



ANNEX A – QUESTIONS TO INDIGENOUS BUSINESSES

Employment and Social Development Canada Request for Information

Employment and Social Development Canada (ESDC) would like to increase the number of Indigenous businesses who bid on & receive procurement contracts from the department. Recognizing that identifying barrier is a first step to reach this goal, we are reaching out to Indigenous businesses for more information on their experiences with the federal procurement processes. We want to know what is working, and what we need to do differently, so that more Indigenous businesses bid on our procurement opportunities.

IMPORTANT NOTICE: This Request for information (RFI) is a Protected A resource. Please do not include any private or privity information. This is not a bid solicitation process, and no contract will result from this request. Participation in this Request for Information (RFI) is not a condition or prerequisite for the participation in any potential subsequent solicitation. Please note that respondents will not be reimbursed for any cost incurred by participating in this RFI. ESDC is collecting responses to this RFI for information purposes and to inform ESDC's internal procurement strategy, responses may also be shared with other Government of Canada departments. As a result of this RFI, ESDC may develop a list of Indigenous Businesses readily registered or eligible to be registered in the Indigenous Services Canada (ISC) Indigenous Business Directory (IBD) that may be used by ESDC to increase federal contracting opportunities for Indigenous businesses.

Part 1: General Questions

1. Please provide your company's name and contract information.
2. Have you ever bid on a government Request for Proposal?
3. If not, why?
4. What would encourage you to bid on government procurement?
5. Are you familiar with the Procurement Strategy for Indigenous Businesses (PSIB)?
6. If you learned of a government procurement process taking place for a service you provide, what would deter you from bidding?
7. How could ESDC connect with more Indigenous businesses to take part in our procurement processes?
8. Would you be interested in taking part in an information session about government procurement? What information might help you apply for procurement opportunities? (e.g., the steps of solicitation processes, how to keep informed of and access requests for proposals and submit a bid as well as how the evaluation process works, etc.)
9. Are you registered on the [Indigenous Business Directory](#)?
10. If not, what prevents you from registering?



11. Have you ever bid on a procurement that was set-aside for Indigenous businesses to bid on? If not, why? If so, how was your experience?
12. How could the federal government's bid solicitation process be changed to increase the number of bids from Indigenous businesses?
13. What do you think about ESDC including a mandatory requirement to hire Indigenous businesses as subcontractors in solicitation documents, for which setting aside the procurement is not deemed appropriate? Do you have any concerns?



Part 2: Questions about ESDC Requests for Proposals

Below are three examples of Requests for Proposals posted by ESDC in the last year. We would like to know for each one, if you can offer any insight on why you did not bid.

14. [One \(1\)- 3.6 Risk Management Specialist: Employment and Social Development Canada Grants and Contributions Program Risk Assessments - Tender Notice | CanadaBuys.](#)

Why did not you bid on the solicitation above?

- a. I was unaware that this RFP had been posted
- b. I felt that I did not met the RFP requirements
- c. I do not have time and/or capacity to learn the whole process of submitting a government bid
- d. Creating a bid is too onerous
- e. I thought that if I submitted a bid, I would not be selected for contract award
- f. Other– please explain: _____

15. [Privacy Impact Assessment Specialists Services for ESDC \(100022634\) - Tender Notice | CanadaBuys](#)

Why did not you bid on the solicitation above?

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- b. I felt that I did not met the RFP requirements
- c. I do not have time and/or capacity to learn the whole process of submitting a government bid
- d. Creating a bid is too onerous
- e. I thought that if I submitted a bid, I would not be selected for contract award
- f. Other barriers – please explain: _____

16. [TBIPS myEMS \(SAP\) Solution - set aside - Tender Notice | CanadaBuys](#)

Why did not you bid on the solicitation above?

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- c. I do not have time and/or capacity to learn the whole process of submitting a government bid
- d. Creating a bid is too onerous
- e. I thought that if I submitted a bid, I would not be selected for contract award
- f. Other barriers – please explain: _____



Part 3: Tell us about your business

17. Please select the option that describes your business structure:

- a. Sole proprietorship
- b. Partnership
- c. Corporation
- d. Other, please specify: _____

18. What is the size of your business?

- a. Small business (less than 100 employees)
- b. Medium-sized business (100 to 499 employees)
- c. Large enterprise (over 500 employees)

19. For how many years has your business been operating? (Enter a number)

20. Does your business provide goods, services, or construction? Select all that apply:

- a. Goods
- b. Services
- c. Construction

21. Do you currently have any pre-existing partnerships or joint ventures with non-Indigenous Businesses?

- a. Yes
- b. No

What else should we know?

22. We would be grateful for any other comments, ideas or feedback that you would be willing to share, to assist us in reaching more Indigenous businesses. Feel free to write your comments in the space below or reach out to us at NC-SOLICITATIONS-GD@hrsdc-rhdcc.gc.ca.