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**LETTER OF INTEREST**  
**LETTRE D'INTÉRÊT**

Comments - Commentaires

Vendor/Firm Name and Address  
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Terrasses de la Chaudière 5th Floor  
10 Wellington Street  
Gatineau  
Gatineau  
K1A 0S5

<b>Title - Sujet</b> Nursing Services Remote and Isolated First Nations Nursing Services	
<b>Solicitation No. - N° de l'invitation</b> 5A090-213802/B	<b>Date</b> 2022-02-09
<b>Client Reference No. - N° de référence du client</b> 5A090-213802	<b>GETS Ref. No. - N° de réf. de SEAG</b> PW-\$\$XF-005-40550
<b>File No. - N° de dossier</b> 005xf.5A090-213802	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> Eastern Standard Time EST <b>on - le 2022-02-28</b> Heure Normale du l'Est HNE	
<b>F.O.B. - F.A.B.</b> <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Chapple, Jeremy	<b>Buyer Id - Id de l'acheteur</b> 005xf
<b>Telephone No. - N° de téléphone</b> (873) 354-5628 ( )	<b>FAX No. - N° de FAX</b> ( ) -
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>  Specified Herein Précisé dans les présentes	

Instructions: See Herein

Instructions: Voir aux présentes

<b>Delivery Required - Livraison exigée</b> See Herein – Voir ci-inclus	<b>Delivery Offered - Livraison proposée</b>
<b>Vendor/Firm Name and Address</b> <b>Raison sociale et adresse du fournisseur/de l'entrepreneur</b>   <b>Telephone No. - N° de téléphone</b> <b>Facsimile No. - N° de télécopieur</b>	
<b>Name and title of person authorized to sign on behalf of Vendor/Firm</b> <b>(type or print)</b> <b>Nom et titre de la personne autorisée à signer au nom du fournisseur/</b> <b>de l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b>  <b>Signature</b>  <b>Date</b>	

## NOTICE TO INDUSTRY

This notice has been published as a follow-up to Request for Information (RFI) #5A090-213802/A (which closed on September 24, 2021) and the follow-on engagement meetings that occurred in November 2021. The purpose of this notice is to provide transparency with respect to Respondent questions raised, whereby new information was provided by Canada that could be of interest to other members of industry.

This notice finalizes the 5A090-213802/A engagement process. Any further questions with respect to Indigenous Services Canada's (ISC) Remote, Isolated, and Semi-Isolated First Nations Nursing Services requirement will be answered through the formal channels detailed within any future solicitation issued in relation to the requirement.

This is a notice only; there is no solicitation document associated with this notice.

## QUESTIONS AND ANSWERS

Please note that the answers below are in regards to ISC's Remote, Isolated, and Semi-Isolated First Nations Nursing Services requirement and the procurement strategy as published in RFI #5A090-213802/A. The resulting procurement strategy and final scope of ISC's requirement remain subject to change at Canada's sole discretion. As a result, the answers below may not apply to any final Request for Proposals (RFP) published for this requirement.

### Question 1:

We request that a rough timeline for release of the RFP be provided in advance so that we can adequately plan for the extra workload.

### Answer 1:

It is anticipated that the following solicitation documents and estimated timeline will apply to the procurement process (however both remain subject to change) :

Solicitation Document	Estimated Timeline
Issuance of an RFI containing a draft RFP for industry comment/feedback.  <i>Note: Canada may, in its sole discretion, decide not to proceed with this step.</i>	Spring 2022
Issuance of a competitive RFP	Late Summer/Fall 2022

### Question 2:

Will the bill rates be determined by a competitive process? Or will contract pricing be fixed?

### Answer 2:

It is anticipated that financial rates will be determined through a fair, open and competitive bidding process.

### Question 3:

If the re-ranking at the end of each contract year results in a Primary Contractor being re-ranked as a backup contractor (or vice versa), how will ISC allow for the bill rates to be adjusted? Companies customize their bids to reflect the specifics of each contract. For example, a contractor may have a different pricing strategy when bidding on a Primary Contract when compared to bidding on a backup contract. If the status changes mid-contract, the pricing strategy will need to be adjusted to reflect this

change and to ensure that some contractors do not have an unfair advantage over any others.

**Answer 3:**

Under the two models detailed in RFI 5A090-213802/A its anticipated that bidders will propose a single rate for provision of contract nursing services in each category (i.e. that there would not be any provisions within the resulting contract clauses for adjustment of contractor rates due to their rank or re-ranking).

**Question 4:**

Will both Tiers be held to the same standards? (i.e. held to the same mandatory criteria (including the Contract Nurse Training Program (CNTP) requirement), deadlines/service standards, Indigenous spending requirements, billable travel expenses, etc.)

**Answer 4:**

Under the two models detailed in RFI 5A090-213802/A its anticipated that bidders will be held to the same standards in terms of their Contract Nurse training requirements and Contract Nurse qualifications. The approach applied to the Indigenous Participation Component and basis of payment between the two tiers has yet to be determined.

**Question 5:**

- A. Will all travel expenses be billable, or will there be travel hubs?
- B. Do you anticipate that the hubs will be the same as those presently used by ISC? Or is there potential to add hubs?

**Answer 5:**

- A. The basis of payment has yet to be determined. However, Canada currently anticipates the continued use of travel hubs.
- B. Canada is currently evaluating all elements of the requirement with the goal of determining what the most appropriate and effective model would be to address ISC's operational needs. This review includes an assessment of the travel hubs.

**Question 6:**

With respect to the TA Group Invitation, will there be a scoring rubric that's used to assign a score to each Contract Nurse that is submitted against a TA Group Invitation? If so, what will that entail? Or will issuance of a Task Authorization (TA) solely be based on each Contractor's overall rank? How will the Contractor's overall rank be determined?

**Answer 6:**

At present it is anticipated that issuance of a TA will be determined by the overall Contractor rank and that use of a scoring rubric to evaluate and score each proposed Contract Nurse will not apply. It is anticipated that initial Contractor rank will be determined through the bid scores that are achieved by each contractor under the RFP.

**Question 7:**

Canada stated that it's not anticipated that there will be any limit on sub-contracting in any resulting RFP process (or resulting contract clauses) and that it is anticipated that contractors will be free to sub-contract to companies along their supply chain in delivery of the services (in particular to Indigenous business). How does ISC intend on promoting subcontracting to Indigenous business?

