### AGNICO EAGLE – PREQUALIFICATION AND BUSINESS INFORMATION SESSIONS

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## **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



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## 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



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## 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 prequalification 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.

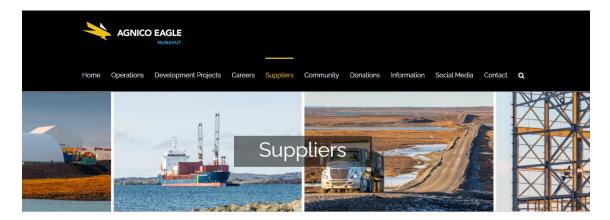


APPROVAL – BIDDERS LIST

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



- Step 1: go to the official Agnico Eagle website: <u>www.aemnunavut.ca</u>



#### Nunavut Procurement and Tendering

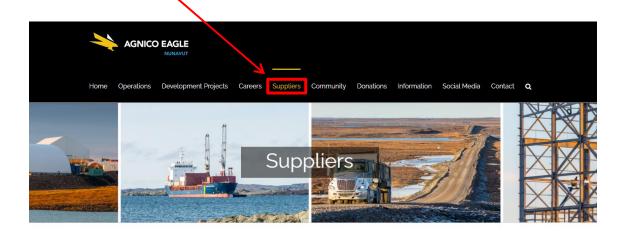
Agnice Eagle promotes and supports sustainable economic development for the benefit of the greatest number of inuit, with priority being given firstly to the affected communities, then the other Kivalilq communities.

Effective, ongoing partnerships with inuit Firms and communities in the Kivaliliq region are important for the successful development and operations of our projects. Agnico Eagle has established clear principles that guide our approach to procurement, which are designed to enhance opportunities for inuit Firms and communities to benefit from our projects.

Please read below for the pre-qualification and lendering process of all contracts. Please note that all inuit Firms who wish to apply for a contract must meet the pre-qualification requirements and be approved by Agnico Eagle Mines.



• Step 2: Click on the Suppliers tab / ۲۶۰۳ 2: ግዮالے አርግስ



#### Nunavut Procurement and Tendering

Agnice Eagle promotes and supports sustainable economic development for the benefit of the greatest number of inuit, with priority being given firstly to the affected communities, then the other Kivalilq communities.

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Please read below for the pre-qualification and lendering process of all contracts. Please note that all inuit Firms who wish to apply for a contract must meet the pre-qualification requirements and be approved by Agnico Eagle Mines.



- Step 3: Click on the links A, B and C to download the prequalification forms and categories list





### Step 4: Fill the three forms

General Information Form

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	Agnico Eagle Mines Limited
SNICO EAGLE	IIBA Pre-qualification Form "A" General Information
GENERAL INFORMATION	
.1.	
Legal entity (company) name:	
Contact Name	
Title and Email	
Generic Email	
Legal Location Address	
Street /No:	
City:	
Province/Territory:	Postal Code:
Country:	Telephone #:
Date Founded / Incorporated:	
NT/# H If yes, Company owned by: Northern Partner (if existing)	Please attach your certificate. (NTI=IFRXXXXX)
Ownership %	
Southern partner (If existing)	
Ownership %	
If applicable, Joint Venture	
1.3. Employment Base Questions: Please confirm if either of these stateme	ents are true:
If your firm employs the equivalent of size time employee Inuit (must include subco	x (6) full-time employees or less, is at least one such full- ontractor);
YES NO	
If your firm employs more than the equiv full-time employees are inuit (must inclu	valent of six (6) full-time employees, at least 33% of such ide subcontractor).
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YES NO	



### Step 4: Fill the three forms

• Health and Safety Form

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CONTRACTOR RATE				
3A. Injury Experience / Historica Use the previous three years injury and	illness records to	complete the follo		1
Year	2018	2019	2020	Total
a) Number of First Aid cases				
<li>b) Number of Medical Treatment cases</li>				
<li>c) Number of Restricted work day cases</li>				
d) Number of Lost Time Injury cases				
d) Number of Lost Time Injury cases e) Number of Fatal Injuries				
e) Number of Fatal Injuries f) Number of Recordable injury cases				
e) Number of Fatal Injuries f) Number of Recordable injury cases g) Total Work Injuries				
e) Number of Fatal Injuries f) Number of Recordable injury cases				
e) Number of Fatal Injuries f) Number of Recordable injury cases g) Total Work Injuries h) Total Work Injury Frequency (*Avg.) i) Lost Time Injury Frequency (*Avg.)				
e) Number of Fatal Injuries f) Number of Recordable injury cases g) Total Work Injuries h) Total Work Injury Frequency (*Avg.)				



