



Proudly Canadian. Proudly Compliant.
Proudly Serving Ontario's Healthcare.



New Procurement
Restrictions Make
U.S. Suppliers
Ineligible

Endoch Medical:
Your Compliant
Canadian Solution

Your Next Steps



[UPDATED: Response to U.S. Government Tariffs - Supply Ontario](#)





Endoch Medical: Your Compliant Canadian Solution

The Policy At A Glance

Ontario Restricts Public
Procurements to
Canadian Businesses
Only





Endoch Medical: Your Compliant Canadian Solution

The Policy At A Glance

Ontario Restricts Public Procurements to Canadian Businesses
Only

Effective March 2025 until further notice **[FAQ Page 1, Section 2]**

Applies “to **All** Government & Broader Public Sector (BPS) new procurements of goods and services at any value, regardless of the method of procurement - invitational, open competitive or non-competitive”

[FAQ Page 1, Section 3]

⊘ U.S. Suppliers automatically excluded [FAQ Page 2, Section 6]

✓ Canadian Suppliers must be prioritized. Exceptions: When no Canadian options exist AND purchase is urgent (requires highest-level approval)

[FAQ Page 2, Section 6 and 7]





Endoch Medical: Your
Compliant Canadian
Solution

What This Means For You

Compliance Now Requires Careful Supplier Selection

✗ U.S. suppliers automatically disqualified unless **both** of the following apply:

1. They are the only viable source, **and**
2. The procurement cannot be delayed

Highest-level approvals required to buy from a U.S. company, **regardless of \$ value**

Non-compliance risks audit issues and delays

[FAQ Page 2,3, Section 6 & 7]





Endoch Medical: Your
Compliant Canadian
Solution

U.S. Supplier Definition

Compliance Now Requires Careful Supplier Selection

“A U.S. business means a **supplier, manufacturer or distributor of any business structure** (includes a sole proprietorship, partnership, corporation or other business structure)...**is a subsidiary of another corporation...** if that bidder or vendor is **controlled by a corporation that has its headquarters or main office located in the U.S.**”



“There are **no** exemptions to this Policy.”





Why Endoch Medical is the Smart Choice

The **Only** Canadian Endoscopy Supplier – Fully Compliant **and** Cost-Effective

- 100% Canadian-owned and operated
[FAQ Page 4, Section 8]
- **Only Canadian competitor in flexible endoscopy**
- Avoids U.S. tariffs and long lead times
[FAQ Page 1, Section 1 Purpose]
- No approval needed to source from Endoch
[FAQ Page 2, Section 7]





How to Stay Compliant

Simple Canadian Procurement – Just Choose Endoch

Purchase any lab and endoscopy items from Endoch starting today if you have not started already!

Use the exclusionary language in **ALL** future bids:

“Suggested language: 'Bidders that meet the definition of a U.S. business... are not eligible to participate.'”

[FAQ Page 5, Section 19]

Contact us for fast quotes and product support.

**Use Endoch Medical to avoid policy violations.
We fully comply with the Procurement Restriction
Policy and BOBI.**





Contact Us Today

Proudly Canadian. Proudly Compliant.
Proudly Serving Ontario's Healthcare.

Website: www.endoch.com

Email: sales@endoch.com

Tel: +1 (905) 669-6999

Protecting Health. Perfecting Care.



[UPDATED: Response to U.S. Government Tariffs - Supply Ontario](#)

