



INDIGENOUS PROCUREMENT GUIDE

NOVEMBER 2024

SUBMITTED BY:



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Acknowledgements

Chi Miigwech, Anushik / Wanishi, Yaw^ko (thank you) to the Tecumseh Community Development Corporation (TCDC) staff, who led this important work and to Indigenous business owners who participating in online interviews and exit surveys. Thank you to Indigenous Services Canada (ISC) for funding this initiative.

Disclaimer

Sisco & Associates Consulting Inc. (SISCO: siscoconsulting.ca) has provided this Guide to Tecumseh Community Development Corporation (TCDC) with its service duties as outlined in its Letter of Agreement. SISCO cannot be held liable for any real or perceived damages to TCDC, its staff, community members, businesses it serves and other affiliates as a result of the implementation of the recommendations or other content provided. The Guide has been developed in good faith with a genuine interest in supporting TCDC in continuing to support Indigenous businesses in its catchment area, including through enhanced procurement opportunities and successes.

While most of this Guide was written by SISCO researchers, Generative AI technology was used to summarize the information about specific procurement programs, especially steps to register to ensure accessibility. All information was validated.

Table of Contents

<i>Introduction</i>	<i>4</i>
Purpose	4
Background	4
Indigenous procurement context	4
<i>National Programs</i>	<i>9</i>
Procurement Strategy for Indigenous Business (PSIB).....	9
Canada Buys (formerly Buy & Sell).....	11
Canadian Council for Indigenous Business (CCIB)	13
Canadian Indigenous and Minority Supplier Council (CAMSC)	15
Bruce Power.....	17
Enbridge (Union Gas)	19
Export Development Canada (EDC)	20
MERX Canadian Public Tenders (MERX).....	22
NationTalk.....	23
TELUS	24
<i>Provincial Programs.....</i>	<i>26</i>
Hydro One	26
Ontario First Nations Economic Developers Association (OFNEDA)	27
Ontario Power Generation (OPG)	29
<i>Regional Programs</i>	<i>30</i>
Southern First Nations Secretariat (SFNS)	30
<i>Indigenous-Owned Businesses.....</i>	<i>32</i>
Indigenous Business Databases/Directories	32
<i>References</i>	<i>34</i>

Introduction

Purpose

The purpose of this guide is to support Indigenous businesses in participating in and succeeding in winning procurement opportunities.

Background

In 2024, The Tecumseh Community Development Corporation (TCDC) hired Sisco & Associates Consulting Services Inc. (SISCO: siscoconsulting.ca) to develop the “Demystifying Indigenous Procurement” program. The program involves providing a database, annual Summits, and workshops (in-person and online) over a three-year period to support Indigenous businesses and non-Indigenous partners in Indigenous procurement. Through these efforts, TCDC and SISCO aim to demystify Indigenous procurement and promote meaningful partnerships between Indigenous and non-Indigenous entities.

Indigenous procurement context

As a part of this project, SISCO conducted exit surveys at workshops (two), and online key informant interviews (five) to understand common strengths, challenges and gaps in Indigenous procurement. We have incorporated their voices but supplement the qualitative data from these more in-depth conversations with two major surveys that are shedding light on Indigenous procurement in Canada:

- 1) the 2020 study by the Canadian Council for Indigenous Business (CCIB), Environics Research Group and the Ontario Government, based on the Ontario Aboriginal Business Survey¹; and
- 2) a 2023 Council for the Advancement of Native Development Officers (Cando) Survey.²

Other national statistics are helping to provide a full picture of Indigenous business context. Below is a summary of the main findings.

Indigenous communities are prioritizing economic development

Most Indigenous businesses who participated in the 2023 CANDO survey said that their communities have dedicated economic development positions (87.65%) and economic development organizations (60%) (Cando, 2023).

Indigenous businesses are growing and successful

As of 2022, there were more than 60,000 Indigenous entrepreneurs in Canada, contributing more than \$50 billion to the Canadian economy across industries (CBC, 2022). Indigenous entrepreneurs are on track to contribute \$100 billion a year in Canada if businesses take on inclusion measures outlined in the Truth and Reconciliation Commission (CBC, 2022). Indigenous businesses are mostly sustaining and growing, profitable, and a third create jobs as well (CCIB, 2020).

¹ Participants included a representative sample of 200 Indigenous businesses from January 20-February 14, 2020, and an updated addendum was added in March to account for responses to COVID-19.

² Participants included a sample of 163 people who are members of First Nations (75%), Metis (14%), and Inuit (11%) communities in 2023.

Indigenous businesses are not bidding on or winning contracts

According to the 2020 CCIB survey, only a quarter of Indigenous businesses have bid on federal (21%) or provincial (20%) contracts, and only 10% have looked into these opportunities. This means most Indigenous businesses (61%) have neither bid nor looked into government opportunities (CCIB, 2020). This is supported by the 2023 Cando survey which found that of the total bids submitted over the past five years, only 39% were successful, and the less urban the community, the lower the success rate (Urban communities had a success rate of 48.4%; while rural communities had a success rate of 38.6%; and remote communities a rate of 29.4%) (Cando, 2023).

Lack of resources, technical skills, mentorship, and access to government assistance networks

Most respondents stated that government procurement contracts were too difficult to win because they lacked the capacity or resources to bid, including lack of relevant products and services (41%) and inability to service large contracts (12%), or because of RFP specifications (Cando, 2023; CCIB, 2020). Respondents identified a lack of resource availability, technical skills, mentorship, and access to government assistance networks as major challenges (Cando, 2023) (figure 2). Lack experience with the government procurement process (10%), which is too complex (9%) was highlighted by fewer participants (CCIB, 2020).