### Step 4: Fill the three forms

Categories List

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Agnice Eagle Mines Limit Annico Eagle Limit - Martenous Categories Limit - Martenous						
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Discipline		Categories Description	Comments	Expression of Interest		
Architectural	Supply	Architectural Hardware				
vchitectural	Supply & Installation	Architectural Hardware				
Architectural	Supply	Lumber of different type				
Architectural	Supply & Installation	Interior Finishes				
Architectural	Installation	Interior Finishes				
vchitectural	Supply & Installation	Prefabricated Modules				
Architectural	Rental	Prefabricated Modules				
Architectural	Supply	Prefabricated Modules				
DIVI	Service of	Bridge				
DIVI	installation	Bridge				
DIMI	Supply	Bridge				
DIMI	Supply & Installation	Bridge				
SIVII	Supply	Culvert Pipes				
SIVII	Supply & Installation	Culvert Pipes				
DMI	Supply	Grout				
DIMI	Supply & Installation	Grout				
DMI	Supply	Liner Material				
DIMI	Supply & Installation	Liner Material				
CIMI	Supply	Piles				
DIVI	Supply & Installation	Piles				
CIMI	Service of	Surveying				
Commissioning	Service of	Electrical				
Commissioning	Service of	Mechanical				
Commissioning	Service of	Instrumentation				
Commissioning	Service of	MI				
Commissioning	Service of	Ventilation				
Commissioning	Service of	Generators				
Commissioning	Service of	Infrastructure				
Doncrete	Supply	Concrete				
Doncrete	Supply & Installation	Concrete				
Concrete	Supply & Service	Concrete				
Concrete	Supply	General Use/GUL (Portland Limestone				
Soncrete	Service of	Cement Concrete Placement	Formwork, Rebar, Finish & Curing			
Concrete	Supply	Shotcrete (Underground)				
Concrete	Supply & Service	Shotcrete (Underground)				
Concrete	Installation	Concrete Batch Plant				

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## PREQUALIFICATION



Step 5: Email all 3 forms to Nunavut Procurement

• <u>strategic.procurement@agnicoeagle.com</u>

Need help? Have questions? Email Agnico Eagle at <u>strategic.procurement@</u> <u>agnicoeagle.com</u>

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#### THE TENDERING PROCESS



#### INVITATION TO TENDER

Only companies that have pre-qualified will be invited to tender.

Subject to the terms and conditions of the IIBA, Agnico Eagle will make its best efforts to award contracts to Inuit Firms.

#### PREFERENCE POINTS

Preference points will be given to Inuit companies registered with NTI

UP 8 for goods contracts



Points are given based on:

- NTI registration
- Percentage of profit payable to the Inuit company
- Number of Inuit employees
- Local presence (priority given to Rankin Inlet, Chesterfield Inlet and Baker Lake, depending on the contract site)



- cost competitiveness
- performance and delivery
- past implementation of Inuit training.
- To help Inuit companies compete with southern businesses and to recognize Inuit content, Agnico Eagle will award preference points to tenders submitted by NTI registered companies.

To maximize Inuit employment, contracts will be awarded with an Inuit Employment Goal that must be met by the selected contractor. To help meet this requirement, Agnico Eagle contractors will have access to the Labour Pool List which includes Inuit candidates from the Kivalliq who have completed the work readiness and mandatory trainings as outlined in the IIBA labour pool process.



## MAXIMUM ALLOWABLE PREFERENCE POINTS



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

		Maximum Preference Points			Points	
eference Points Evaluation Criteria:			Services		Goods	
NTI Registered		1		1		
	51% of contract profits goes to Inuit Firm	5		3		
	41% of contract profits goes to Inuit Firm	4				
Net Profits to Inuit Firm*	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 Te	nder	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	

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## SUMMARY



- All the information can be found on our website <u>www.aemnunavut.ca</u> including:
  - All the forms
  - Contact information for support
  - Frequently Asked Questions
  - Presentations, videos and information
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## 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)



Emptying and refilling fire extinguishers on site

Fire Extinguisher Refill

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

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## POTENTIAL IDEAS FOR START-UPS: BUILDING UP

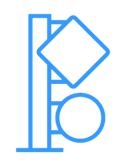


Massage Therapy or Kinesiology



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

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## POTENTIAL IDEAS FOR START-UPS: THINKING BIG



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Alternator Starter Rebuild Shop



What you'll need: Tools, parts, garage, license **Radiator Repair** 



Light Vehicle & Small Engine Repair



What you'll need: Industrial/commercial space, vehicle lifts, welders, tool kits, etc. 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 <u>www.aemnunavut.ca</u>. 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