**Answer 7:**

ISC promotes subcontracting to Indigenous Business by providing the Indigenous Businesses listed in the Indigenous Business Directory with tenders that are posted, especially the ones that include an

Indigenous Participation Component. Contractors are responsible for reaching out to communities and Indigenous businesses independently. When tenders are issued, the Business Development Directorate of ISC also reach out to community members if there are questions raised in order to provide answers.

**Question 8:**

When ISC issues an RFP for this procurement is the intention that bidders should already have their subcontract network identified ahead of time?

**Answer 8:**

No, this is not Canada's present intention.

**Question 9:**

Will ISC require that subcontractors be pre-approved in advance of providing services?  
If so, will requirements for subcontractors be identified within the RFP?

**Answer 9:**

This is not Canada's present intention. However, the procurement is presently in the engagement stage and none of the elements have been finalized . As a result, all elements remain subject to change.

**Question 10:**

The anticipated procurement timeline shows a second RFI being published in the spring. In order to be prepared for the second RFI, what is the anticipated line of questioning that will be raised in the second RFI compared to the one that was just issued (5A090-213802/A)?

**Answer 10:**

RFI 5A090-213802/A contained high level questions on the procurement strategy, ISC's requirement and Canada's socioeconomic objectives. The second RFI, if issued, is anticipated to contain a draft RFP in order to obtain written feedback from industry prior to finalizing the solicitation.

**Question 11:**

For the evaluation criteria that form part of any future RFP, will ISC consider including technological innovations as part of the evaluation? For instance, where the bidder has technology, or proposes technology, to improve efficiency in delivery of care?

**Answer 11:**

ISC will be analysing the full scope of their requirement and determining whether or not any potential technical requirements should be included within its scope. In the event that technological requirements do form part of the scope of work, then the RFP could potentially include technical requirements as part of the evaluation criteria. However, it is too early to make this determination at this time.

**Question 12:**

How many ISC nurses are there currently?

**Answer 12:**

There are approximately 400 full and part time nurses employed by ISC and working in nursing stations. The majority of these resources work part time.

**Question 13:**

Who are the current primary contractors?

**Answer 13:**

Nursing services are currently being provided by Venture Healthcare Inc., Canadian Health Care Agency LTD and Multi Options Nursing Inc., as primary contractors, as a result of the HT426-172611/C competitive RFP process.

**Question 14:**

Are the nursing stations owned and run by each of the communities?

**Answer 14:**

The nursing station building is owned by the Band and Council, but ISC (FNIHB) is in the communities by invitation to manage the delivery of health care services. ISC is responsible for staffing, scheduling and running the stations. The band and Council does not have direct input, but they do provide feedback on the services provided to their community. ISC Regional Offices have the direct relationship with the communities. The Nursing Relief Coordination Unit (NRCU) does not have contact with the communities directly; we implement the contract in collaboration with the ISC Regional Offices.

**Question 15:**

Does the volumetric data, included at attachment 1, reflect the total number of requirements that ISC had that needed to be filled by contractors and their Contract Nurses? Or do those volumes also incorporate needs that were filled by ISC's nurses?

**Answer 15:**

The volumetric data at attachment 1 solely reflects the requests raised by ISC for fulfillment by contractors and their Contract Nurses. It does not include the hours worked by ISC nurses.

**Question 16:**

Canada has announced that it is implementing a mandatory requirement for federal departments and agencies to ensure a minimum of 5% of the total value of all contracts are awarded to Indigenous businesses.

How will a majority Indigenous owned contractor be valued as part of this process?

**Answer 16:**

Currently, federal Indigenous procurement includes the Procurement Strategy for Indigenous Business (set asides, subcontracting requirements, etc.) and procurement obligations in modern treaties and self-government agreement areas.

A majority Indigenous owned contractor will need to meet the PSIB certification requirements or be recognized by a modern treaties and self-government agreement area to have contracts awarded to them counted as part of the 5% target.

Reporting requirements for the minimum 5% target are still being developed and are expected to be released in early 2022. These requirements will provide further details on how and what federal organizations can count against this target, i.e., sub-contracting, employment etc.

Please refer to the *Federal Indigenous Procurement Presentation to Businesses* deck located at attachment 2 of this notice for supplemental information.

**Question 17:**

Does ISC anticipate adding additional healthcare categories to the scope of the upcoming RFP (ex. paramedics)?

**Answer 17:**

ISC is currently undergoing a full review of the scope of the requirement against their operational needs. At present, it is anticipated that the RFP will be solely limited to nursing services categories. It is anticipated that requirements for complementary categories of service (such as paramedic services), if required by ISC, would be obtained through a separate procurement process.

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## **INDIGENOUS BUSINESS AND FEDERAL PROCUREMENT**

Did you know that in order to compete for federal government contracts that are restricted in competition to Indigenous businesses, such as a set-aside under the Procurement Strategy for Indigenous Business (PSIB), a business must meet certain eligibility criteria?

For more information, check out ISC's website (Indigenous business and federal procurement ) at:  
<https://www.sac-isc.gc.ca/eng/1100100032802/1610723869356>

## Attachment 1

### Volumetric Data

The following volumetric data was shared with RFI respondents for the purpose of providing insight into the volume of Registered Nurse (RN) services recently requested by ISC from its contractors. It reflects the approximate volume of Contract Nurses needed by ISC over a 24 month period between August 2019 to July 2021.

#### Total Number of RN Calendar Days Requested to be Filled by Contract Nurses, by Region:

		Approximate Total # of Calendar Days Requested	Estimated Average # of Calendar Days Requested Per Month
Region	Community Location		
Alberta	FOX LAKE	1,756	73
	GARDEN RIVER	960	40
	HAY LAKE	781	33
	JOHN D'OR	606	25
<b>Alberta Total</b>		<b>4,103</b>	<b>171</b>
Manitoba	(blank)	23	1
	BLOODVEIN	1,859	77
	BROCHET	1,732	72
	CROSS LAKE	8,595	358
	GARDEN HILL	5,854	244
	GOD'S LAKE NARROWS	2,743	114
	GOD'S RIVER	2,576	107
	LAC BROCHET	2,309	96
	LITTLE GRAND RAPIDS	3,623	151
	NELSON HOUSE	3,212	134
	OXFORD HOUSE	4,366	182
	PAUINGASSI	1,967	82
	POPLAR RIVER	2,057	86