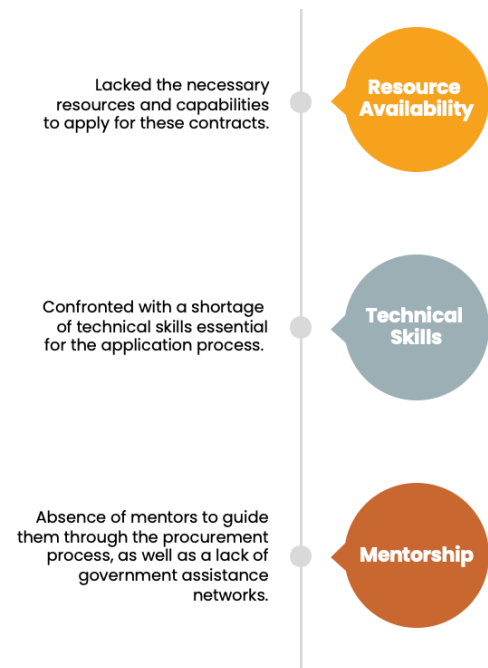


Figure 1. Indigenous Procurement Challenges.

“Ultimately, relatively few Indigenous businesses feel very well informed about the process of bidding on government contracts, which represents a critical barrier to entry” (CCIB, 2020, p. 10).

Federal programs, like Buy & Sell and the Procurement Strategy for Indigenous Businesses (PSIB, formerly PSAB) are widely advertised, yet few Indigenous businesses bid on contracts using these services.

Inaccessible process, lack of supports, and challenges with non-Indigenous partnerships

The Indigenous business owners we interviewed also highlighted the complexity and inaccessibility of procurement processes as a barrier, noting application processes were generally complex, inaccessible (using academic language and industry jargon), lengthy (20 pages or more) and not user-friendly. They also referenced a great deal of “pre-work” required prior to bidding, including security checks, business numbers, posting information on Indigenous business directories, certification as an Indigenous business, and obtaining a GST number. Participants noted that this puts those without an extensive academic and/or business background or training at significant disadvantages in their ability to effectively navigate and understand procurement resources and opportunities.

The Indigenous business owners we interviewed also highlighted lack of supports and resources as a barrier. Participants expressed that they often do not feel that there is a level playing field, stating the need for more transparent and accessible resources to support their successful participation in

procurement opportunities. This includes sufficient guidance on navigating procurement processes and targeted training. Pre-training was recommended to aid Indigenous businesses in understanding what to expect or prepare for in order to avoid feeling intimidated or incapable after attending meetings and workshops. Some of the proposed workshop themes they recommended included:

- Social Development Skills
- Proposal Writing
- Understanding High-Level Language and Acronyms
- Procurement Website Navigation
- Partnerships

Participants also noted that more sector-specific procurement supports should be provided to those in the creative industry because it is so distinct.

Participants noted that there are challenges with non-Indigenous partnerships. Reportedly, Indigenous businesses are often approached by non-Indigenous companies to qualify for certain projects, but are subsequently excluded from significant participation or future opportunities once the non-Indigenous company gains experience and no longer needs the partnership to qualify. Participants explained that there is a lack of genuine partnership and reciprocity, with Indigenous businesses sometimes used merely to meet qualification criteria without real integration or long-term collaboration. Participants said that Indigenous procurement programs like PSIB seem to be set up to benefit of non-Indigenous partners, often treating Indigenous participation as a checkbox or tokenistic measure rather than a meaningful collaboration. Non-Indigenous partners often prioritize fulfilling diversity quotas or Indigenous procurement policies rather than forming genuine relationships—bypassing important cultural protocols such as respectful greetings and acknowledging the need to avoid tokenistic practices. There are significant concerns about trust and respect in interactions with non-Indigenous businesses and government entities. Indigenous business owners often feel that they must prove themselves repeatedly in environments that do not honor their cultural values or respect their business practices.

Participants said there is a need for better integration of Indigenous worldviews and practices within the procurement processes to ensure that these are not only inclusive but also respectful and reflective of Indigenous ways of doing business. Additionally, they highlighted the necessity for cultural sensitivity and a commitment to authentic engagement in all business interactions, emphasizing the importance of respecting and integrating the values and practices of Indigenous businesses.

The federal government has not met its goal of 5% of contracts going to Indigenous businesses

Canada spends \$22 billion annually on goods and services from Canadian businesses.

In 2021, Government of Canada committed to purchasing 5% from Indigenous businesses by 2024 (\$1.1 billion). In 2024, Canada is purchasing less than 1% from Indigenous businesses (CANDO, 2023; CCAB, 2016; 2020; FNPO as cited by Cabin Radio, 2024). Participants in our online interviews noted that the failure to reach the 5% procurement target is due to lack of follow through in implementation to ensure that partnerships are equitable and that Indigenous businesses receive real benefits from procurement initiatives.

Participants said that while many businesses have databases/registries of Indigenous businesses, this does not guarantee actual procurement opportunities. Too often, they are merely names in a database.

One participant explained that oftentimes non-Indigenous businesses lack internal knowledge regarding Indigenous procurement, and that procurement opportunities are based on a lottery system, which deters and discourages businesses from even applying. As a result, participants noted that limited capacity makes it impractical and often not worthwhile to apply or respond to numerous Requests for Proposals just to be listed as potential contacts.

Participants recommended the implementation of measures to promote transparency and accountability in how businesses handle Indigenous procurement and advocate for comprehensive training across non-Indigenous companies and government to shift from performative actions to meaningful, effective engagement.

Training and entrepreneurial advice are most accessible supports

2023 Cando respondents identified employee skills development and training and entrepreneurial advice as the most accessible supports, and capital and equity support, scholarships, and financial advice as the least accessible services (Cando, 2023). Additionally, surety insurance/bonding which is crucial for businesses seeking government contracts or participating in large-scale projects, was exceedingly low (9%), especially for rural and remote communities (Cando, 2023).

Certification Adoption

In competitive markets, certifications can help businesses highlight their abilities when bidding for private and public contracts. Overall, certification adoption was relatively low among respondents. According to respondents, the certifications with the highest adoption rates include the AFOA's Certified Aboriginal Financial Manager (CAFM), Cando's Technician Aboriginal Economic Developer (TAED) and Professional Aboriginal Economic Developer (PAED) certificates, FMB's Financial Management System Certificate, and NALMA's Professional Lands Management Certification (PLMCP) (Cando, 2023).

Indigenous knowledge is a key to success

2023 Cando survey respondents identified several key factors contributing to their success in winning procurement contracts, including, in order of importance in figure 2.

