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## Giant Mine Remediation Project

# ABORIGINAL OPPORTUNITIES CONSIDERATIONS (AOCs)

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Public Services and  
Procurement Canada

Services publics et  
Approvisionnement Canada



# Outline



- Policy objectives
- Definitions: CLCA, AOC
- Government tenders
- Examples of AOC criteria
  - Training
  - Labour
  - Sub-contracts / Suppliers
- Recruitment plan
- Making your business known

# Policy Objective



To acquire goods and services and to carry out construction in a manner that enhances access, competition and fairness and results in best value or, if appropriate, the optimal balance of overall benefits to the Crown and the Canadian people.

# Comprehensive Land Claim Agreements

- CLCAs are law – legally binding
- Apply to both competitive and non-competitive regardless of dollar value
- Most include procurement measures aimed at enhancing economic opportunities of the Aboriginal group benefiting from the agreement



# When does CLCA apply?

- Final destination of goods, services or construction to locations covered by CLCAs
- Where a procurement is in support of federal government activities within a CLCA
- If service performed or associated travel within a CLCA



# CLCA Procurement Obligations

- Separating requirements to align with Aboriginal and Northern capacity
- Notifying land claim groups or CLCA beneficiary firms
- Using CLCA directories
- Evaluation criteria
- Right of first refusal - parks, archaeology, heritage



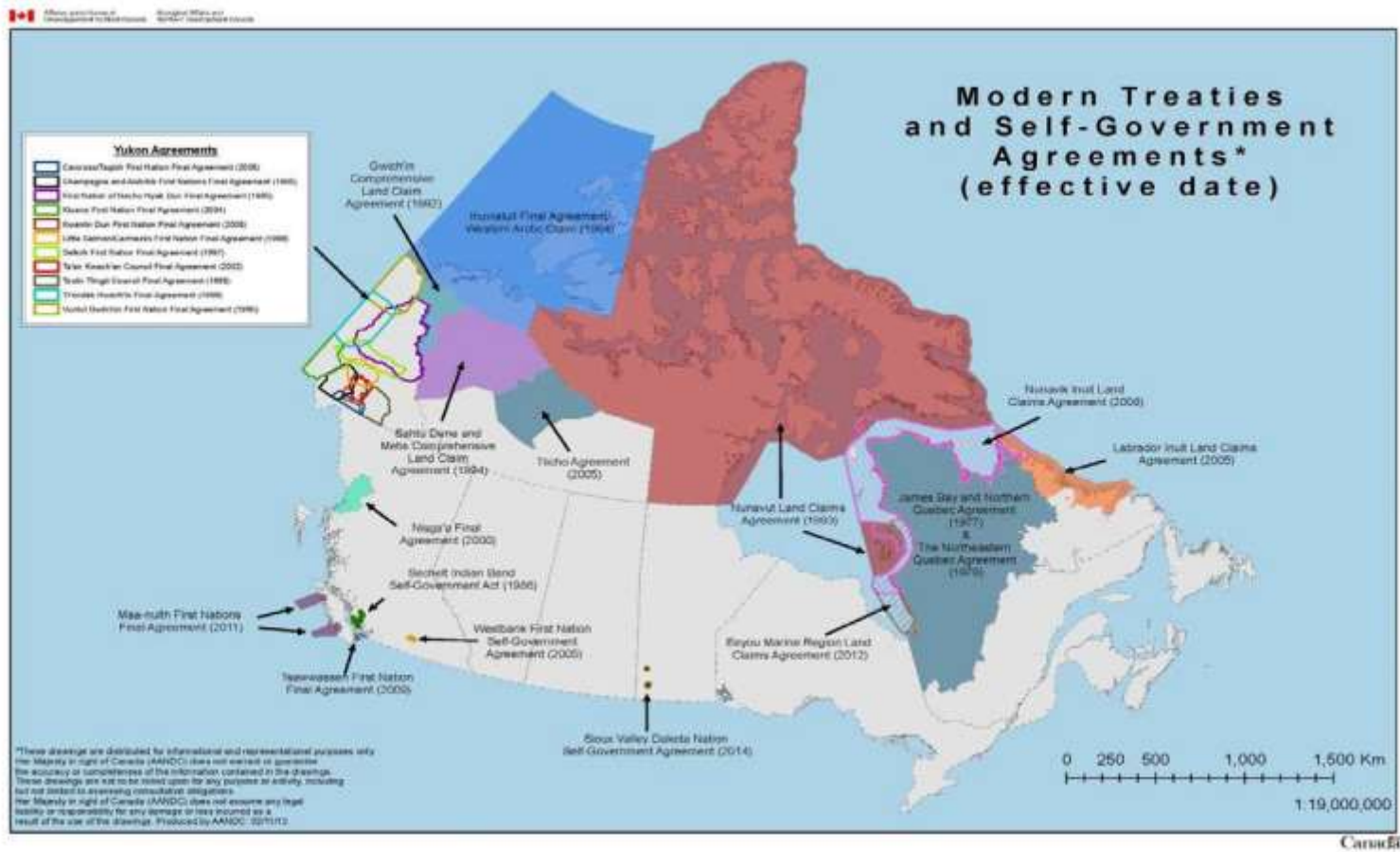
# MCM Objectives

## Completing Aboriginal Benefits Plans

- Comprehensive Labour Capacity Study: determines skills, availability of Aboriginal and local workforce.
- Detailed Procurement Plan for Aboriginal businesses:
  - AOC
  - PSAB with AOC



# Treaties/Self-Government Agreements





# Government Tenders

- Financial Evaluation
- Technical Evaluation
  - Assess bidders competency
  - Key team member qualifications
  - AOCs

## Effective Criteria:

- Complements statement of work
- Weighted to align with capacity
- Informed by engagement with local knowledgeable parties



# Aboriginal Opportunities Considerations

- Maximizes opportunities for Aboriginal communities, businesses and individuals local to the CLCA
- Bidders earn technical points for guarantees to maximize local involvement from within the land claim area
- Technical AOC Criteria may include: Aboriginal labour, subcontracting with Aboriginal businesses, and providing training opportunities.