	PUKATAWAGAN	4,500	188
	RED SUCKER LAKE	2,271	95
	SHAMATTAWA	5,093	212
	SOUTH INDIAN LAKE	2,548	106
	SPLIT LAKE	3,354	140
	ST. THERESA POINT	6,242	260
	TADOULE LAKE	1,757	73
	WASAGAMACK	4,507	188
	YORK LANDING	1,085	45
<b>Manitoba Total</b>		<b>72,273</b>	<b>3,011</b>
Ontario	(blank)	116	5
	ATTAWAPISKAT	30	1
	BEARSKIN LAKE	2,168	90
	BIG TROUT LAKE	4,142	173
	CAT LAKE	2,532	106
	DEER LAKE	20	1
	FORT HOPE	4,516	188
	FORT SEVERN	1,549	65
	GRASSY NARROWS	287	12
	GULL BAY	471	20
	KASABONIKA	2,225	93
	KASHECHEWAN	9,436	393
	KEEWAYWIN	1,352	56
	LAC SEUL	30	1
	LANSDOWNE HOUSE	1,843	77
	MUSKRAT DAM	852	36
	NEW OSNABURGH	3,969	165



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	NORTH SPIRIT LAKE	2,132	89
	OGOKI (MARTIN FALLS)	2,590	108
	PEAWANUCK (WEENUSK)	1,867	78
	PIKANGIKUM	7,297	304
	POPLAR HILL	1,643	68
	ROUND LAKE (NORTH CARIBOU LAKE)	3,893	162
	SACHIGO LAKE	2,123	88
	SANDY LAKE	8,337	347
	SUMMER BEAVER (NIBINAMIK)	2,160	90
	WEBEQUIE	1,867	78
	WHITEDOG (WABASEEMONG)	891	37
<b>Ontario Total</b>		<b>70,338</b>	<b>2,931</b>
Quebec	EKUANITSHIT	171	7
	LAC RAPIDE (BARRIER LAKE)	1,596	67
	MATIMEKUSH-LAC JOHN	172	7
	UNAMEN SHIPU	75	3
	WEMOTACI	220	9
	WINNEWAY (LONG POINT FIRST NATIONS)	1,870	78
<b>Quebec Total</b>		<b>4,104</b>	<b>171</b>
<b>Grand Total</b>		<b>150,818</b>	<b>6,284</b>

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## **Attachment 2**

### **Federal Indigenous Procurement Presentation to Businesses**

# Federal Indigenous Procurement

Presentation to Businesses

2021



Government  
of Canada

Gouvernement  
du Canada



Canada

# Outline

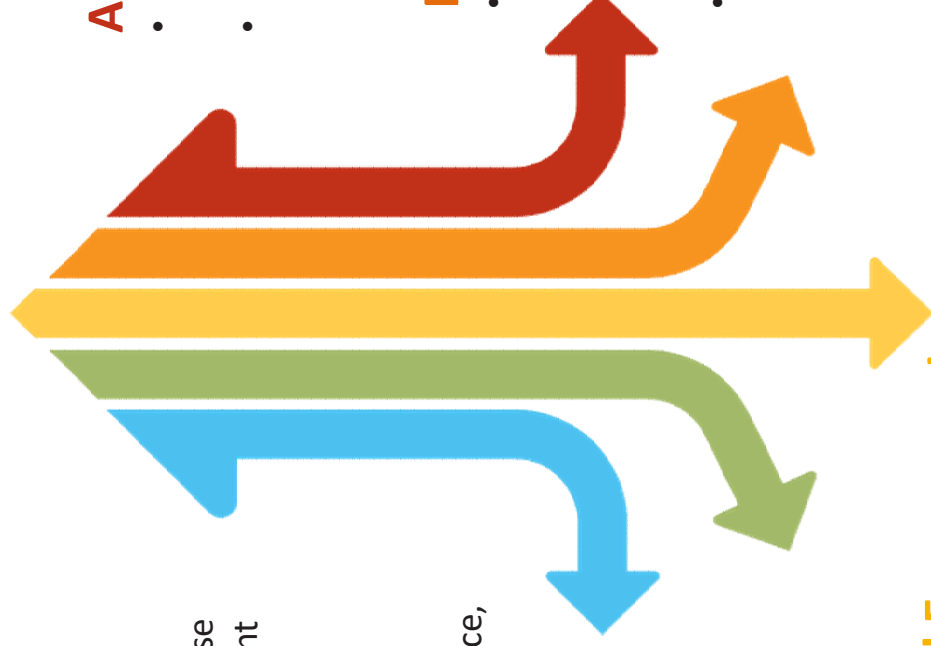
- Indigenous Services Canada's role
- Indigenous business landscape in Canada
- Overview of federal Indigenous procurement policy
- Methods of Indigenous Procurement
- Eligibility requirements
- Indigenous Business Directory
- Indigenous Procurement Modernization
- Additional Supports

Supporting strong Indigenous businesses is seen by 76% of Canadians as a pathway to healing relationships with First Nations, Inuit and Métis people.

- 2017 national survey commissioned by Sodexo Canada



# Indigenous Services Canada's Role



## Outreach

- Lead coordination, outreach, and raise awareness to the federal procurement community on PSIB and Indigenous business community on PSIB and procurement obligations in Nunavut
- Together with PSPC, work with Indigenous partners to identify, reduce, and eliminate barriers to federal procurement

## Managing Registrations

- Register and validate Indigenous businesses in the Indigenous Business Directory and perform audit function

## Advice and Guidance

- Lead the development of new measures and guidance on the PSIB
- Point of contact for advice and interpretation of the PSIB and obligations within modern treaties

## Planning & Reporting

- Coordinate departmental procurement plans in order to support monitoring and reporting activities (including A24 and CLCA.net)
- Consolidate and publicly report annually on departmental results on meeting the target of at least 5%

## Continued Engagement

- Together with PSPC, work with Indigenous partners to identify, reduce, and eliminate barriers to federal procurement
- Lead meaningful engagement and consultations that are accessible to Indigenous partners and the federal procurement community for a longer-term transformative Indigenous Procurement Strategy



# The Indigenous business environment is evolving

## Business Capacity

**19,000**

businesses (overall) located in Indigenous communities

Generating just over **\$10 billion** in total revenue



Canadian Council for Aboriginal Business has estimated there are over

**50,000**

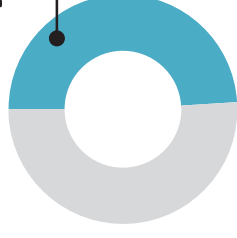
Indigenous-owned businesses in Canada.

