

Fleet Vehicle Policy Requirements (under Buy Ontario Procurement Directives)

Frequently Asked Questions

Background

1. What is the purpose of the Fleet Vehicle Policy Requirements in the Buy Ontario Procurement and Municipal Buy Ontario Procurement Directives?

The purpose is to leverage public-sector purchasing power to support Ontario's automotive industry and jobs by requiring public sector entities to purchase or lease vehicles that are manufactured in Ontario or, when that is not feasible, from original equipment manufacturers (OEMs) operating in Ontario.

2. Why is Ontario implementing the Fleet Vehicle Policy?

Ontario, and other Canadian jurisdictions, are facing a changing economic landscape due to the United States (U.S.) trade actions and global economic uncertainty. Ontario is harnessing public sector purchasing power to strengthen the local automotive industry and build economic resilience.

Policy

3. What is the Fleet Vehicle Policy Requirements?

The Policy requires covered entities to purchase or lease Made-In-Ontario Fleet vehicles when they acquire new light-duty passenger vehicles using an applicable procurement process.

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4. Who do Fleet Vehicle Policy Requirements apply to?

The Fleet Vehicle Policy Requirements apply to all public sector entities. This includes:

Government Entities

- all ministries
- all provincial agencies (including any provincial agencies that are Other Included Entities under the OPS Procurement Directive)
- the Ontario Power Generation (OPG)
- the Independent Electricity System Operator (IESO)

BPS Entities

Designated BPS organizations that are subject to the BPS Procurement Directive, including:

- Hospitals, School boards, Colleges and universities, Children's aid societies
- Shared services and group purchasing organizations, publicly funded organizations that received public funds of \$10M or more in the previous fiscal year of the Government of Ontario

For details of the organizations included in the definition of "designated broader public sector organization", refer to subsection 1(1) of the Broader Public Sector Accountability Act, 2010.

Municipalities, local boards and Municipal Services Corporations that are prescribed in regulation as "public sector entities" under the *Buy Ontario Act (Public Sector Procurement)*, 2025.

5. When does the Policy come into effect?

The Policy will be effective as follows:

- **April 13, 2026:** Government Entities, BPS Entities and Municipalities
- **June 1, 2026:** Local boards and Municipal Services Corporations

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6. What are the Fleet policy requirements?

- I. If a Made-in-Ontario Fleet Vehicle is unavailable or covered entity determines that it is not operationally feasible to purchase or lease such a vehicle, the covered entity is required to purchase or lease a new vehicle from an Ontario Vehicle Producer
- II. If a Made-in-Ontario Fleet Vehicle or a vehicle from an Ontario Vehicle Producer is unavailable, or if covered entity determines that purchasing or leasing such a vehicle is not operationally feasible, the covered entity may consider alternative acquisition strategies

7. What are the definitions of a Made-in-Ontario Vehicle and an Ontario Vehicle Producer?

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

An **Ontario Vehicle Producer** is 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.

8. What is out-of-scope for this Policy?

The following are out-scope for this policy:

- Existing contracts that were executed prior to the effective date of this policy
- Contract extensions included in the original procurement
- Short term leases up to 12 months
- 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.

Implementing the Fleet Vehicles Policy Requirements

Ministries and Provincial Agencies

9. How do ministries and provincial agencies apply the fleet policy requirements?

Ministries and any provincial agencies that are required to use mandatory Central Common Services must use the Ministry of Transportation's (MTO) Fleet Management Centre for the purchase or lease of fleet vehicles.

Other Public Sector Entities

10. How can buyers determine if a vehicle to be procured or lease is covered by the policy requirements?

Buyers can refer to a list of Made-In-Ontario Vehicles and Ontario Vehicle Producers that will be referenced in the Fleet Vehicles Guide for Public Sector Buyers. Note, the list may change over time, so public sector buyers should ensure they have the most up to date guide each time the buyer intends to purchase or lease a light-duty passenger time.

Buyers should always confirm if a vehicle is a Made-in-Ontario Vehicle or produced by an Ontario Vehicle Producer at the time of purchase (i.e. the first digit of the Vehicle Identification Number (VIN) is "2"). This may be done through an attestation.

