

AGNICO EAGLE



- Agnico Eagle promotes and supports **sustainable economic development** for the benefit of the greatest number of Inuit.
- Effective, ongoing partnerships with Inuit Firms and communities in the Kivalliq region are important for the successful development and operations of our projects.
- The IIBA establishes **pre-qualification and other guidelines** that are designed to enhance opportunities for Inuit Firms and communities to benefit from our projects. KIA and AEM are currently collaborating on ways to ensure the most amount of Inuit Firms get pre-qualified



PREQUALIFICATION



Prequalification is a mandatory process to pre-approve companies that are allowed to bid on Agnico Eagle contracts

- Companies are prequalified for contracts depending on **category** and **size**, and they are evaluated based on a company's:
 - Experience
 - Management experience
 - Technical capacity
 - Financial capacity
 - Health, safety & environmental performance history
 - Human resources
 - Equipment & assets
 - Past performance on other projects
- Companies that are prequalified for relevant categories are put on a bidders list (Prequalification List) and are invited to bid on Agnico Eagle tenders



PROCESS

ANNUAL INFORMATION SESSIONS

Includes:

- Updates on Agnico Eagle projects and future goods and services requirements.
- Workshops for Inuit and Inuit businesses to become familiar with the Agnico Eagle procurement process.



THE PRE-QUALIFICATION PROCESS



CATEGORY LIST

These are the categories that Agnico Eagle will seek to award contracts and can be found at www.aemnunavut.ca. Updates are advertised from time to time in a Nunavut newspaper.



EXPRESSION OF INTEREST (EOI)

Businesses interested in qualifying in a contract category should send an email to strategic.procurement@agnicoeagle.com.



INVITATION TO PRE-QUALIFY

Agnico Eagle procurement will invite businesses who expressed interest in a contract category to download and submit the pre-qualification forms.

PRE-QUALIFICATION FORMS

All businesses must complete 3 forms found at www.aemnunavut.ca/opportunity/suppliers and submit them to strategic.procurement@agnicoeagle.com.



APPROVAL – BIDDERS LIST

Qualifying businesses are notified of their pre-qualification status and classification. Businesses not approved for the bidders list can request a review.

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Step 4: Fill the three forms

- General Information Form

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Download the pre-qualification form A. General Information

Download the pre-qualification form B. Health and Safety

Download the Categories List

AGNICO EAGLE Agnico Eagle Mines Limited
IIBA Pre-qualification Form "A" General Information

1. GENERAL INFORMATION

1.1. Legal entity (company) name: [Redacted]
Contact Name [Redacted]
Title and Email [Redacted]
Generic Email [Redacted]
Legal Location Address [Redacted]
Street /No: [Redacted]
City: [Redacted]
Province/Territory: [Redacted] Postal Code: [Redacted]
Country: [Redacted] Telephone #: [Redacted]
Date Founded / Incorporated: [Redacted]

1.2. Nunavut Tunngavik Inc Is the company (legal entity) registered to Nunavut Tunngavik Inc? YES NO
NT/# Please attach your certificate. (NT#IFRXXXX)

If yes, Company owned by:
Northern Partner (if existing) [Redacted]
Ownership % [Redacted]
Southern partner (if existing) [Redacted]
Ownership % [Redacted]

If applicable, Joint Venture [Redacted]

1.3. Employment Base Questions:
Please confirm if either of these statements are true:
If your firm employs the equivalent of six (6) full-time employees or less, is at least one such full-time employee Inuit (must include subcontractor)?
 YES NO
If your firm employs more than the equivalent of six (6) full-time employees, at least 33% of such full-time employees are Inuit (must include subcontractor).
 YES NO


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PREQUALIFICATION



Step 5: Email all 3 forms to Nunavut Procurement

- strategic.procurement@agnicoeagle.com



Need help? Have questions?
Email Agnico Eagle at
strategic.procurement@agnicoeagle.com

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- strategic.procurement@agnicoeagle.com



MAXIMUM ALLOWABLE PREFERENCE POINTS



Only NTI registered businesses will have preference points applied to their tender evaluations