In general, Indigenous businesses tend to be quite small, with  $\frac{3}{4}$  unincorporated, and more than **6/10** have no employees.

## Population

Between 2006 and 2016 the Indigenous population has increased

**43%**



**49%**

are aged between 25-64 with a median age of

**29**

Indigenous entrepreneurs are distributed among numerous industries



**\$32B**

Total combined income of Indigenous households, businesses and government sectors

**\$27.7B Annually**

Potential increase in GDP resulting from increased economic opportunities for Indigenous peoples ( a boost of 1.5% to the Canadian economy).



# Procurement is a Powerful Catalyst for Business Development



Indigenous Economic Development  
Initiatives (including federal procurement)



New Business Creation, Business growth,  
Employment, Economic Reconciliation



Positive Socio-economic  
Outcomes, Increased Self-reliance

## MANDATE COMMITMENT

To create more opportunities for Indigenous businesses to succeed and grow by establishing a new target to have **at least 5%** of federal contracts awarded to businesses managed and led by Indigenous Peoples.



# Recently Announced Changes

After extensive engagement, federal Indigenous procurement is being modernized to better enable Indigenous businesses compete for and win government contracts across Canada, participate more fully in the Canadian economy, and generate wealth in Indigenous communities. The following changes took effect on August 6, 2021:

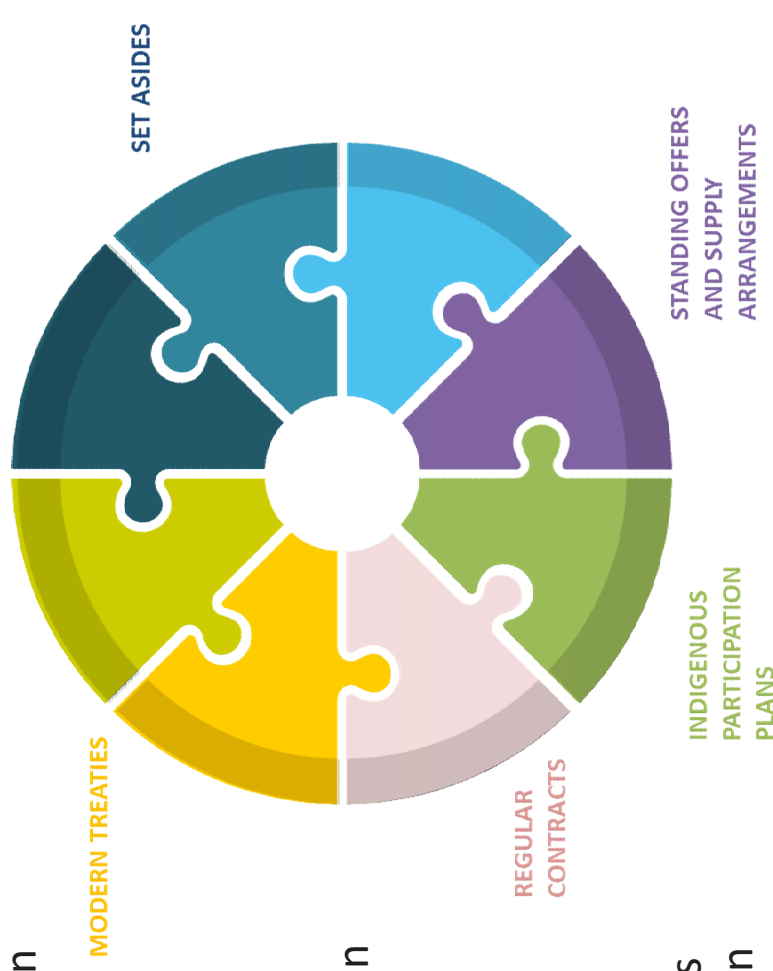
- ✓ **Rename to Procurement Strategy for Indigenous Businesses (PSIB)**
- ✓ **Simplify the definition of an Indigenous business to remove full time employee requirement**
- ✓ **Expand the size and number of the geographic areas where procurements are to be limited to Indigenous businesses (i.e. where the population is at least 51% Indigenous from 80%)**

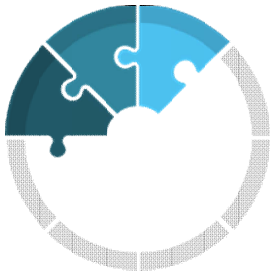




# What is Federal Indigenous Procurement?

- The Indigenous-led business sector has emerged as a key lever to generate wealth in Indigenous communities and help close socio-economic gaps via own source revenues and Indigenous labour force participation.
- The federal **Procurement Strategy for Indigenous Business (PSIB)** is instrumental in encouraging Indigenous businesses to procure with the federal government.
- PSIB leverages existing government procurement needs to create opportunities to generate wealth in Indigenous communities and close socio-economic gaps by increasing Indigenous participation within procurement processes.





# What You Need to Know: Set Asides

- The Procurement Strategy for Indigenous Business (PSIB) is a federal policy that reserves, or "sets aside" certain contracts exclusively for competition among qualified Indigenous businesses, where capacity exists.
- Set asides do not have a dollar threshold and are exempt from international trade agreements.
- Requires only 2 bidders to be considered competitive.
- Depending on the complexity of the requirement can be posted in as little as 15 calendar days.
- There are 3 distinct types of set asides:
  - Mandatory
  - Voluntary
  - Conditional





# What You Need to Know: Set Asides

- A **mandatory set-aside** is used for procurements that are destined for an area, community or group in which Indigenous people make up at least 51% of the population and where the Indigenous population will be the recipient of the good, service or construction.
- Also known as “selective set-asides”, **voluntary set-asides** may be employed if Indigenous capacity exists and operational requirements, best value, prudence, probity and sound contracting management can be assured.
- When it is impossible to determine Indigenous business capacity, a **conditional set-aside** can be used. This means that a procurement is open to Indigenous and non-Indigenous businesses. However, if two or more Indigenous businesses submit a bid, then the procurement is set-aside under PSAB.

