

CURRENT & FUTURE OPPORTUNITIES

WE WANT TO INCREASE INDIGENOUS PROCUREMENT 5+%

OUR GOAL:
DFO-CCG PROCUREMENT POLICY for INDIGENOUS BUSINESSES

SUPPORTING ECONOMIC GROWTH and COVID RECOVERY

HOW CAN WE SUPPORT EMERGING BUSINESSES?

2019-2020 CURRENT STATE
2.1% OF CONTRACT VALUE

OPPORTUNITIES
SCIENCE & TECHNICAL
11.4% OF CONTRACTS
3.17% OF VALUE

- MORE CONTRACTS WITH AAROMS!
- STANDING OFFERS FOR SAMPLING & COLLECTION
- HABITAT ASSESSMENT & REMEDIATION
- ALIGN WITH TIDES, GC, CA
- GET GIS EXPERTS ONTO PROSERVICES

OPPORTUNITIES
PROFESSIONAL & MANAGEMENT
9% OF CONTRACTS
1.5% OF VALUE

- LEVERAGE FISHERY GUARDIANS
- FUTURE HARBOUR AUTHORITIES, RESOURCE MANAGEMENT, INDIGENOUS KNOWLEDGE

WHAT ARE PRIORITIES? WHAT CAN WE LEARN?

OPPORTUNITIES
REPAIR & MAINTENANCE
2% OF CONTRACTS
2.48% OF VALUE

- WATERWAY MANAGEMENT
- SHIP REPAIR & ASSESSMENT OF WRECKS
- DOCK MAINTENANCE
- BUOY SERVICING
- FUEL & ELECTRICITY

WE CAN SIGNIFICANTLY INCREASE

OPPORTUNITIES
TRAINING & MEETING
5.5% OF CONTRACTS
2% OF VALUE

- WE CAN PROACTIVELY MEET & STAY AT INDIGENOUS OWNED VENUES
- ESPECIALLY BC & NUUNAVUT

OPPORTUNITIES
CHARTER & TRAVEL
7.2% OF CONTRACTS
1.65% OF VALUE

- INDIGENOUS GUIDES
- INUIT AIR CARRIERS
- DIVING SERVICES ARE A HUGE OPPORTUNITY

OPPORTUNITIES
OFFICE SUPPLY & SERVICES
8.7% OF CONTRACTS
18.1% OF VALUE

- IMAGING, PHOTOGRAPHY, DRONES

CANADIAN COUNCIL for ABORIGINAL BUSINESS

PRODUCED REPORT ON PROCUREMENT RECOMMENDATIONS

MEASURE & REPORT ON HOW WE'RE DOING!

AIM for 5% IN NEXT 5 YEARS! (1% PER YEAR)

EACH DEPARTMENT SHOULD LAY OUT A STRATEGY

SUPPORT EXISTING INDIGENOUS BUSINESSES

BUILD CAPACITY to RESPOND to SUBCONTRACTS

POLICY for OUTLINING CHANGE

ENSURE COMPLIANCE and ACCOUNTABILITY

TIMEFRAMES FOR BIDDING that WORKS!

COMMUNICATING OPPORTUNITIES

CHANGE TAKES TIME... IT'S ABOUT ECONOMIC RECONCILIATION

WEED OUT NEGATIVE JOINT VENTURES OR "GHOSTING"

UTILITY COMPANIES ARE OFTEN LEADERS

TIMELINES are FASTER WITH COVID

HOW MIGHT WE STREAMLINE?
HOW CAN WE BETTER SHARE?

NATIONAL AAROM MEETING LAID OUT POTENTIAL SKILLS and SERVICES NEEDED for PROCUREMENT

BEST PRACTICES LEARNED & LESSONS

CULTURALLY RELEVANT PROCUREMENT PROCESSES

MORE ACCESS to OPPORTUNITIES

OPEN COMMUNICATION and FEEDBACK

CULTURAL AWARENESS TRAINING BUILT INTO ANY CONTRACT THAT IMPACTS COMMUNITY

JOINT VENTURES, REGISTRIES & OTHER IDEAS

SEEK BUSINESS REGISTRIES THAT NATIONS MAINTAIN

UNDERSTAND JOINT VENTURES and HOW SOME ARE AUTHENTIC, OTHERS ARE NOT

EMPLOYMENT INCENTIVES:
→ ON-THE-JOB TRAINING
→ COACHING

THIS IS STAGE ONE of OUR JOURNEY