

Aboriginal Procurement Pilot

Overview

Ontario's Aboriginal procurement pilot is intended to increase Aboriginal business participation in government procurement and support Aboriginal economic development. It can stimulate and diversify Aboriginal business and economic development, and promote partnership opportunities between Aboriginal and non-Aboriginal businesses.

As of March 2012, for a period of two years, Ministries may consider Aboriginal procurement preferences when the goods/services are being procured:

- Impact or benefit Aboriginal people or communities significantly;
- Are culturally specific to Aboriginal people; and/or
- Are primarily designated for Aboriginal people (i.e., procurements that involve a program or policy for Aboriginal people).

Aboriginal Business Eligibility

A **qualified Aboriginal business** is a business that is 51% or more owned and controlled by an Aboriginal person(s).

In the case of a **joint venture or consortium**, there are additional requirements:

- At least 51% of a joint venture or consortium must be controlled and owned by an Aboriginal business or businesses, as defined above.
- At least one-third of the value of the work performed under the contract is completed by an Aboriginal business, either by the Aboriginal partner/contractor or by an Aboriginal sub-contractor.

Ontario Aboriginal Business Directory

The **Ontario Aboriginal Business Directory** is an online database of Aboriginal businesses in Ontario, and the products and services they provide.

The Directory:

- Helps Aboriginal businesses promote their products and services to potential customers;
- Builds partnerships between Aboriginal and non-Aboriginal businesses; and
- Increases business opportunities and supports economic development in Aboriginal communities.

If you're an Aboriginal business located in Ontario, register at
www.ontario.ca/aboriginalbusiness



Aboriginal Procurement Methods

1. Aboriginal Business Set-Aside: A procurement method where a procurement opportunity is 'set aside' for competition among only qualified Aboriginal businesses.

2. Aboriginal Business Participation: Create opportunities to encourage a vendor to partner with, or sub-contract, a qualified Aboriginal business to complete a portion of the procurement opportunity. This can be done through voluntary or mandatory criteria, or by allocating a portion of a procurement opportunity to Aboriginal participation (i.e., specific requirements of the procurement opportunity must be completed by Aboriginal business, or a portion of the spend or percentage of work must be completed by an Aboriginal business).

3. Evaluation Criteria: Consider a vendor's Aboriginal work experience through, for example:

- Provision of training programs for Aboriginal people,
- Establishment of a human resources strategy to increase Aboriginal employment, or
- Partnerships and sub-contracts with Aboriginal businesses.

For more information about the
Aboriginal Procurement Pilot:

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phone 416-212-2286

For more information about how to do
business with the Province of Ontario:

www.doingbusiness.mgs.gov.on.ca