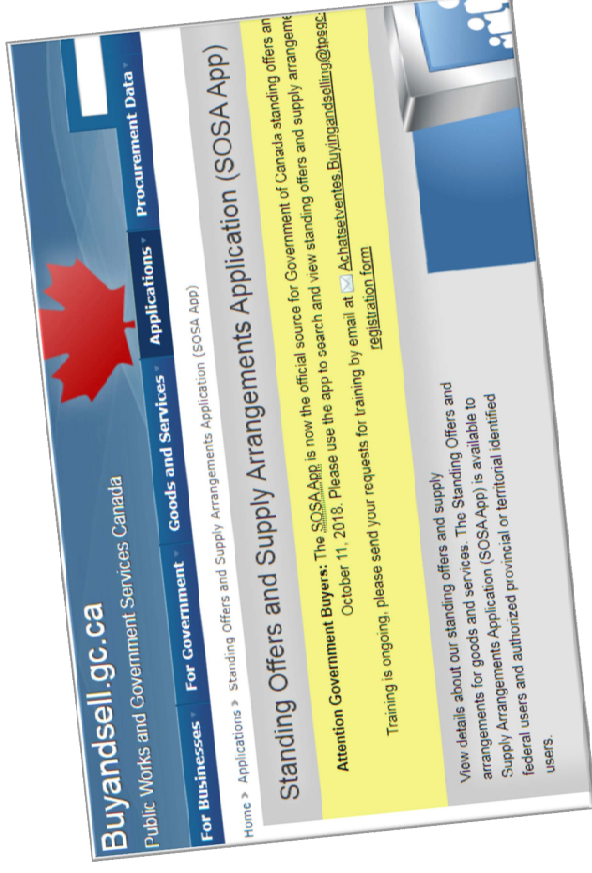
General clauses can be found in the SACC manual.





# What You Need to Know: Standing Offers and Supply Arrangements

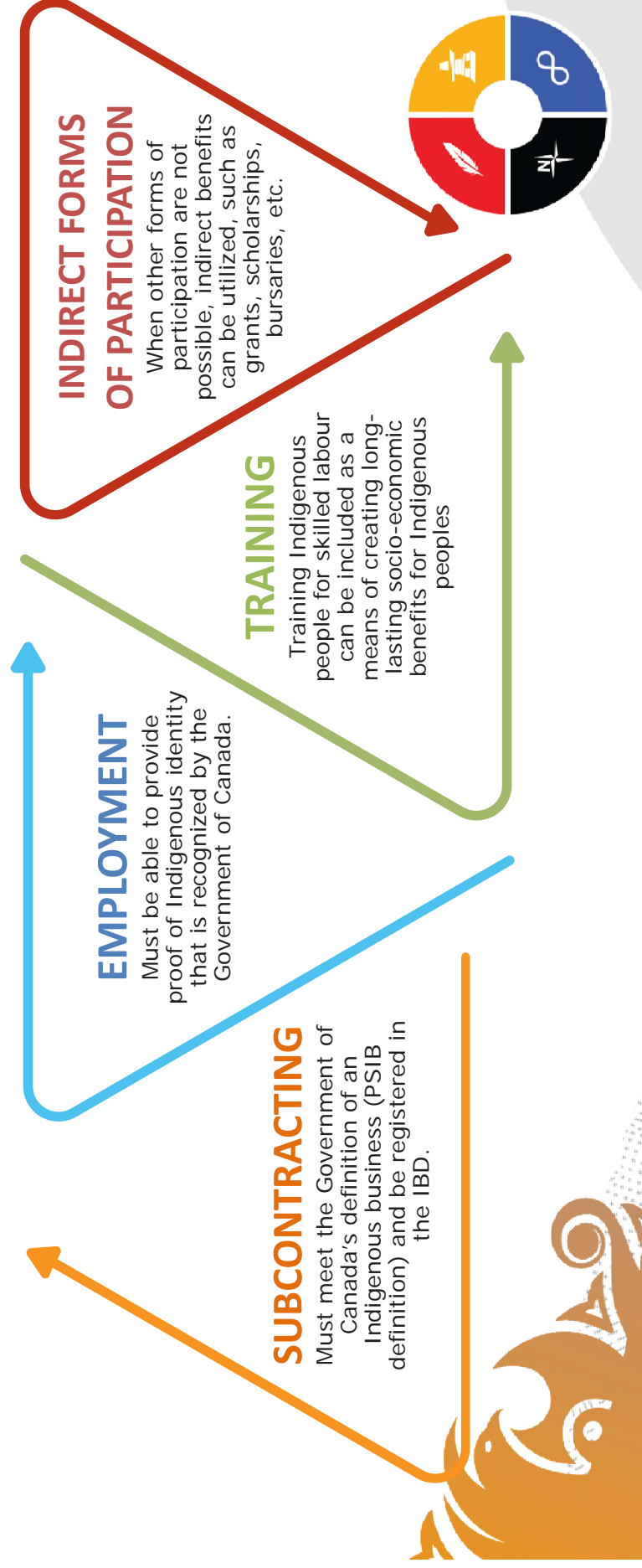
- Many existing procurement vehicles have an 'open' stream and a 'set-aside' stream or list
- An exemption to mandatory procurement instruments can be made when:
  - the requirement is subject to contracting obligations under modern treaties, and no mandatory standing offer/supply arrangement exists which addresses the contracting obligations of the applicable modern treaties
  - the requirement will be set aside under the PSIB, and no mandatory procurement instrument exists for PSIB set-asides

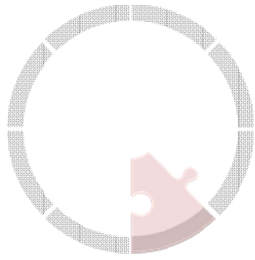




# What You Need to Know: Subcontracting and Other Opportunities

- Subcontracting and other forms of participation can be incorporated into a set aside or open tender.
- It is a portion of the value of a contract that is set aside for Indigenous participation
- Flexible and can be tailored to a particular procurement
- Prime Contractors are required to submit evidence (i.e. paystubs, IDs, receipts, etc.) to ensure they are meeting the requirements





## What You Need to Know: Regular Contracts or ‘Incidentals’

- “Regular contracts” refer to a procurement that has not been set aside for Indigenous businesses (i.e. open tenders - Indigenous businesses competing against non-Indigenous businesses), and where a self-declared Indigenous business, wins the contract.
- If the self-declared Indigenous business is in the federal Indigenous Business Directory, the contract can be included within the department’s Indigenous procurement reporting.
- Federal organizations are required to set multi-year Indigenous procurement objectives. Regular contracts are a means of capturing Indigenous procurement occurring outside of set asides.