These results suggest that Indigenous businesses benefit from their unique knowledge and understanding of their land, environment, and culture (Cando, 2023).

Indigenous Procurement Wise Practices

Indigenous Corporate Training Inc. offers some wise practices in Indigenous procurement, including:

1. "Develop an Indigenous procurement strategy with set goals; ensure the strategy is apparent on your website



Figure 2. Indigenous Business Strengths.

2. Create opportunities for Indigenous suppliers
3. Learn about the communities near your organization and their existing capacity to provide the goods and services you require
4. Consider offering some skills development and training programs to support the business capacity of the communities you want to engage with
5. Engage with the communities and let them know about available and upcoming procurement opportunities
6. Access the Indigenous Business Directory to learn about the goods and services available across Canada and include a link on your Indigenous procurement page to the Directory
7. Some Indigenous businesses do not have the resources available to devote to filling in long and complicated forms - keep this in mind when developing your Request for Proposals (RFP)
8. When it comes to RFPs, include provisions that require non-Indigenous suppliers to have procurement sub-contracts with Indigenous suppliers and give them points or credit in the RFP process for doing so
9. Review your procurement process and look for ways to streamline it
10. Hold workshops with potential suppliers that:
 - Instruct how to complete a Request for Proposal
 - Describe your organization's qualification process
11. Consider increasing the time required to submit the bid
12. Consider reducing the financial requirements for security and bid deposits
13. Consider making it a policy that large infrastructure projects have a set minimum percentage requirement for indigenous participation which ensures suppliers subcontract to Indigenous businesses
14. Ensure that everyone in your supply chain has had Indigenous Awareness training." (Indigenous Corporate Training Inc., 2019)

National Programs

Procurement Strategy for Indigenous Business (PSIB)

About

The Government of Canada's Procurement Strategy for Indigenous Business (PSIB) aims to assist Indigenous businesses in securing federal contracts through specific set-asides. These set-asides include:

- **Mandatory Set-Aside:** Required for contracts serving at least 51% Indigenous populations or where Indigenous recipients are involved.
- **Voluntary Set-Aside:** Optional for federal buyers when there is Indigenous business capacity, ensuring operational needs and value are met.
- **Conditional Set-Aside:** Used when there's uncertainty about Indigenous business capacity; allows competition between Indigenous and non-Indigenous businesses.

Additionally, the Federal Indigenous Business Directory helps Indigenous businesses find opportunities, enhances their visibility, and allows them to compete for set-aside contracts.

Contact

- Procurement Assistance Canada (PAC): 1-800-811-1148

Eligibility

- ✓ Majority-owned or controlled (at least 51%) by Indigenous people
- ✓ A joint venture or group-controlled and owned by an Indigenous business or businesses

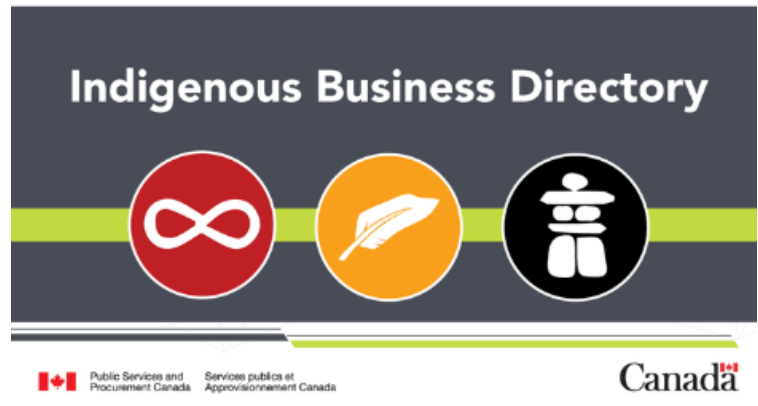
Proof of eligibility includes:

- ✓ First Nation status;
- ✓ Membership in with an Indigenous community or Indigenous organization, including the Métis National Council or the Congress of Aboriginal Peoples; and
- ✓ Enrolment or entitlement to be enrolled in a comprehensive land claim agreement, or membership or entitlement to membership in a group with an accepted comprehensive claim.

Steps to Register for the Indigenous Business Directory

Basic Profile Registration:

1. **Visit the Registration Page:**
 - Go to [Indigenous Business Directory](#).
2. **Enter Your Mailing Address:**
 - Fill in your mailing address details.



3. Provide Location Address:

- Enter your business location address.

4. Specify Your Location:

- Indicate whether your business is on-reserve or off-reserve, or if it falls within a modern treaty.

5. Company Contact Information:

- Provide contact details for your company.

6. Select Primary Business Activity:

- Choose the primary activity of your business (e.g., retail, services, manufacturing).

7. Choose Your Business Type:

- Select from options such as association, manufacturer/processor, retailer, distributor, etc.

8. Export Readiness:

- Indicate whether you export to other countries.

9. Company Description:

- Write a brief description of your company.

10. Submit Your Profile:

- Review all entered information for accuracy, then submit your profile.

Advanced Profile Registration:

1. Visit the Advanced Profile Registration Page:

- Go to Indigenous Business Directory.

2. Verification of Ownership:

- Confirm that your business or joint venture is at least 51% Indigenous owned and operated.
- Provide owner names, percentage ownership, Indigenous heritage (First Nation, Inuit, or Métis), and community or organization affiliation.

3. Business Size and Establishment:

- Enter the size of your firm, year established, quality certifications, and technology profile.

4. Export Markets:

- List current and planned export markets.

5. Joint Venture Interests:

- Specify interests in joint ventures, sharing expertise, product licensing, marketing, technology transfer, R&D, and co-development.

6. Success Examples:

- Provide examples of past successes, unique capabilities, major clients, and international projects.

7. Target Market:

- Indicate the target market where you would like to be considered for opportunities.

8. Partnership Opportunities:

- Describe any joint venture or business partnership opportunities.

9. Type of Business:

- Select your business type (e.g., cooperative, corporation, sole proprietorship).

10. Employee Count:

- Enter the number of employees in your business.

