



# The Kivalliq IIBA Procurement Process

The Kivalliq Inuit Impact and Benefit Agreements (IIBA), define the following procurement process to ensure that Inuit businesses benefit from Agnico Eagle projects. All businesses must be pre-qualified for the contract category in order to submit a tender. Only NTI registered companies will be eligible for preference points. To see the exact terms and conditions of the IIBA including the procurement process, please visit the Agnico Eagle Nunavut website at [www.aemnunavut.ca](http://www.aemnunavut.ca).

## 1. 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.

## 2. 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](http://www.aemnunavut.ca).

### PRE-QUALIFICATION INTEREST

Businesses interested in qualifying in a contract category should send an email to [strategic.procurement@agnicoeagle.com](mailto:strategic.procurement@agnicoeagle.com).

## PRE-QUALIFICATION FORMS

All businesses must complete 3 forms found at [www.aemnunavut.ca/opportunity/suppliers](http://www.aemnunavut.ca/opportunity/suppliers) and submit them to [strategic.procurement@agnicoeagle.com](mailto: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.

### 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.

## 3. THE TENDERING PROCESS

Preference points will be given to Inuit companies registered with NTI

- UP TO 8 for goods contracts
- UP TO 15 for service contracts
- UP TO 2.5 for bulk fuel purchase 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)

### INVITATION TO TENDER

Only businesses pre-qualified by AEM on a discipline basis or by category of services or goods for Contracts, may be eligible to participate in the Tendering Process. Subject to the terms and conditions of the IIBA, Agnico Eagle will make its best efforts to award contracts to Inuit Firms.



### TENDER

#### Tenders will be evaluated based on:

- 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.



## CONTRACT AWARD

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 Sanajiksanut program which includes Inuit candidates from the Kivalliq who have completed the Pre-employment training program. The Sanajiksanut Program also supports contractors in other activities such as recruitment and mining awareness.

