



Bid Simulation Workshop

Baffinland IBA Procurement Process

1

ANNUAL INFORMATION SESSIONS

1. Updates about the Mary River Project, and future contracting opportunities.
2. Workshops for Inuit Firms and entrepreneurs to become familiar with the Baffinland procurement process.
3. Opportunity for Inuit Firms and entrepreneurs to pre-qualify and request support in developing their business.



2

PRE QUALIFICATION

The pre-qualification process is an open process and an Inuit Firm can pre-qualify at any time. Support is available for Inuit Firms who may require it.

1. Pre-qualification Categories

- The list of categories in which Baffinland will seek to award contracts
- For a copy of the list, please email procurement@Baffinland.com

2. Pre-qualification Questionnaire

- Any Firms interested in pre-qualifying are required to complete a Pre-Qualification Questionnaire
- The questionnaire should be sent by email to procurement@Baffinland.com

3. Approval

- Qualifying Firms are notified, and added to the Baffinland Contracting Database for future consideration in the category or categories for which they have pre-qualified
- And explanation will be provided to Firms who do not pre-qualify, along with recommendations on areas of business development which will help the Firm pre-qualify in the future

2

PREFERRED INUIT FIRM STATUS

1. Any Qikiqtani business with 100% Inuit ownership can apply at any time to become a Preferred Inuit Firm (PIF) with Baffinland and gain early access to contracting opportunities valued up to \$3M at the Mary River Project.

You must meet the following criteria to be designated as a PIF:

- Registered with Nunavut Tunngavik Incorporated (NTI)
- Located and operating within the Qikitani Region of Nunavut
- 100% owned and operated by Inuit (not a joint venture with a larger organization)
- Ability to demonstrate community presence

2. Application & Status

- To apply, submit your PIF application to procurement@Baffinland.com
- PIF Application is Section 10 Appendix of the pre-qualification form
- You will be notified of your status, and listed on Baffinland's Preferred Inuit Firm Register
- The Baffinland PIF Register is reviewed and consulted ahead of any ACN release for potential early access/ direct negotiation opportunities

3

TENDERING

1. Advanced Contract Notification (ACN)

- An ACN is issued to all Inuit Firms on the Baffinland Contracting Database and to all Firms on Nunavut Tunngavik Incorporated's (NTI) Inuit Firm Registry. Inuit Firms who have not pre-qualified through the open process may submit Pre-Qualification Questionnaires at this time
- The ACN deadline period is 45 days from release date

2. Invitation to Tender

- Only Firms that have pre-qualified will be notified and invited to tender

3. Tender

- All Firms will be expected to submit a Contractor Inuit Content Plan with their bid and describe how the Firm will maximize Inuit content, including through employment, training, subcontracting Inuit Firms, and/or purchasing goods from Inuit Firms
- Bids are evaluated based on a number of criteria, including compliance with health, safety, and environmental requirements, technical competence, schedule, commercial competitiveness, and maximizing Inuit content

3

TENDERING

4. Bid Evaluation

- Bids are evaluated on a 100-point scale. Weighting of the criteria is as follows for goods and services contracts:

Goods:

- 70 points (out of 100) for Non-Inuit criteria
- 30 points (out of 100) for Inuit criteria

Services:

- 80 points (out of 100) for Non-Inuit criteria
- 20 points (out of 100) for Inuit criteria

5. Award

- To maximize Inuit employment and contracting, additional points will be awarded to Inuit Owned businesses and/or businesses that can demonstrate a greater degree of Inuit employment, training, subcontracting Inuit Firms, and/or purchasing goods from Inuit Firms

Contact Information

Qikiqtani Inuit Association:

- Kris Mullaly , kmullaly@QIA.ca
- Eva Onalik, Eonalik@QIA.ca

Baffinland Procurement:

- Song Yang, song.yang@Baffinland.com
- David Vendramin, david.vendramin@Baffinland.com
- Natilee Zulerons, natilee.zulerons@Baffinland.com
- Siobhan MacDonald, siobhan.macdonald@Baffinland.com
- General Inquiries, procurement@Baffinland.com