11. Why are the policy requirements limited to new procurements only?

The policy requirements apply to procurements posted after the Fleet Vehicles Policy Requirements for the public sector entity comes into effect, with the intention of minimizing impacts to existing contracts and ongoing procurement processes.

12. We were planning to purchase or lease fleet vehicles next week that we have been working on for a few months. Do these requirements apply?

Yes, if the procurement has not been posted or issued by the date the Fleet Vehicles Policy Requirements for the public sector entity comes into effect then the requirement to procure a Made-in-Ontario Fleet Vehicle or a vehicle from an Ontario Vehicle Producer is in effect.

13. How do the fleet vehicle policy requirements impact current contracts and ongoing procurement processes?

The Fleet Vehicles Policy Requirements only applies to new procurements, with the intention that existing contracts will not be impacted. However, if there is an optional extension(s) available, you should determine whether to exercise that optional extension or conduct a new procurement. Note that the Fleet Vehicles Policy Requirements apply to procurements that were not posted at the time the Fleet Vehicles Policy Requirements for the public sector entity took effect.

14. Should we cancel current contracts?

No. The Fleet Vehicles Policy Requirement apply to new procurements only. Existing contracts do not need to be cancelled.

15. Can buyers rely on supplier attestations?

Yes. In a procurement process, a buyer may rely on an attestation that the vendor's vehicle meets the definition of a Made-in-Ontario vehicle or that the vendor meets the

definition of an Ontario Vehicle Producer. See the Operational Guide for additional information.

Exceptions and Exemptions

16. Are there any exceptions?

If it is determined that a Made-in-Ontario Vehicle or a vehicle from an Ontario Vehicle Producer is not available or not operationally feasible, the public sector entity should document a clear rationale in the business case or procurement approval. All approval records must be retained in the procurement file to ensure the decision is well-supported and compliant with the organization's internal requirements.

Approvals and Documentation

17. What approvals are required?

Public Sector Entities must seek and obtain the appropriate internal approval before purchasing or leasing a vehicle, consistent with their organization's approvals framework.

18. What documentation is required?

Document the procurement (e.g., business case or approval document) according to internal processes. If a Tier 1 or Tier 2 vehicle is unavailable or not operationally feasible, record the rationale and obtain the appropriate approval. The Operational Guide provides considerations to support such determinations.

Application Details and Edge Cases

19. Does the Policy apply to leases and purchases?

Yes. The Fleet Vehicles Policy Requirements apply regardless of procurement type (purchase or lease). Note: short-term leases up to 12 months are out of scope.

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20. How does the Policy treat bulk purchasing or group buys?

If a buyer uses a bulk purchasing arrangement, the arrangement must comply with the Fleet Vehicles Policy Requirements.

21. Do municipal procurement by-laws still apply?

Yes. Municipalities, local boards, and municipal services corporations must follow applicable municipal procurement by-laws.

22. What if a vehicle requires upfitting or is a specialty vehicle?

Physically modified or upfitted specialty vehicles (e.g., ambulances, school buses, police cruisers, enforcement vehicles, emergency response vehicles) are out of scope.

23. Where can buyers find operational guidance?

Government entities: InsideOPS – Procurement Tools and Templates page. BPS Entities municipalities: public resources on [Buy Ontario](#) and Supply Ontario's website. For questions, email doingbusiness@supplyontario.ca.

24. Where can I find instructions for different procurement methods?

See the Operational Guide for Applying the Fleet Vehicles Policy Requirements to various procurement models/approach, will be made available, including how to use attestations.

Reporting

25. What are the reporting requirements?

Public Sector Entities must prepare and provide information or data upon request by the Ministry of Public and Business Service Delivery and Procurement (MPBSDP) or Supply Ontario. Requests may include the number of vehicles purchased in Tier 1 or

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Tier 2, current and future fleet vehicle purchase information, or use of applicable Supply Ontario VORs.

Resources

26. Where can I submit questions related to the Policy?

Questions can be submitted to doingbusiness@supplyontario.ca.