



# Information Bulletin

## Regular products

To all agents and suppliers

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### Private agreements for spirits

In our constant search for strategies that will enable us to optimize our product offer and our marketing activities, the Société des alcools du Québec (SAQ) Procurement and Merchandising Division is introducing a new type of business opportunity: the mode of acquisition by private agreements for spirits sold as Regular products.

This mode of acquisition will complement the call for tenders process, which can hinder the SAQ under certain circumstances in the context of a competitive market and increased demand from our clientele. In light of this, and with a view to increasing our performance, enhancing our ability to take advantage of business opportunities more quickly, and improving our business practices, we are amending the rules for selecting spirits sold as Regular products in certain cases.

### Procedural requirements

- All suppliers of spirits sold as Regular products will have the opportunity to offer products through the Web catalogue, outside of the call for tenders process;
- Registration fees will be the same as those that apply to calls for tenders;
- Products may be solicited by the SAQ;
- The rules and conditions stipulated in the Purchasing and Merchandising Policy (PAMP) will also apply to products that are selected through the private agreement process.

### Methodology

Please read the document entitled *Private agreements – Spirits – Regular products*, published under the *Call for Tenders* tab of the online gateway that you subscribe to.

For more information, please contact our  
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