11. Optional Information:

- Include your Procurement Business Number, Status Card or Membership Card (for faster approval), Goods and Services Identification Number (GSIN), and North American Industry Classification System (NAICS) codes.

12. Submit Your Advanced Profile:

- Again, review your information for accuracy, and submit your advanced profile

Canada Buys (formerly Buy & Sell)

▼ **Preparing to sell to the government**

Interested in doing business with the Government of Canada but not sure where to start? We'll help you learn how to use CanadaBuys, our suite of procurement tools and services.



REGISTER



OPPORTUNITIES



PREQUALIFY



PROGRAMS

About

CanadaBuys is the new official source for Government of Canada tender and award notices; it is a suite of procurement services offered by Public Services and Procurement Canada. This means you can now search for and bid on tender opportunities posted on CanadaBuys (PSPC, 2024).

Contact

- Website: <https://canadabuys.canada.ca/en>
- Phone: 1-888-247-4016
- Email: <https://canadabuys.canada.ca/en/support/email-us>

Eligibility

- ✓ Registered businesses

- ✓ License to conduct business in Canada

Steps to Prepare for Registration

1. Create an SAP Ariba Account:

- Register for a SAP Ariba account to bid on opportunities posted by PSPC.

2. Obtain a CRA Business Number:

- Ensure you have a Canada Revenue Agency (CRA) business number, which is required for all businesses selling to the Government of Canada. If you don't have one, register for it.

3. Enter CRA Business Number in SAP Ariba:

- It's recommended to input your CRA business number during the SAP Ariba registration, as you will need it if you win a contract.

4. Register for a Procurement Business Number (PBN) (if applicable):

- If you receive a Government of Canada contract not processed through SAP Ariba, register in the Supplier Registration Information (SRI) system to obtain a PBN.

Steps to Register

1. Gather Required Information:

- Obtain your Canada Revenue Agency (CRA) business number. If you don't have one, register for it.
- Have your business's registered legal name ready (your name is your business's legal name if you are a sole proprietor).

2. Access the SRI System:

- Visit the SRI system website and click "Start Registration" in the left-hand menu.

3. Start Your Registration:

- Enter your CRA business number in the provided field and click "Start Registration."

4. Create Your Account:

- Fill in your business information, including the legal name, and set your username and password.

5. Receive Your PBN:

- After completing your account setup, check your email for your Procurement Business Number (PBN), which uniquely identifies your business.

6. Complete Your Registration:

- Return to the SRI system website and click "Access my account" in the left-hand menu.

7. Log In to Your Account:

- Enter your PBN, username, and password, then click "Submit."

8. Provide Additional Information:

- Enter your business's address, main contacts, and the goods and services your business can supply. Use the Mapping G SIN to UNSPSC tool for reference if needed.

Company information

* Indicates a required field

Company Name: *

Country/Region: * United States [USA] ▼

Address: * Line 1

Line 2

Line 3

City: *

State: * Alabama [US-AL] ▼

Zip: *

If your company has more than one office, enter the main office address. You can enter more addresses such as your shipping address, billing address or other addresses later in your company profile.

Canadian Council for Indigenous Business (CCIB)



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About

Founded in 1984, the Canadian Council for Indigenous Business (CCIB) aims to increase Indigenous participation in corporate supply chains across the country (CCIB, 2021d). Some of the main benefits of joining the CCIB include access to:

- “Member profile listing on CCIB website;
- Certification and assurance programs like the Certified Aboriginal Business (CAB) designation and Progressive Aboriginal Relations (PAR) program;
- Special ticket rates to CCIB events;
- Participation in CCIB research projects and roundtables; and
- Service discounts from CCIB members” (CCIB, 2021d).

Businesses that are at least 51% Indigenous owned and operated are eligible to apply to become a Certified Indigenous Business (CIB). Obtaining this certification helps to assure that Indigenous procurement opportunities are going to appropriately owned Indigenous businesses (CCIB, 2021d).

Contact

- 1-800-387-0074
- info@ccab.com

Eligibility

- ✓ A least 51% Indigenous-owned by individuals identifying as First Nations, Métis, or Inuit.
- ✓ Operational and actively providing goods or services.
- ✓ Legally registered as a sole proprietorship, partnership, corporation, or cooperative.
- ✓ Demonstrate a commitment to supporting Indigenous communities and economic development.
- ✓ Comply with the certification process and provide necessary documentation.

The CCIB offers two levels of membership for Indigenous businesses, one for Certified Indigenous Businesses with 20 employees or less for \$350 annually, and one for 21 employees or more, and/or community owned economic development corporations for \$1,000 annually:

<https://www.ccab.com/membership/#1716304594861-f57460cd-7aba>

Steps to Register

1. Review Eligibility Criteria:

- Ensure your business meets the eligibility requirements for Indigenous ownership and operation.

2. Gather Required Documentation:

- Prepare necessary documents, such as proof of Indigenous ownership, business registration, and other relevant information.

3. Visit the CCIB Website: and complete the Application Form

- Go to the Canadian Council for Indigenous Business website:
<https://members.ccab.com/mpower/membership/app-signin>
- Fill out the CIB membership application form available on the website.

4. Submit Your Application:

- Submit the completed application form along with the required documentation.

5. Await Review and Approval:

- Wait for CCIB to review your application and provide confirmation of membership status.

6. Receive Membership Confirmation:

- Once approved, receive your membership confirmation and any associated materials.



Apply Now to Become a CCIB Member

First Time Applicant?

If this is your first time applying with the CCIB, click the button below to start your application.

[Start New Application](#)

Continue an Application?

Login below to resume an existing application. Your application number and password would have been emailed to you.

[Sign in](#)

[Forgot Application Number / Password?](#)

Canadian Indigenous and Minority Supplier Council (CAMSC)



[ABOUT](#) [SUPPLIER CERTIFICATION](#) [CORPORATE MEMBERSHIP](#) [EVENTS](#) [NEWS](#) [RESOURCES](#)

New Certification Process & Fees

1. Register

2. Apply

3. Review

4. Certify

5. Engage



1. Visit the [CAMSC Portal](#) and click on "Get Certified" to determine your eligibility.
2. Wait for CAMSC to determine your eligibility.
3. Check the email address you used to register and follow the instructions to set up a password for your account if eligible.
4. Pay the non-refundable administration fee of \$295.
5. Complete all required sections of the application within 180 days or your application will be considered lapsed and deactivated.



