

Northern Purchasing Policy

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RATIONALE & PURPOSE

Manitoba Hydro will encourage participation in business and employment opportunities for **Northern Indigenous** communities within the **Northern Affairs Boundary**.

The purpose of this policy is to identify the appropriate measures which may be utilized to encourage the participation of **Northern Indigenous** communities within the **Northern Affairs Boundary**.

DEFINITIONS

Indigenous Content: refers to the practice of developing tenders incorporating requirements for bidders to include details of **Northern Indigenous** content including such items as labour, equipment rentals, material purchases and service provided.

Manitoba Business: is a business which is registered to do business in the Province of Manitoba, and the firm, or its principals, maintains their facilities, equipment and staff in Manitoba on a continuous basis.

Northern Indigenous: shall mean a First Nations, Non-status Indian, Metis or Inuit person who has resided in Manitoba, north of the **Northern Affairs Boundary** for a cumulative period of five years or more.

Northern Indigenous Contractor: is a Northern Business (including Indigenous joint venture, partnership or corporation):

- Which is at least 51% owned and controlled by Northern Indigenous people; and
- If the business has six or more full-time staff, at least one-third of them are Indigenous people.

Northern Affairs Boundary: shall be designated as indicated in the link: [Northern Affairs Boundary Map](#)

Northern Business: is a **Manitoba Business** which is located within the **Northern Affairs Boundary**.

Scoping: for the purposes of this policy, defined as the breaking up of a normal contract package into smaller work packages to suit the capability of community or businesses targeted to participate in the opportunity. Scoping may result in incremental costs to the corporation, (for example, internal administrative costs or additional mobilization/demobilization costs, etc.). In making contract awards under the Northern Purchasing Policy, the aggregate additional cost of all individual work packages arising from negotiation and restricted tendering will be evaluated.

POLICY STATEMENTS

Manitoba Hydro shall encourage participation in business and employment opportunities for **Northern Indigenous** communities, within the [Northern Affairs Boundary](#), through the following measures:

- **Information Sharing**
 - Information will be provided to Northern Indigenous communities on upcoming Hydro contracts and work packages scheduled for their vicinity.
 - Information may include presentations, seminars and discussions with Northern Indigenous Contractors to assist in the understanding of technical requirements of contracts and Manitoba Hydro's procurement processes and requirements.
- **Scoping**
 - Contracts will be scoped where feasible to provide opportunities for Northern Indigenous Contractors provided any additional costs are acceptable to Manitoba Hydro and there are no adverse effects on project schedules, or the quality of goods or services provided.
- **Restricted Tender or Direct Negotiated Contracts**
 - Tender calls may be restricted to Northern Indigenous Contractors where such businesses are capable of performing contract services at competitive rates.
 - In certain circumstances, where contract opportunities have been identified for Northern Indigenous Contractors, contracts may be direct negotiated with contractor located in the vicinity of the project.
- **Northern Indigenous Content Provisions**
 - Tenders and contracts for northern work will, where schedule and skill requirements permit, contain contract terms which provide for Northern Indigenous worker participation including employment and training.
- **Prioritization of Contract Awards**
 - Purchasing priorities on northern work will be applied in the following order:
 - Northern Indigenous Contractor;
 - Canadian Businesses;
 - Other.

Such measures may, with the approval of the responsible Director and the SCM Procurement Operations Manager, be extended to Indigenous communities located outside the **Northern Affairs Boundary**.

- Available in accessible formats upon request: email [Supply Chain Management](#).