



# DFO-CCG Indigenous Procurement Policy Dialogue

## CCAB efforts to increase Federal Procurement from Indigenous Businesses

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# Presentation Objectives

1. Outline research work that justifies the case for change
2. Present public policy work that outlines change
3. Describe next steps to drive change



# Who we are



- Established in 1984
- National, pan-Indigenous, member-based organization
- Non-profit and Non-partisan – Receives no core government funding
- Over 1,100 members
- Key programs – Trade & Export, PAR, CAB, TFAB, Research, and Aboriginal Procurement Marketplace

## **MISSION**

**To foster sustainable business relations between First Nations, Inuit and Metis businesses and Canadian Business**



# 1. Research: Justifying Change

# Research

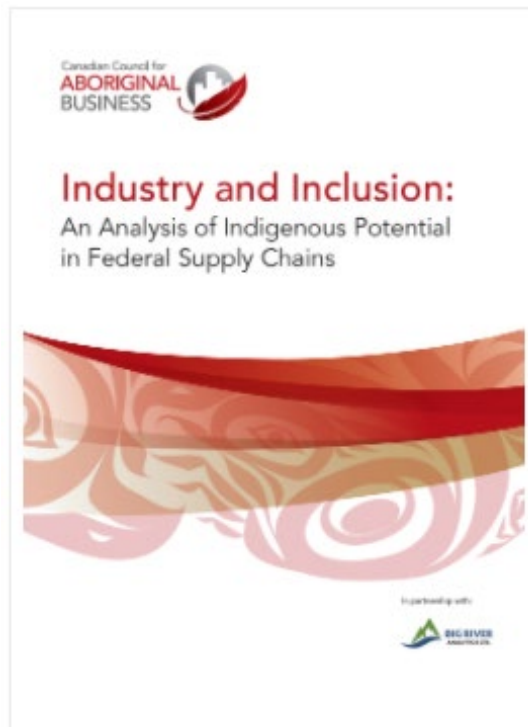




# 1. Research: Justifying Change

## Purpose:

1. Ascertain the current “state of play” concerning Indigenous procurement.
2. Assess the capacity of Indigenous businesses to deliver Federal procurement.
3. Recommend a reasonable target for the Government of Canada to increase Indigenous procurement.

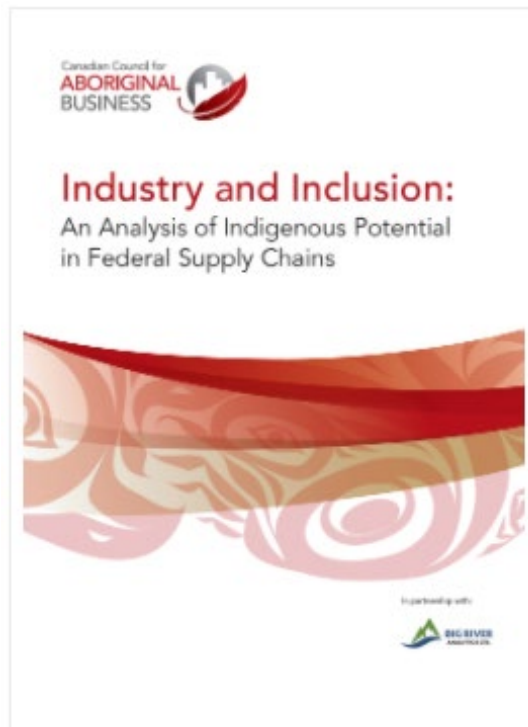




# 1. Research: Justifying Change

## Key Findings:

1. In 2015, 0.32% of Federal procurement was supplied by Indigenous businesses.
2. There is no shortage in the capacity of Indigenous suppliers to meet the Government of Canada's 5% target.
3. Indigenous businesses have the capacity to supply **24.2%** of the goods and services purchased by the Federal Government annually.

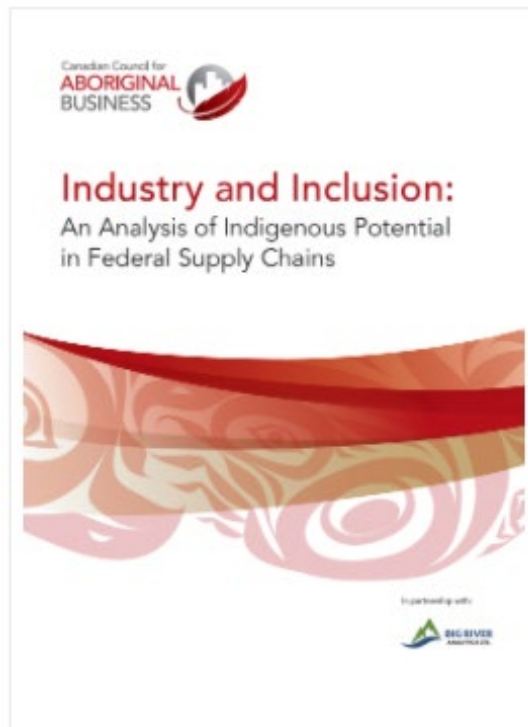




# 1. Research: Justifying Change

## Key Recommendations:

1. The Federal government should set an Indigenous procurement target of 5% within five years, through a 1% increase annually.
2. Each Federal organization should lay out a strategy to achieve this target and then track and report annually on progress.
3. The Government of Canada should support existing Indigenous businesses where there is insufficient Indigenous capacity to supply Federal procurement demands.





## 2. Policy: Outlining Change

# Public Policy







## 2. Policy: Outlining Change

### Purpose:

1. Provide the Government of Canada with specific guidance on how to successfully increase Indigenous procurement in support its 5% target.
2. Supply international and domestic best practices to support recommendations.
3. Note that increasing Indigenous secondary procurement is necessary, but not sufficient, for the Government of Canada to fulfil its procurement commitments.





## 2. Policy: Outlining Change

### Key Recommendations:

1. Create adequate commercial viability in Indigenous subcontracting at the Federal level.
2. Communicate and coordinate procurement opportunities.
3. Ensure compliance and accountability.
4. Build capacity within Indigenous businesses to respond to subcontracting opportunities.





## 3. Advocacy: Driving Change

# Next Steps





## 3. Advocacy: Driving Change



- Completing the circle and ensuring that recommendations continue to be informed by the best available data.
- “Nothing about us, without us:” Indigenous peoples must lead the shaping of Federal efforts to improve Indigenous procurement.
- Understand that success will require an iterative process: set targets, publish results and promote constant improvement.



Chí-Múígwetch