[BEGIN NEW REGISTRATION](#)

About

The Canadian Indigenous and Minority Supplier Council (CAMSC) supports the growth of Indigenous and minority-owned businesses by linking them with procurement opportunities from companies and governments dedicated to fostering a diverse and inclusive supply chain.

Established in 2004, CAMSC is a non-profit organization that certifies and prepares diverse suppliers to effectively engage with corporate and government buyers. Additionally, it assists large organizations in improving their inclusive procurement practices and connects them with certified suppliers.

Contact

- suppliersupport@camsc.ca
- 1-877-818-9522

Eligibility

- ✓ At least 51% owned, managed, and controlled by Indigenous or minority individuals.
- ✓ Must have a legal business entity (e.g., corporation, partnership, sole proprietorship).
- ✓ Should be operational for a minimum period (typically one year).
- ✓ Proof of Indigenous or minority status required (e.g., tribal membership or citizenship cards).
- ✓ Business must operate in Canada.

Steps to Register

1. Visit the CAMSC Portal at camsc.ca and click on “Get Certified” to check your eligibility.
2. Wait for CAMSC to assess your eligibility.
3. Check your registration email for instructions to set up a password if eligible.
4. Pay the non-refundable administration fee of \$295.
5. Complete all required sections of the application within 180 days; otherwise, it will lapse and be deactivated.
6. Attach the necessary supporting documentation (refer to guidelines for details).
7. Pay the non-refundable annual certification fee based on your company’s annual revenue:
 - Less than \$500K: \$350
 - \$500K to \$5M: \$590
 - Greater than \$5M: \$750
8. After submission, expect a full review and approval process to take 25 business days if all documentation is correct.
9. An optional rush service is available for an additional non-refundable fee of \$300, reducing the review time to 12 business days.
10. If any documentation is missing or incorrect, the review period will reset and extend beyond the specified business days for both standard and rush options.
11. CAMSC staff will review the application and supporting documentation, and may request additional documentation if needed.
12. If submitting additional documentation, click “Send Notifications” to inform the team of the updates.
13. The Certification Committee and President will conduct a final review of the application and supporting documentation.

14. If approved, your business will be certified, and you can download your certificate from the portal.
15. Review your welcome email from suppliersupport@camsc.ca, register for upcoming events, and complete the mandatory onboarding process.
16. Access the various resources available through CAMSC.

Bruce Power



WHO WE ARE

WHAT WE DO

Supply Chain

About

Bruce Power plays a crucial role in supplying nuclear power to one in three homes, hospitals, schools, and businesses in Ontario, while also providing medical isotopes globally (Bruce Power, 2023). The company is committed to fostering Indigenous participation in its procurement activities through its Indigenous Procurement Policy, which has earned them the status of Procurement Champion and the PAR Gold certification from the Canadian Council for Aboriginal Business (CCAB).

To achieve this, Bruce Power collaborates with local Indigenous communities, including the Saugeen Ojibway Nation (SON) and Métis Nation of Ontario (MNO), to maximize the benefits of its procurement policy. Key initiatives include implementing an Indigenous modifier in proposal evaluations to prioritize contracts for Indigenous-owned businesses, conducting annual assessments to identify supply chain opportunities, and hosting workshops to develop the capacity of local Indigenous firms. Through these efforts, Bruce Power aims to create meaningful impacts on procurement opportunities for Indigenous businesses at all levels.

Contact

- Sabrina.Calamusa@brucepower.com

Eligibility

- ✓ The business should be at least 51% owned and controlled by Indigenous individuals or communities.
- ✓ Preference may be given to suppliers that are located within the local Indigenous community or region.
- ✓ The supplier should demonstrate experience and capability in providing the goods or services required by Bruce Power.

- ✓ The business must comply with applicable regulations, safety standards, and any specific requirements set by Bruce Power.
- ✓ A commitment to engage and support local Indigenous communities and workforce development may be favorable.

Steps to Register

1. Contact the Indigenous Procurement Lead to set up a meeting:

- Email Sabrina.Calamusa@brucepower.com.
- Representatives from your company will be invited for an introductory meeting.

2. Visit the Bruce Power Supplier Portal:

- Access the Bruce Power Supplier Portal on their website to begin the registration process at: <https://www.brucepower.com/become-a-supplier/prequalification-portal/>

3. Create an Account:

- If you do not have an account, create one by providing the necessary information about your business at: <https://www.isnetworld.com/en/>

4. Gather Required Documentation:

- Prepare documents that may include your business number, proof of Indigenous ownership, and any relevant certifications.

5. Complete the Supplier Registration Form:

- Fill out the supplier registration form with details about your business, including services or products offered and your Indigenous status.

6. Submit the Application:

- Review your information and submit the application through the portal.

7. Await Confirmation:

- After submission, await confirmation from Bruce Power regarding your registration status.

8. Participate in Workshops:

- Engage in any offered workshops to enhance your business's capacity and understanding of contracting opportunities with Bruce Power.

9. Join the Indigenous Relations Supplier Network (IRSN) (if applicable):

- Consider joining the IRSN to build relationships and access additional resources and opportunities.



Welcome to Enbridge's Oracle Supplier Portal

We have created a new way for our suppliers to engage with Enbridge.

Enbridge has introduced the Oracle Supplier Portal, which is a next generation application for enabling smarter supply chain interactions with suppliers. As an Enbridge supplier, the Oracle Supplier Portal is your gateway to access real-time information and the ability to transact with Enbridge through a secure and self-service Cloud environment.

About

Enbridge is an energy infrastructure company focused on four key areas: liquids pipelines, natural gas pipelines, gas utilities and storage, and renewable energy. The company prioritizes Indigenous communities by creating opportunities for collaboration with Indigenous contractors and suppliers across North America. They use a proactive supply chain to procure goods and services from Indigenous businesses.