# What You Need to Know: Modern Treaties

- Modern treaties (or CLCAs) are constitutionally protected agreements.
- Of the current **25** modern treaties in effect, **22** have economic measures, which includes federal procurement obligations.
- Modern treaties take precedence over federal procurement policies, however, in instances where a modern treaty has no specific procurement obligations, federal Indigenous procurement policy can be applied.
- The **Aboriginal and Treaty Rights Information System** managed by ISC is a web-based, geographic information system that locates Indigenous communities and displays information relating to their potential or established Aboriginal or treaty rights. More info: [aadnc.ca-uc.aadnc@canada.ca](mailto:aadnc.ca-uc.aadnc@canada.ca) or [http://sidait-atris.aadnc-aandc.gc.ca/atris\\_online/](http://sidait-atris.aadnc-aandc.gc.ca/atris_online/)
- ISC is available to provide a separate presentation on procurement obligations within modern treaties





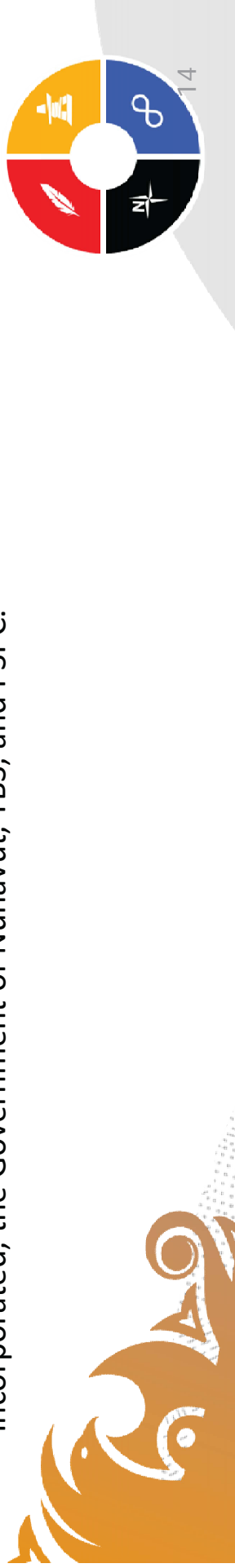
# What You Need to Know: Modern Treaties: **Directive on Government Contracts, Including Real Property Leases, in the Nunavut Settlement Area**

## **DIRECTIVE ON FEDERAL CONTRACTING IN NUNAVUT (ARTICLE 24)**

On December 20, 2019 a [new Directive](#) took effect that clarifies obligations for government officials, allows for increased participation in government contracts in Nunavut by Inuit firms on the Inuit Firm Registry, strengthens bid evaluation criteria related to Inuit and Nunavut benefits, and includes requirements for a government-wide approach to provide Inuit firms with a fair and reasonable opportunity to submit bids.

### **INUIT BUSINESS SUPPORT PROGRAM :**

- ISC has \$1.125M per year in funding to support Inuit firms for training, business support and market/capacity studies to help advance the economy.
- The Nunavut Business Development Investment Committee was formed by ISC to review potential projects under this Program. The Committee is chaired by ISC and consists of members from Nunavut Tunngavik Incorporated, the Government of Nunavut, TBS, and PSPC.





# Is Your Business Eligible?

## OWNERSHIP AND CONTROL

A sole proprietorship, limited company, cooperative, partnership or not-for-profit organization in which, Indigenous persons have majority ownership and control meaning at least 51%.

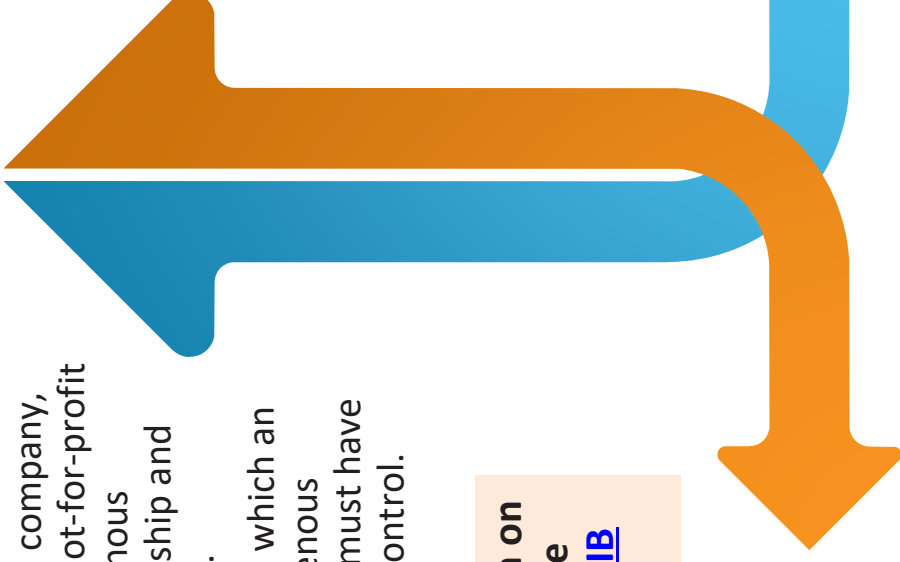
A joint-venture agreement in which an Indigenous business or Indigenous businesses as defined above must have at least 51% ownership and control.

More information on eligibility can be found on the [PSIB website](#)

## CONTENT

In instances where Indigenous businesses are involved in a contract with non-Indigenous businesses, or individual contractors, 33% of the total monetary value of the work contracted for must be performed by the Indigenous business or businesses.

For instance, where contracts have been let under PSIB and the Indigenous business is either involved in partnerships, joint ventures, or subcontracting relationships with non-Indigenous entities, no more than 2/3 of the total monetary value of the work contracted can be done by the non-Indigenous firms or contractors.



What You Need to Do:

# Register in the Indigenous Business Directory

## FAST & EASY

It will take you approx. only 15 minutes to register. Once registration is complete, ISC can review and confirm registration within 48 hours.