Preference Points Evaluation Criteria:		Maximum Preference Points			
		Services		Goods	
NTI Registered		1		1	
Net Profits to Inuit Firm*	51% of contract profits goes to Inuit Firm	5		3	
	41% of contract profits goes to Inuit Firm	4			
	31% of contract profits goes to Inuit Firm	3		1.5	
	21% of contract profits goes to Inuit Firm	2			
	11% of contract profits goes to Inuit Firm	1	15	1	8
Meets the Inuit Employment Base*		4		1	
Exceeds the Inuit Content Set in Tender		2			
Local Presence*	Affected Community (Baker Lake, Chesterfield Inlet or Rankin Inlet)	3		3	
	Kivalliq Region	2		2	
	Nunavut	1		1	
Non-NTI Firms (Maximum):			85		92
Total:			100		100

*Definitions on next slide

POTENTIAL IDEAS FOR BUSINESS START UPS



- These ideas are just that – **ideas**.
- They hold **potential** for a business which could benefit from providing services and goods either directly or indirectly to our Nunavut operations
- There may also be potential barriers to building any type of business – that is why it is important to **build a business plan** and **get informed** before starting
- There are lots of **resources** out there that can help!

POTENTIAL IDEAS FOR START-UPS: STARTING SMALL

Painting Business



Repainting hallways and offices

What you'll need:
Manpower, painting supplies, paint could be procured by company or supplied by site

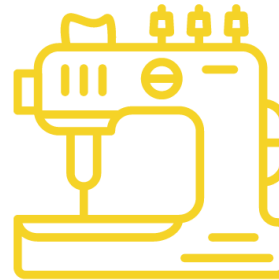
Quick Stop/Vending Machine Supply



Supplying snacks, pop and toiletries to the Quick Stop and vending machines on site

What you'll need:
Storehouse of goods and manpower for transporting and refilling them

Work Clothing Repair



Repairing coveralls, boot covers, and other work clothing

What you'll need:
Sewing equipment and a facility (1 sewing centre) or administration (multiple sewing facilities)

Fire Extinguisher Refill



Emptying and refilling fire extinguishers on site

What you'll need:
Refill machine, power, supply of refill material, certificate

POTENTIAL IDEAS FOR START-UPS: BUILDING UP



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Massage Therapy or Kinesiology



Indirect: offering services to employees and contractors on site (permanent AEM employees have benefits)

What you'll need:
Registered Massage Therapy, Registered Kinesiologist (accreditation)

Signage Printing Business



Printing and supplying signs for roads, buildings, etc.

What you'll need:
Digital printer and facility space, a computer, computer and design skills

Laundry Services



Picking up laundry from site, wash, dry, fold, bring back to site

What you'll need:
Washer/dryer facility, manpower, transport vehicle for pick-up/drop-off, water access/permits

Surveying

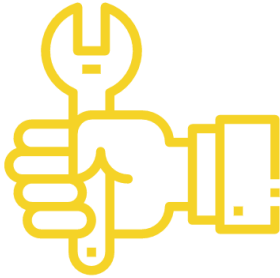


Surveying manpower for exploration or operations

What you'll need:
GPS/total station equipment and survey college/university degree

POTENTIAL IDEAS FOR START-UPS: THINKING BIG

Alternator Starter Rebuild Shop



What you'll need:
Tools, parts, garage, license

Radiator Repair



What you'll need:
Industrial/commercial space,
vehicle lifts, welders, tool kits,
etc.

Light Vehicle & Small Engine Repair



What you'll need:
Car workshop, mechanics or
mechanical skills

POTENTIAL IDEAS FOR INUIT FIRM START UPS



- If you are looking for more ideas, here are some options:
 - Consult the **Categories List** on www.aemnunavut.ca. The Categories List has all the categories of work that Agnico Eagle contracts.
 - You can ask us to know which contract categories may not yet have Inuit firm suppliers (strategic.procurement@agnicoeagle.com)
- Also consider:
Developing branches: Agnico Eagle is connected by road to Baker Lake and Rankin Inlet, therefore there are opportunities to create branches of businesses in these communities



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THANK YOU!