Enbridge's construction activities generate potential subcontracting opportunities in various areas, including:

- Aggregate supply and hauling
- Catering
- Environmental surveys
- Crane services
- Fuel supply
- Janitorial and laundry services
- Security
- Tree planting and remediation

Contact

- Indigenous Procurement Lead: Indigenousbusiness@enbridge.com
- General Supplier Support:
 - 1-403-767-3753
 - supplierportal@enbridge.com

Eligibility

- ✓ "Certificate of incorporation;
- ✓ Proof of registration and good standing with the applicable Worker's Compensation Board (or equivalent); and
- ✓ Proof of insurance that meets Enbridge's requirements," (Enbridge, n.d.).

Steps to Register

1. **Confirm Eligibility:** Ensure your business is at least 51% Indigenous-owned and controlled.
2. **Prepare Documentation:** Gather necessary documents, such as proof of Indigenous ownership, business registration, and relevant certifications.
3. **Contact Indigenous Procurement Lead:** email indigenousbusiness@enbridge.com. Work with them to register as an Indigenous owned business.

Or:

1. **Visit the Enbridge Supplier Portal:** Go to the Enbridge supplier registration website: <https://www.enbridge.com/work-with-enbridge/doing-business-with-enbridge/enbridge-oracle-supplier-portal>
2. **Complete the Registration Form:** Fill out the supplier registration form, providing all required information about your business.
3. **Submit Supporting Documents:** Upload the prepared documentation to support your application.
4. **Review and Submit:** Double-check all information and documents for accuracy before submitting your application.
5. **Await Confirmation:** Wait for Enbridge to review your application and notify you of your registration status.
6. **Engage with Opportunities:** If approved, monitor the Enbridge portal for procurement opportunities and engage with relevant projects.
 - Competitive proposals are required, and applicants must provide a draft Socio-Economic Plan (SEP) with their proposals.
 - A dedicated team at Enbridge is responsible for reviewing all draft SEPs and will provide ongoing support, as necessary, through the Request for Proposal (RFP) process.

Export Development Canada (EDC)

About

Export Development Canada (EDC) is a Crown Corporation that supports economic growth through exporting for Indigenous communities and Canada. EDC removes barriers so that businesses can succeed internationally, create jobs and prosperity for generations to come. Guided by equality and respect, EDC is dedicated to learning about, supporting and celebrating Indigenous communities and businesses (EDC, 2021). With this being said, EDC is committed to helping Indigenous companies succeed internationally by making global trade safer. They offer tools and resources to help businesses learn about new markets for their products and services, access funding to grow, and protect their business. In addition, working with

Step 1 of 3 Register for a MyEDC Account

Already have an account? Log in [here](#)

MyEDC gives you instant access to knowledge and solutions you need to grow your business with confidence. All fields are required.

First name

Last name

Email address

By submitting this form, I consent to receive EDC's e-newsletters, trade information and promotional messages, and can withdraw consent at any time.

Verify email address

EDC also provides an opportunity for businesses to build relationships with their global network of partners and trade advisors, as well as other Indigenous businesses, associations and financial institutions (EDC, 2021).

Contact

- 1-800-229-0575
- support@edc.ca

Steps to Register

Here's the modified list of steps to register for an account as an Indigenous business through EDC (Export Development Canada), with full links:

1. **Visit the EDC Website:** Go to the official Export Development Canada website at <https://www.edc.ca>.
2. **Navigate to the Indigenous Business Section:** Find the section dedicated to Indigenous businesses by visiting <https://www.edc.ca/en/indigenous-business.html>.
3. **Select "Register":** Click on the option to create a new account or register as an Indigenous business.
4. **Provide Business Information:** Fill out the registration form with required details about your business, including ownership and contact information.
5. **Create a Password:** Choose a secure password that meets the specified criteria.
6. **Agree to Terms and Conditions:** Read and accept the terms of service and privacy policy.
7. **Submit Registration:** Review all entered information for accuracy and submit the registration form.
8. **Verify Your Email:** Check your email inbox for a verification email from EDC and click the link provided to confirm your account.
9. **Complete Your Profile:** Log in to your new account and provide any additional information specific to Indigenous businesses, if required.
10. **Access EDC Services:** Once registered and logged in, you can explore the services and resources available to Indigenous business account holders.

For more specific details or assistance, refer to the EDC customer support page at <https://www.edc.ca/en/contact-us.html>.

Registration

1 Package Selection

Monthly ☒ Annually (Save up to 50%)

Pay-As-You-Go	Local	Regional	National
Free <u>for selected organizations</u>	\$30 /month Billed annually	\$45 /month Billed annually	\$80 /month Billed annually
On-demand access fee of \$70 for other opportunities	Access to all opportunities within the entire province	Access to all opportunities within the entire region	Access to all opportunities within the entire country
Limited access	Choose a province ▼	Choose a region ▼	All of Canada

About

MERX Canadian Public Tenders (MERX) is a large company that offers businesses an extensive list of the current contracting opportunities for suppliers within Canada (MERX, 2021a). Through its procurement process, Merx has over 200,000 local, national, and international suppliers and over 2,000 buying organizations across North America (MERX, 2021b). All levels of the public sector, including federal, provincial, and MASH sectors utilize MERX to advertise their procurement requirements (MERX, 2021b). There are various pricing options to choose from, all of which vary based on the businesses target region.

Contact

- 1-800-964-6379
- merx@merx.com

Eligibility

- ✓ Open to all types of businesses (corporations, partnerships, sole proprietorships, non-profits, etc.).
- ✓ Must provide a valid email address and phone number.
- ✓ Should be a legally recognized entity, including Indigenous-owned businesses.
- ✓ May need to provide proof of business registration or incorporation.
- ✓ Required for subscription to paid services.
- ✓ Must agree to Merx terms and conditions.

Steps to Register

1. **Visit the Merx Website:** Go to the official Merx site at <https://www.merx.com>.