## INCREASED VISIBILITY

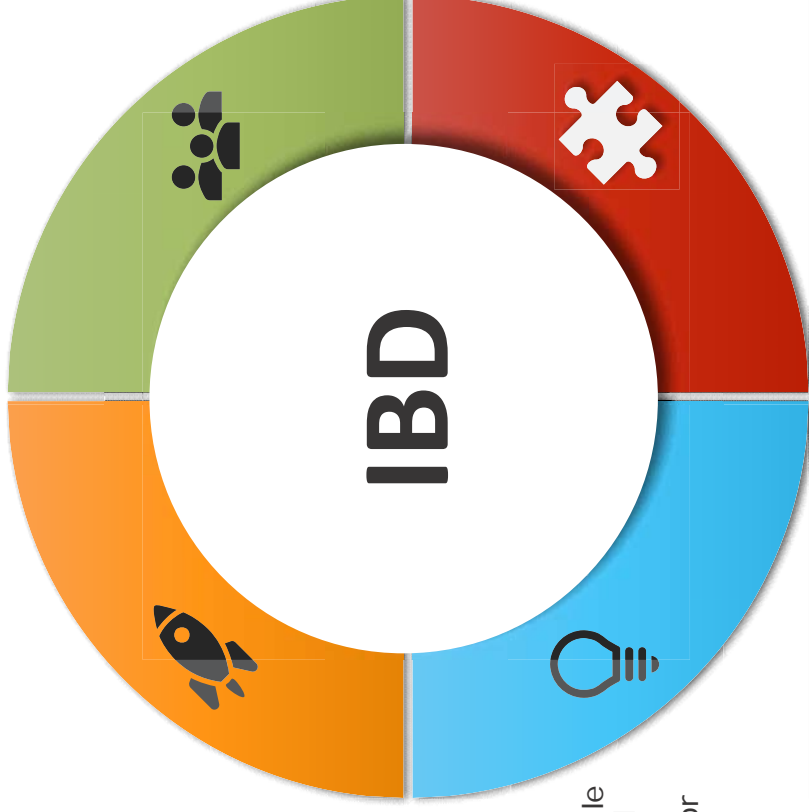
The IBD is a search engine available to private industry, municipal and provincial governments and the federal procurement community for identifying qualified Indigenous suppliers in various sectors.

## BUILDING PARTNERSHIPS

You can use the IBD to seek out opportunities to form partnerships and joint ventures with other Indigenous businesses, as well as identifying potential subcontractors.

## STAYING INFORMED

Businesses registered in the Directory are informed by ISC of upcoming local networking opportunities and other federal Indigenous procurement news.



**In order to be awarded a contract that is set aside – your business must be registered in the Indigenous Business Directory.**



# How Does ISC Confirm Your Legitimacy?

In order to ensure contracts and the associated benefits are actually being delivered to Indigenous people, there are 3 types of audits conducted by Indigenous Services Canada: pre-award audit, post-award audit and random audit.

**Pre-award Audit:** A pre-award audit is mandatory for PSIB set-aside requirements valued at, or greater than, \$2 million. In addition, pre-award audits may be conducted for requirements below the value of \$2 million when a need is identified, either by the requisitioning department, the contracting authority or ISC. Lastly a pre-award audit may also be conducted on a random basis.

**Post-award Audit:** The purpose of the post-award audit is to ensure that the contractor meets the PSIB criteria during the contract duration. This audit is conducted to verify if the Indigenous business meets the ownership, control, and the Indigenous content criterion. The audit can be random or requested by a contracting authority. Moreover, it ensures the integrity of the Indigenous Business Directory.

**Random Audit:** An audit for compliance can be performed on a random basis. It is not related to any pre- or post-awarded requirement. The purpose of the audit for compliance is to ensure the integrity of the Indigenous Business Directory by guaranteeing that businesses registered are compliant with the requirements set out under PSIB.



# What You Need to Do: Understand Security Requirements

Public Services and Procurement Canada's Contract Security Program offers webinars to businesses who are bidding or working on government contracts with security requirements. Each webinar is presented live by subject matter experts. You will also have an opportunity to ask questions.

## At the end of this 60-minute webinar you will understand:



More info: <https://www.tpsgc-pwgsc.gc.ca/esc-src/index-eng.html> or 1-866-368-4646 or [ssi-iss@tpsgc-pwgsc.gc.ca](mailto:ssi-iss@tpsgc-pwgsc.gc.ca)



# What You Need to Do: Search for Opportunities

**BuyandSell.gc.ca**  
**CanadaBuys.Canada.ca**  
**Merx.com**

- Use Buyandsell.gc.ca to search and bid on opportunities that have been set-aside under PSIB (meaning only Indigenous-owned businesses can compete)
- Buyandsell.gc.ca is the authoritative source for government procurement information
- CanadaBuys.Canada.ca will gradually replace BuyAndSell.gc.ca. During transition, you may be able to bid on some tender opportunities through the electronic procurement solution on the SAP Ariba web-based tool accessible on CanadaBuys.
- Some Crown corporations, such as Defence Construction Canada, use Merx.com to post their requirements



If you need help navigating the site, contact the Office of Small and Medium Enterprises in Public Services and Procurement  
**1-800-811-1148 | [bpmedclient@tpsgc-pwgsc.gc.ca](mailto:bpmedclient@tpsgc-pwgsc.gc.ca)**

# Achieving a 5% Target

- ✓ A phased-in mandatory government-wide target of at least 5% of the total contract value awarded to Indigenous businesses, enabling departments to onboard based on capacity, with limited exceptions where appropriate.
- ✓ Work towards greater involvement of Indigenous businesses in federal procurement to:
  - Enable Indigenous businesses to be more engaged in the post-COVID economic recovery.
  - Increase opportunities for Indigenous businesses to compete for federal procurement contracts.
  - Expand areas for limited bidding amongst local Indigenous businesses to provide more opportunities in federal procurement.
  - Give departments and agencies opportunity to consider and implement Indigenous procurement in their procurement plans.
  - Leverage proactive disclosure through Open Gov. portal for transparency. Implement additional public reporting of the 5% target performance to ensure accountability.





