

Made-In-Ontario Fleet Vehicle Procurement Policy

Issued by

Management Board of Cabinet

Effective **[Insert Month/Day]**, 2026

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1.0 Purpose

This Made-In-Ontario Fleet Vehicle Procurement Policy (the “Policy”) is one way the Government of Ontario is protecting the Province and Ontarians in the face of unprecedented economic challenges. The purpose of this policy is to support the domestic automotive industry and automotive jobs in the province by leveraging the significant purchasing power of the public sector.

The Policy ensures that Ontario’s public sector purchases or leases vehicles, are manufactured in Ontario or from original equipment manufacturers operating in Ontario.

This Policy is issued by Management Board of Cabinet (MBC) under the authority of the *Buy Ontario Act (Public Sector Procurement), 2025*.

2.0 Effective Date

This Policy is effective as of [Insert Month/day], 2026

3.0 Application and Scope

3.1 Application

This Policy applies to all public sector entities, which includes:

- A. Government entities:
 - o All ministries
 - o All provincial agencies (including any provincial agencies that are Other Included Entities under the OPS Procurement Directive)
 - o Ontario Power Generation
 - o Independent Electricity System Operator (IESO)
- B. Designated broader public sector organizations:
 - o BPS organizations that are subject to the BPS Procurement Directive
- C. Municipalities and local boards that are prescribed in regulation as “public sector entities” under the *Buy Ontario Act (Public Sector Procurement), 2025*.

Existing procurement direction continues to apply. For government entities this means all applicable procurement directives or policies, including the OPS Procurement Directive.

For BPS organizations this means all applicable procurement directives or policies, including the BPS Procurement Directive.

For municipalities and local boards, this means any procurement policy/direction applicable to their municipality including but not limited to any applicable municipal by-laws.

In the event of any conflict or inconsistency between any applicable procurement directives or policy, procurement direction or municipal by-law and this Policy, this Policy prevails to the extent of the conflict or inconsistency.

This Policy does not prevail over legislation.

3.2 Scope

This Policy applies:

- To all new procurements of new light-duty passenger fleet vehicles.
 - “New procurement” means any procurement launched after the policy's effective date. For greater clarity, this means a procurement for fleet vehicles that has not been posted on a electronic tendering system or an invitation to participate in the procurement has not been issued as of the effective date of the policy.
- Regardless of the value or method of the procurement (invitational, open competitive or non-competitive) or procurement type (purchase or lease).

The Policy does not apply to:

Contract extensions included in the original procurement.

Vehicles that are physically modified or upfitted (excluding changes that only affect the visual appearance of the vehicle) for an intended operational use or function. This includes, but is not limited to specialty vehicles, such as ambulances, school buses, police cruisers, enforcement vehicles and emergency response vehicles.

- Vehicles purchased for covert or surveillance purposes.
- Vehicles with a Gross Vehicle Weight Rating (GVWR) greater than 4,500 kg.
- Used vehicles.

4.0 Implementation and Support

Government entities must use the information and operational direction designed to support this Policy, available on InsideOPS - Procurement Tools and Templates page.

BPS organizations and municipalities (including local boards) must use the information and operational direction designed to support this Policy, available publicly on the following sites:

- Doing business with the Government of Ontario
- Supply Ontario's website
- Questions? Contact doingbusiness@supplyontario.ca

5.0 Definitions

“Made-in Ontario Vehicle”- A vehicle that is manufactured in Ontario and contains the number "2" as the first digit of the Vehicle Identification Number (VIN).

“Ontario Vehicle Producer” – an Original Equipment Manufacturer (OEM) that sells vehicles and would meet the threshold of 1,500 annualized jobs across their Ontario footprint of active and/or planned fully and partially owned vehicle assembly and plants.

6.0 Requirements

6.1 Policy Requirements

Public sector entities must purchase or lease Made-in-Ontario Fleet Vehicles (referred to as “Tier 1”) when they acquire new light-duty passenger vehicles using an applicable procurement process.

In the event that a Tier 1 vehicle is unavailable or it is not operationally feasible to purchase or lease, public sector entities are required to purchase or lease a new vehicle from an Ontario Vehicle Producer (referred to as “Tier 2”).

Where a Tier 1 or Tier 2 vehicle is unavailable or it is not operationally feasible to purchase or lease, the public sector entity may consider alternative acquisition strategies that prioritize Ontario made goods, wherever feasible.

6.2 Procurement Processes

For Ministries and the Alcohol and Gaming Commission of Ontario (AGCO) only:

Ministries and the AGCO must use the Ministry of Transportation (MTO) Fleet Management Centre as the Central Common Service for the purchase or lease of fleet vehicles, as well as the applicable enterprise-wide VOR arrangement as set out in Section 4.3 of the Ontario Public Service (OPS) Procurement Directive.

For all other organizations:

Public sector entities that are not ministries or the AGCO may use an applicable Supply Ontario Enterprise-wide Vendor of Record Arrangement (“VOR”) to purchase or lease a vehicle and are required to comply with any direction provided by Supply Ontario on the use of an applicable VOR.

If a public sector entity uses another procurement method, the requirements of this policy must be applied to the procurement process.

In a procurement process, a public sector entity may rely on an attestation that the vendor’s vehicle meets the definition of a Made-in-Ontario Fleet vehicle or the vendor meets the definition of an Ontario Vehicle Producer.

See Operational Guide for information of how to apply this Policy when using an invitational, open competitive or non-competitive procurement process.

6.2 Approvals and Documentation

6.2.1 Approvals

Public sector entities are required to seek and obtain the appropriate approval from within their organization before purchasing or leasing a vehicle.

6.2.2 Documentation

As with any procurement, public sector entities are required to document the purchase or lease of any vehicle according to their respective approval processes or approval documentation (such as a business case or approval document). If a Tier 1 or 2 vehicle is unavailable or it is not operationally feasible, document the rationale.

See Operational Guide for information about considerations to support a determination if a vehicle is unavailable or it is not operationally feasible to purchase or lease one from Tier 1 or Tier 2.

7.0 Reporting

Public sector entities must prepare and provide information or data as requested by Ministry of Public and Business Service Delivery and Procurement (MPBSDP) or Supply Ontario.

Information or data requests may include but not limited to, number of vehicles purchased in Tier 1 or 2, current and future fleet vehicle purchase information or use of applicable Supply Ontario VORs.