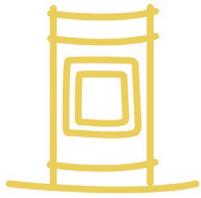


Previous Engagements, Sessions & Research

- Dividing up large contracts to enable sub-contracting
 - Heard from/during discussions with NIEDB, NICFI and A-Tlegay
 - What constraints prevent this?
- Networking opportunities
 - Trade shows, technical briefings (DND, Outlook2020-marine)
- Plain language, complete contract package “less rigidity”
 - Lessen number of questions for clarification
 - Less bureaucratic for procurement officers and bidders
 - Breaking ‘habits,’ re: not using templates with unnecessary requirements

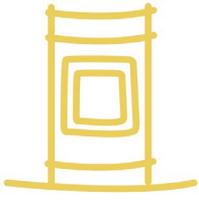




Previous Engagements, Sessions & Research

- Pros/cons: Submitting Expression of Interest
 - Responding to Requests for Information
- Benefits of Advanced Notices
 - More time to prepare bid (30 day notice required in NTI policy, 60 days recommended by CCAB)
 - What prevents this on government side?
- Connectivity constraints “real problem everywhere”
 - Move to e-Procurement may increase barriers to procurement
- Access to capital and/or shift to currency economy
 - Getting payments faster; especially in the North
 - Pros/cons of advances

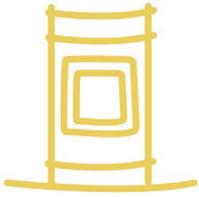




Previous Engagements, Sessions & Research

- During Indigenous Program Review
 - Questioning rationale for competing with science/technical persons from out of province or watershed for contract work in traditional territorial waterways
 - More attention to service delivery area of contract (e.g. rather than ‘province’ more geographic-specific)
 - Heard this on December 7th as well
- Opportunities for youth: yet to fully discuss
 - Indigenous population growing





Proposed Opportunities into Pilots

1. Science and technical

- Assessing/remediating contaminated sites and fish habitat
- Standing Offers and/or set-aside for AAROMs to do sampling and data collection

2. Management and professional

- Leverage capacities of fishery guardians to do fisheries verification service contracts
 - at-sea monitoring
 - dockside verifying
 - recreational fisheries monitors





Proposed Opportunities into Pilots

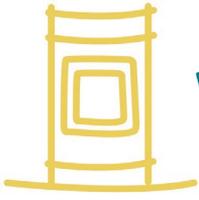
3. Repair and maintenance

- Matching construction and repair/maintenance capacity expertise with small craft harbour repairs
- Matching ship and other CCG (marine servicing) contracts to qualified personnel coming out of the Indigenous Marine Servicing Initiative projects and/or with existing capacity

4. Charter and travel

- CCG need for Diving services matched with desired career path
 - potential training program to develop those professionals to be ready for contracts during times of need?
- Standing offer/supply arrangements for Indigenous guides across Canada (to help with science and other DFO/CCG needs)
- Set-aside for Inuit/Northern air carriers





What's Next? Last Session and Project Report

- December 14: Capacity Path to Procurement
 - National Aboriginal Capital Corporations Association
 - Whiteboarding exercise: Path to Procurement tool
 - Help those learn how to become an Indigenous vendor
 - Interactive discussion: Advancing pilots
- January (post holiday season): Final report
 - documenting project/session results, including pilot ideas
 - recommending desired elements of a DFO–CCG Indigenous Procurement Policy
- Outcomes:
 - Procurement opportunities matched to current capacities
 - Direction to achieve 5% procurement objective

