- **Best value, solution-focused:** Canoe contracts are awarded based on total value, factoring in quality, service, warranties, and supplier reputation so you maximize your budgets.
- **Focus on what matters most:** With suppliers already vetted and contracts in place, your team can move faster and focus on what your community needs, delivering best-in-class services.
- **Force multiplier:** By joining thousands of public sector organizations across Canada, our members benefit from collective purchasing power that secures preferential pricing and terms.
- **Built for the public sector:** Canoe was created by and for the public sector, meaning every contract, service, and support is purpose-built to meet your unique operational and procurement needs.

How do I become a member?

Canoe membership is available to organizations in the MASH (municipalities, academic institutions, school boards, and hospitals), not-for-profit, and Indigenous communities. To join, simply visit canoeprocurement.ca/members to fill out a membership form or contact a Canoe client relations manager.

What do I need to do once I join?

To make sure your organization is compliant with governing legislation, you should:



Review and update your organization's procurement policy to enable participation in group programs (if applicable).



Post an annual notice of intention of membership to your designated tendering website and link to the appropriate municipal association.

Do I need to post an RFP or go to tender?

Canoe performs the RFP process in advance on behalf of the entire membership in accordance with the CFTA and other Canadian trade legislation, meaning you don't need to post the RFP again.

Canoe saves you time and money by simplifying the traditional process to a more streamlined cooperative purchasing model.

Traditional Procurement vs. Using a Canoe Contract





APPROVED SUPPLIER

Contract: CAN-2026-002-END



Your Canadian Story

What Makes You Canadian?

- Endeavour Solutions Inc is 37 years old and was founded in Ontario, Canada
- We merged with some other Canadian Microsoft partners in Halifax and Vancouver, becoming truly national
- Our HQ, Dynamics 365 CRM, Microsoft Business Central, and SylogistGov Municipal teams are in Canada

Are Your Products or Services Canadian?

- Microsoft Business Central SaaS Cloud ERP is hosted by Microsoft in a Canada-Only data centre
- SylogistGov, a key Business Central add-on extension, is a public company listed on the TSX with HQ in Calgary
- The vast majority of our Microsoft consultants live in Canada

What Actions Are You Taking to Support Buy Canadian?

- We actively recommend clients host their Microsoft Business Applications in the Microsoft Canada Cloud
- Although we also export to the United States, we have a dedicated Canadian website www.endeavoursolutions.ca
- Our hiring practices for top talent favour Canadian resources

How Are You Showcasing Canadian Content on Your Website?

- We have a Canadian flag right in our company logo for Endeavour <https://www.endeavoursolutions.ca/about-us/>
- Canadian Municipal ERP <https://www.endeavoursolutions.ca/partners/sylogistgov/>
- Municipal Contact Centre (CRM) <https://www.endeavor4crm.com/municipal-contact-centre-accelerator/>

Microsoft ERP & CRM Implementation Services for Canadian Municipal, Public Sector, & Non-Profit Canoe Members

For more information, please contact:

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