2. **Select "Register":** Click on the "Register" button, typically located in the top menu.
3. **Choose Account Type:** Select the account type that fits your Indigenous-owned business (e.g., Individual or Company).
4. **Complete the Registration Form:** Fill in the required information, including your business name, contact details, and Indigenous ownership information.
5. **Create a Username and Password:** Choose a secure username and password for your account.
6. **Agree to Terms and Conditions:** Read and accept the terms of service.
7. **Submit Registration:** Review all entered information for accuracy and submit your registration.
8. **Verify Your Email:** Check your email for a verification message from Merx and click the confirmation link provided.
9. **Log In to Your Account:** Return to the Merx website at <https://www.merx.com> and log in with your new credentials.
10. **Complete Your Profile:** If prompted, complete any additional profile information specific to Indigenous-owned businesses to access full features.

NationTalk

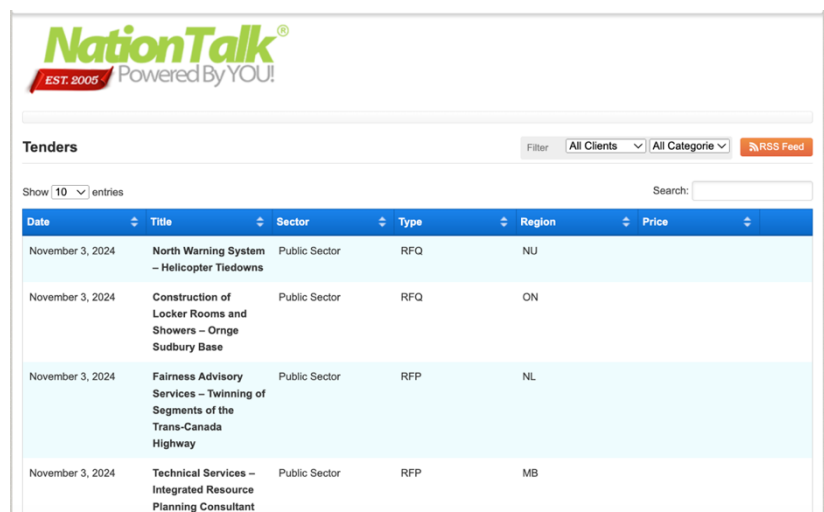
About

NationTalk Bids serves as a valuable procurement option for Indigenous businesses by providing a platform that connects them with various opportunities in government and corporate sectors. This initiative focuses on enhancing the visibility of Indigenous suppliers and ensuring equitable access to procurement processes. By facilitating bids on contracts and projects, NationTalk Bids helps

Indigenous businesses showcase their capabilities, foster relationships with potential clients, and contribute to the growth of Indigenous economies. This approach not only promotes inclusivity in procurement but also supports the development of sustainable Indigenous enterprises across Canada.

Contact

- info@nationtalk.ca



The screenshot shows the NationTalk website interface. At the top is the logo "NationTalk® EST. 2005 Powered By YOU!". Below the logo is a "Tenders" section with a search bar and filters for "All Clients" and "All Categories". A table lists four tenders, all dated November 3, 2024.

Date	Title	Sector	Type	Region	Price
November 3, 2024	North Warning System – Helicopter Tiedowns	Public Sector	RFQ	NU	
November 3, 2024	Construction of Locker Rooms and Showers – Ornge Sudbury Base	Public Sector	RFQ	ON	
November 3, 2024	Fairness Advisory Services – Twinning of Segments of the Trans-Canada Highway	Public Sector	RFP	NL	
November 3, 2024	Technical Services – Integrated Resource Planning Consultant	Public Sector	RFP	MB	

- 1-866-323-1398

Eligibility

- ✓ Varies by opportunity; many are open to any bidders; others are only open to Indigenous owned and controlled businesses.

Steps to register

Simply go to <https://nationtalk.ca/tenders> to view opportunities.

Or

1. Visit the NationTalk website: Go to nationtalk.ca.
2. Locate the Subscription Section: Look for the subscription or registration link on the homepage.
3. Fill Out the Subscription Form: Provide the required information, such as your name, email address, and business details.
4. Select Your Preferences: Choose the types of notifications or updates you would like to receive, including procurement opportunities.
5. Review and Submit: Double-check your information and submit the form.
6. Confirm Your Subscription: Check your email for a confirmation message and follow any provided instructions to complete the subscription process.

TELUS

Supplier Diversity

At TELUS, we believe in creating equal opportunities, promoting economic growth and building stronger, more inclusive communities. Our Supplier Diversity and Indigenous Procurement Program reflects this commitment by providing equal access to the projects and services TELUS procures to diverse and Indigenous suppliers.



About

TELUS recognizes the unique value, cultural heritage and knowledge that Indigenous suppliers offer, and are committed to creating opportunities for Indigenous suppliers to showcase their products and services, expand their networks and contribute to their local economies (TELUS, 2024). To promote Indigenous suppliers' development, TELUS collaborates with advocacy and certification bodies such as the Canadian Aboriginal and Minority Supplier Council (CAMSC) and the Canadian Council for Indigenous Business (CCIB) (TELUS, 2024). With this in mind, TELUS runs an Indigenous Suppliers Program to provide equal access to the projects and services TELUS procures to diverse Indigenous suppliers (TELUS, 2024).

Contact

- 1-888-811-2323
- Email Address: supplierdiversity@telus.com

Eligibility

- ✓ At least 51% owned and controlled by Indigenous individuals (First Nations, Métis, or Inuit).
- ✓ Must be a legally registered business in Canada.
- ✓ Demonstrated capability and relevant experience in the offered products or services.
- ✓ Willingness to meet TELUS's quality and service standards.
- ✓ Must comply with all applicable laws and regulations.
- ✓ Openness to participate in TELUS's Indigenous procurement initiatives.

Steps to Register

1. **Prepare Required Documentation:** Gather necessary documents, such as proof of Indigenous ownership (e.g., status card, Métis citizenship card) and any relevant business certifications.
2. **Complete the Supplier Registration Form:** Fill out the online registration form with accurate business information, including contact details and qualifications:
<https://service.ariba.com/Register.aw/109552059/aw?awh=r&awssk=NxWkvogW&dard=1>
3. **Submit Your Application:** Review all information for accuracy and submit your registration application.
4. **Await Confirmation:** Check your email for confirmation of your registration and any additional instructions from TELUS.
5. **Explore Procurement Opportunities:** Once registered, regularly visit TELUS's procurement portal or designated Indigenous procurement page for updates on upcoming RFPs and opportunities.
6. **Engage with TELUS:** Participate in any supplier outreach events or Indigenous-focused workshops offered by TELUS to learn more about their procurement processes and network with other Indigenous businesses.

