



Path to Procurement: Interactive Session

- Awareness and Understanding
 - Getting on business registries and getting a vendor number
 - Portal for buyandsell.gc.ca
- Training and Skills Development
 - Proposal writing
 - Other key capacities?
- Business Development
 - Networking opportunities, e.g. trade shows for government and businesses
- Getting a ‘foot in the door’
 - Ways to help Indigenous vendors gain experience?





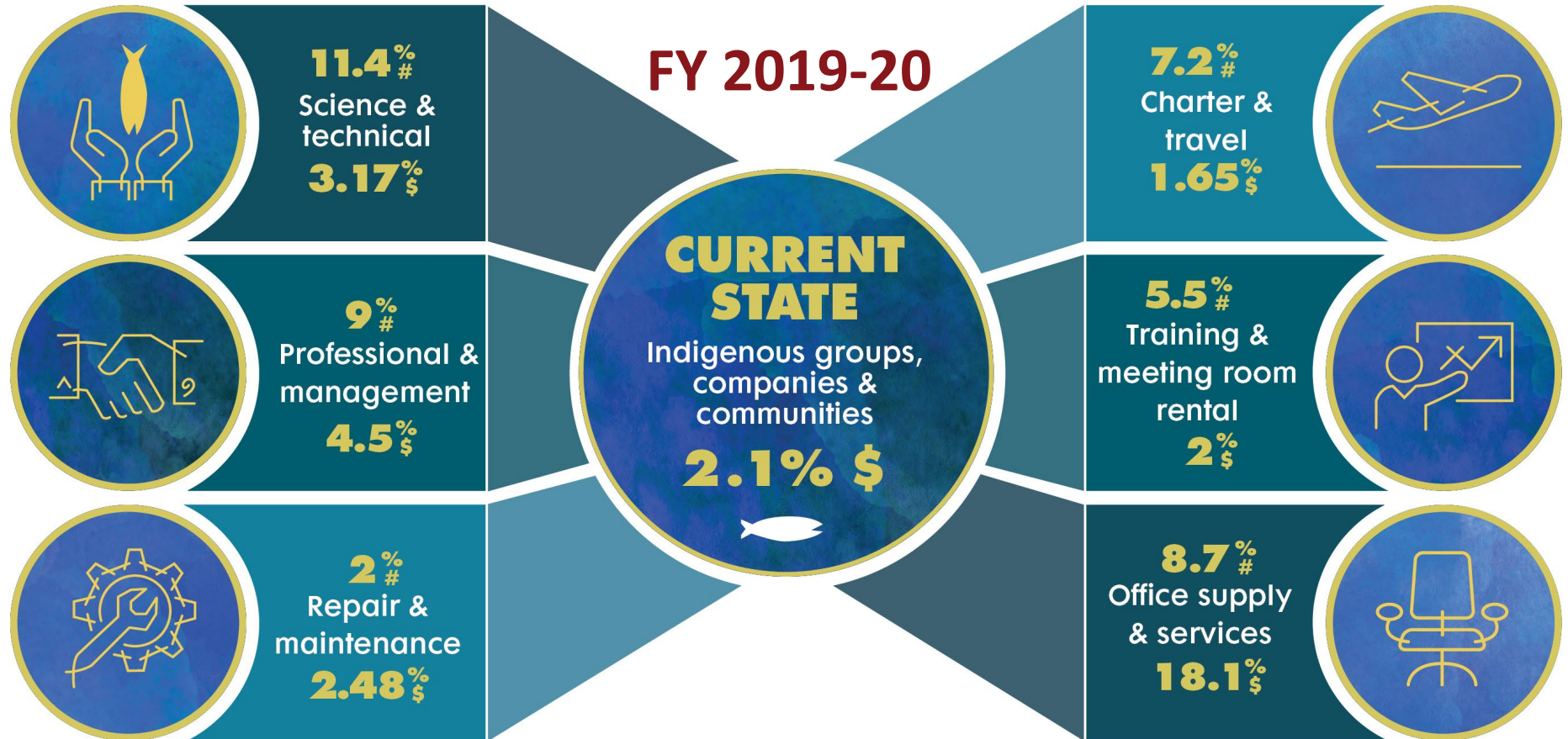
Outcomes of Previous Session

- Current state findings (FY2019-20 contracts) and potential opportunities in several ‘matching areas’
 - Science and technical activities
 - Professional and management consulting services
 - Repair- and maintenance-related contracts
 - Charter- and travel-related activities
 - Training and room rentals for meetings
- Gauging interest and Q&A
- Joint ventures, registries and employment incentives
 - Pros/cons: what we’ve heard so far





Current State: 2.1% of Contract Value





Proposed Opportunities

1. Science and technical

- Assessing/remediating contaminated sites and fish habitat
- Create Standing Offers for sampling and data collection
- Help those with GIS expertise get on ProServices
- Align with tides.gc.ca (Tide Gauge Attendant)

2. Management and professional

- Opportunities through ‘Other business service agreements in support of mandate delivery’
 - Leverage capacities of fishery guardians
 - Future potential, re: harbour authorities, resource management advisors, Indigenous knowledge





Proposed Opportunities

3. Repair and maintenance

- Construction and repair/maintenance capacity expertise
 - Docks, wharves, breakwater, etc. (Small Craft Harbours)
 - Supply chain re: ship repair and annual refit contracts
 - Building maintenance (interior / exterior)
- Buoy servicing in Pacific and North (e.g. Mackenzie River)

4. Charter and travel

- Set-aside for Inuit air carriers
- Standing offer/supply arrangements for Indigenous guides
- CCG need for Diving services

5. Training and meeting room rentals

- Standing offer and/or set-aside for resource management meetings in Indigenous-owned centers (across Canada)





Joint Ventures, Registries and Other Ideas

- Joint Ventures
 - Commercial enterprise undertaken jointly by two or more parties which otherwise retain their distinct identities
 - Pros: helpful for larger contracts when need additional capacity
 - Cons: potential for ‘ghosting’ – who keeps track of ongoing benefits?
- Business Registries
 - PSAB Indigenous business registry
 - Inuit business registries: Nunavut, Inuvialuit, Nunatsiavut and Nunavik
 - Pros: helpful for set-asides
 - Cons: not everyone is registered, how often updated?





Joint Ventures, Registries and Other Ideas

- Employment Incentives
 - Matcon (Vendor to DFO and in joint ventures with Indigenous companies)
 - Provides training and employment opportunities on-the-job training and apprenticeship opportunities.-
 - Contributes to training programs, provides equipment and participate in local career-development initiatives
 - Provides coaching support to assist members in overcoming employment barriers
 - Pros / cons?
- Other ideas?





What's Next? Upcoming Sessions

- Two more sessions
 - December 9: Administrative Constraints & Opportunities
 - Public Services and Procurement Canada, including the Office of Small and Medium Enterprises
 - Indigenous Services Canada
 - DFO–CCG Procurement Center of Expertise
 - DFO–CCG officials from various regions and sectors
 - December 14: Capacity Path to Procurement
 - National Aboriginal Capital Corporations Association
 - Access to capital solutions
 - Whiteboarding exercise: Path to Procurement tool
 - Help those learn how to become an Indigenous vendor





What's Next? Outputs and Outcomes

- Outputs

- Final report

- documenting project and workshop results
- recommending desired elements of a DFO–CCG Indigenous Procurement Policy
- suggesting potential next steps, e.g. pilots

- Outcomes

- Procurement opportunities matched to current capacities
- Direction to achieve 5% procurement objective





Thank you for participating in these sessions!