# Additional Changes to Indigenous Procurement

	OLD POLICY	NEW POLICY
<b>Setting a Mandatory Phased-In Indigenous Procurement Target</b>	Previously, federal organizations had to set Indigenous procurement targets – however – there was no minimum threshold.	This new Policy sets a government-wide mandatory target of at least 5% of the value of federal contracts for Indigenous procurement for all federal departments and agencies to be phased in over three years. The value will include all contracts awarded by each federal department and agency, with some key exceptions.
<b>Developing a Reporting Framework</b>	Currently, federal organizations report quarterly on each contract awarded to businesses registered in the federal Indigenous Business Directory onto the Open Government Portal for contracts over \$10,000.	The existing reporting process will be modified for federal organizations to report on the broadened definition of Indigenous business and to account for contracts awarded to other Indigenous businesses, including those in Modern Treaty and Self-Government Agreement areas. The Open Government Portal will be updated to enable federal organizations to publish this data for contracts over \$10,000.
<b>Developing Mandatory Training</b>	Previously, training was done a voluntary basis.	A mandatory training for the federal procurement community on Modern Treaty and Self-Government Agreement implementation of procurement obligations is being developed. Enhanced Indigenous cultural awareness will also be explored so that more responsive and culturally-relevant procurement strategies may be developed.
<b>Regional/Local Approaches</b>	Previously, a procurement could only be localized under PSIB using rated criteria	A new approach to limiting PSIB to regional/local areas is being developed



# Indigenous Procurement Modernization: Next Steps

Over the next few years, the Government of Canada, led by ISC in partnership with PSPC and TBS, will continue meaningful engagement and consultation to inform a longer-term transformative Indigenous Procurement Strategy.

## WORK TO BE COMPLETED

- Identify areas where Indigenous businesses wish to expand capacity to provide goods and services to federal organizations.
- Develop the concept of a concierge service for Indigenous businesses and federal organizations.
- Develop an independent external-to-government mechanism to identify and certify Indigenous businesses for the purposes of federal procurement.
- Continue improvements to procurement-related implementation considerations in Modern Treaty areas.

## EXPECTED OUTCOMES

- As part of Canada's plan to Build Back Better following the Covid-19 pandemic, modernization of existing policies and processes will improve inclusiveness of Indigenous businesses in the federal supply chain.
- Continue along the path of service devolution of ISC's mandate to Indigenous organizations.
- Grow Indigenous businesses and increase self-reliance.
- Create and increase employment and training opportunities for Indigenous peoples.





# Who to Talk to?

Suppliers who promote their goods and services have better chances to bid on requirements valued at \$25,000 or less, considered as low dollar value requirements by the Government of Canada. For these requirements, source lists are used to identify and select a supplier on either a competitive or non-competitive basis.



- [GCdirectory](#): is an Internet-based address book of all federal government employees. It provides access to the public servants' names, titles, telephone and facsimile numbers, departmental names, and office locations within the government.
- [Contacts for Goods and Services Identification Number \(GSIN\) Codes](#): Use Contacts for GSIN Codes to find contact information for the division responsible for the procurement of goods or services.
- Many federal departments and agencies have a Indigenous Procurement Coordinator, who acts as an initial point of contact within their respective department. If you're having trouble finding an appropriate contact within a specific department, contact ISC who can provide you with the contact information for the Indigenous Procurement Coordinator.



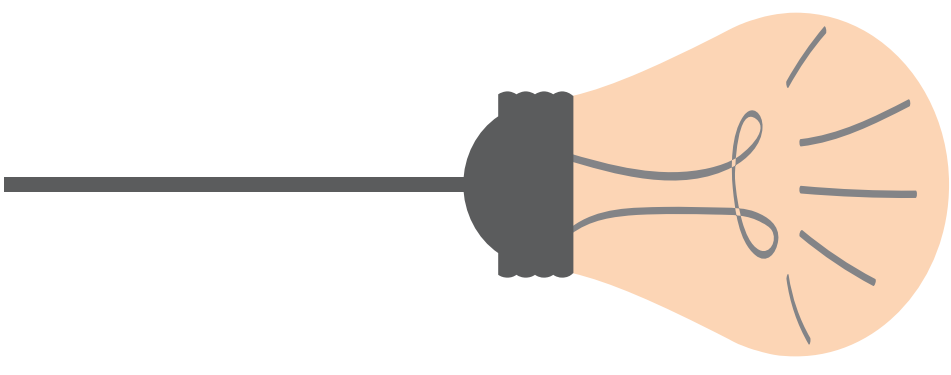
# Business Benefit Finder

## What it is

- The Business Benefits Finder is an interactive platform that helps entrepreneurs and business leaders **quickly and easily find the right programs and services** to help their businesses start, grow, scale and reach new markets.
- As a first step, the Business Benefits Finder is available to entrepreneurs **at any stage**.

## How it works

- brings together hundreds of federal, provincial and territorial programs and services into *one place*; and
- uses information about a business and its goals to create, and deliver, a **tailored list of the right supports** – all in under 2 minutes.



[innovation.ised-isde.canada.ca](http://innovation.ised-isde.canada.ca)

# Community-Based Funding Opportunities

## Community Opportunity Readiness Program (CORP)

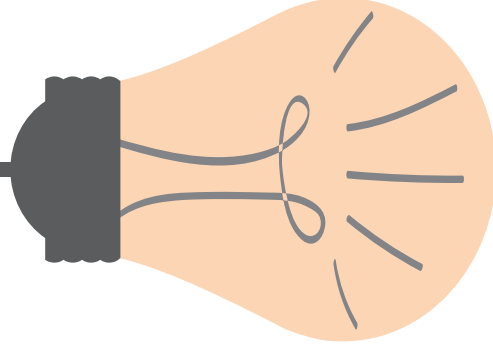
CORP provides project-based funding for First Nation and Inuit Communities for a range of activities to support communities' pursuit of economic opportunities. Where First Nation and Inuit communities, or their representative organizations, identify opportunities and lack the financial resources to pursue them, the CORP will allow them to submit proposals to seek additional funding. Learn more: <https://www.aadnc-aandc.gc.ca/eng/1100100033417/1100100033418>

## Lands and Economic Development Services Program (LEDSP)

LEDSP provides support to First Nation and Inuit Communities to assist with enhancing the economic development, land and environmental capacity of communities and to support the establishment of the conditions for economic development to occur, increasing their participation in the economy. Learn more: <https://www.aadnc-aandc.gc.ca/eng/1100100033426/1100100033427>

## Strategic Partnerships Initiative (SPI)

SPI provides a way for federal partners to coordinate their efforts, reduce administrative burden and pool resources in support of Indigenous communities. This approach fills gaps in other funding programs that might create a barrier to Indigenous involvement in economic opportunities. Learn more: <https://www.aadnc-aandc.gc.ca/eng/1330016561558/1330016687171>



Contact Us

**IndigenousProcurement@canada.ca**

**1-800-400-7677**

[ISC's website](#) can also provide you with more information