# Aboriginal Opportunities Considerations



- At contract award, the successful bidder's AOC guarantees become firm commitments in contract.
- Benefits to the Aboriginal group are realized from the procurement.
- Incentives / penalties encourage contractors to meet their commitments.

# Aboriginal Opportunities Considerations

- AOC criteria encourages all bidders to maximize the use of local, regional and Aboriginal capacity
- Bidders set their own level of commitments after assessing Aboriginal capacity and deciding how to submit the most competitive bid
- Evaluation results frequently demonstrate a direct correlation between strong technical bids and meaningful Aboriginal commitments

**AOCs: fair, open, transparent; they work**



# Examples of AOC Criteria



- Head Office
- Training
- Onsite Labour
- Subcontractor
- Suppliers

# Training

- Bidders commit to delivery of on-the-job training and apprenticeship programs
- Provides community members with transferable knowledge and skills.
- Consider skills to develop, duration, and number of Aboriginal persons to train



# Labour

- Bidder evaluated on guarantee to maximize local, regional and onsite Aboriginal workers from the area of contract
- Includes Prime Contractor and/or Sub-contractor staff
- Bidders provide positions, categories, percentage of labour, labour hours, total project hours staffed by onsite Aboriginal workers
- Employment confirmed by supporting documentation from Contractor (and Departmental Representative)



# Sub-Contractors / Suppliers



- Bidders use Aboriginal sub-contractors or suppliers, from the area of the contract in carrying out the work
- Bidder evaluated on firm guarantee to use Aboriginal sub-contractors for services or procuring supplies from the area of the contract



# Aboriginal Labour Recruitment Plan

- Bidder provides a written plan of consultations, measures and proposed procedures to be taken to deliver their Aboriginal employment commitments made in the bid.
- Identifies how percentages will be achieved by listing on-site positions that will be staffed by Aboriginal employees



# Opportunities to do Business

- Prime company or contractor
- Joint Venture
- Sub-contractor
- Filling Open Pits
- Borrow Material
- Tailings Containment Areas
- Contaminated Soil Removal/  
Remediation
- Site Services – site roadway system  
upgrades / fencing
- New Water Treatment Plant



# Self Identify - make your business known!

- Parsons' Community Economic Development Manager - Louie Azzolini
- Aboriginal Business Directory
- Register with Supplier Registration Information (SRI); get a Procurement Business Number (PBN)
- Identify as Interested Supplier on Buy and Sell



Remediation - CAM-C Matheson Point, NU (EW699-171163/B)

### Tender Notice

<b>Status</b>		<a href="#">Find Out Who is Interested in This Tender</a>
<b>Publishing status</b>	Active	
<b>Days to closing</b>	3 weeks 6 days hence	Are you looking for partnering opportunities or thinking about bidding? Find out who is interested in the tender and add your name to the List of Interested Suppliers.
<b>Dates</b>		<b>Important:</b> The LIS for a specific tender notice does not replace or affect the tendering procedures in place for the procurement. Businesses are still required to respond to bid solicitations and to compete based on established bid criteria. For more information please read the <a href="#">List of Interested Suppliers Terms of Use</a> .
<b>Publication date</b>	2010/10/06	
<b>Amendment date</b>	2017/01/03	
<b>Date closing</b>	2017/03/01 14:00 Mountain Daylight Time (MDT)	<b>Access the List of Interested Suppliers for this tender</b>
<b>Details</b>		<a href="#">Remediation - CAM-C Matheson Point, NU (EW699-171163/B) - List of Interested Suppliers</a>
<b>Reference number</b>	PW-SNCS-003-10360	
<b>Solicitation number</b>	EW699-171163/B	
<b>Region of delivery</b>	Nunavut	
<b>Notice type</b>	Letter of Interest (LOI)/Request for Information (RFI)	
<b>GSIN</b>	<a href="#">E100F: Northern Contaminated Site Environmental Clean-up Work/Services</a>	
<b>Trade agreement</b>	None	
<b>Tendering procedure</b>	All interested suppliers may submit a bid	
<b>Procurement entity</b>	Public Works and Government Services Canada	

### Activity

The following statistics are only for the English page and are provided in close to real time. To calculate the total activity for a tender notice, you will need to add the English and French statistics.

<b>Page views (English page)</b>	1210
<b>Unique page views (English page)</b>	396
<b>Tender Notice feed</b>	Get notifications for this search result using a web feed.  or 

Contact Office of Small and Medium Enterprise; register as a supplier



# Office of Small and Medium Enterprise

- [Buyandsell.gc.ca](http://Buyandsell.gc.ca)
- National Info line: 1-800-811-1148
- Western Region – Edmonton
- Telephone: 780-497-3601
- Toll free: 1-855-281-6763
- Facsimile: 780-497-3506
- [osme-bpme-wst@pwgsc-tpsgc.gc.ca](mailto:osme-bpme-wst@pwgsc-tpsgc.gc.ca)





Questions?

Comments?