Provincial Programs

Hydro One

Indigenous Procurement

WORKING TOGETHER TO ACHIEVE OUR BUSINESS OBJECTIVES.

Progressive
Aboriginal
RELATIONS



Canadian Council for
Aboriginal Business



Hydro One is committed to developing and maintaining relationships with Indigenous peoples that demonstrate mutual respect for one another.*

We own assets on reserve lands and within the traditional territories of First Nations and Métis peoples. We recognize that First Nations and Métis peoples and their lands are unique in Canada, with distinct legal, historical and cultural significance.

**Hydro One defines Indigenous as First Nations, Métis and Inuit.*

About

Hydro One, which operates across Ontario, actively purchases various materials and services, including heavy-duty equipment, construction services, forestry management, electrical equipment, security services, and IT solutions. The company is committed to fostering positive relationships and collaboration with Indigenous peoples. Through outreach sessions, Hydro One informs communities and businesses about the procurement process, including how to complete Requests for Proposals (RFPs), register with SAP Ariba, and join the Indigenous Business Directory. This directory allows businesses to declare Indigenous ownership during registration, enhancing visibility and opportunities for collaboration with both Indigenous and non-Indigenous entities.

Contact

- IndigenousProcurement@HydroOne.com

Eligibility

- Commercial general Liability insurance with a minimum coverage of \$5M per occurrence
- Automobile Insurance
- Workers Safety Insurance Board coverage

Process

1. **Visit the Hydro One Website:** Go to the official Hydro One procurement page at <https://www.hydroone.com>.

2. **Prepare Required Documentation:** Gather necessary documents, including proof of Indigenous ownership and business registration.
3. **Register with SAP Ariba:**
 - a. Visit the SAP Ariba registration page at <https://www.ariba.com>.
 - b. Click on "Supplier Registration" or "Get Started."
 - c. Follow the prompts to create an account by entering your business information.
 - d. Complete the SAP Ariba Registration Form: Fill out the required information, ensuring all details are accurate.
4. **Register for the Indigenous Business Directory:** Return to the Hydro One Indigenous Business Directory and complete the registration form, providing your SAP Ariba registration details as needed.
5. **Submit Your Application:** Review all entered information for accuracy and submit your registration.
6. **Participate in Outreach Sessions:** Attend any available outreach sessions hosted by Hydro One to learn about the procurement process and potential opportunities.
7. **Await Confirmation:** Check your email for confirmation of your registration and any further instructions from both Hydro One and SAP Ariba.
8. **Explore Procurement Opportunities:** Once registered, regularly check the Hydro One procurement portal for upcoming opportunities and RFPs.

Ontario First Nations Economic Developers Association (OFNEDA)



Indigenous Community Membership REGISTRATION FORM

Community Info

FULL NAME OF COMMUNITY

Mailing Address

STREET ADDRESS

CITY

Select Province

PROVINCE / TERRITORY

POSTAL CODE

About

The Ontario First Nations Economic Developers Association (OFNEDA) is a non-profit, membership driven organization that supports First Nations communities, their Economic Development Officers, and Indigenous businesses across Ontario through engagement, networking, research, mentorship and training (OFNEDA, 2023a). OFNEDA's focus is to help grow indigenous economies across Ontario by

attracting business partners, training and skills development, investment opportunities and capacity building projects that will make indigenous communities and businesses more competitive, procurement ready, create jobs, expand markets, retain skilled workers and build more wealth and sustainability (OFNEDA, 2023a).

Eligibility

- ✓ Must identify as First Nations, Métis, or Inuit.
- ✓ Must be able to provide proof of Indigenous identity as part of the membership application process.
- ✓ Affiliation with an Indigenous community in Ontario.
- ✓ Typically must be at least 16 years old.
- ✓ Willingness to engage in community activities.
- ✓ Adherence to OFNEDA's values and principles.

There are two types of OFNEDA memberships available: Indigenous Community Membership (\$500/year) and Associate Membership (\$250/year) (OFNEDA, 2023b).

Steps to Register

1. **Visit the OFNEDA Website:** Go to the official Ontario Federation of Indigenous Friendship Centres website at <http://www.ofneda.org>.
2. **Access Membership Information:** Navigate to the membership section, which may be found under “Membership” or “Get Involved.”
3. **Review Eligibility Criteria:** Read through the eligibility criteria to ensure you meet the requirements for membership.
4. **Prepare Required Documentation:** Gather necessary documents, including proof of Indigenous identity (e.g., status card, Métis citizenship card).
5. **Complete the Membership Application Form:** Download or fill out the online application form, providing all required information.
6. **Submit Your Application:** Send the completed application form and any supporting documents to OFNEDA, following the submission instructions provided on the website.
7. **Await Confirmation:** Check your email for confirmation of your membership application and any further instructions.
8. **Engage with the Community:** Once approved, participate in OFNEDA activities and access resources available to members.

Ontario Power Generation (OPG)



Potential suppliers

All new suppliers must submit a request to OPG for evaluation using the [Supplier Self Request Form](#), ensuring all required information is provided.

Additional details can be found [here](#).

About

Ontario Power Generation (OPG) is committed to producing reliable, safe, and environmentally sustainable electricity for Ontario. To support Indigenous procurement, OPG facilitates the Indigenous Opportunities Network (ION), which focuses on recruiting Indigenous people and aligns with OPG's Reconciliation Action Plan (RAP) and Equity, Diversity, and Inclusion (ED&I) Strategy. The ION aims to create an inclusive workforce that reflects the diversity of Indigenous communities, establishes a network of energy industry employers, and builds career pathways for Indigenous individuals within OPG and the broader sector.

Eligibility

- ✓ Certification is necessary to register in the Indigenous Business Directory and to submit bids for RFPs or contract awards.
- ✓ Indigenous businesses must maintain their status throughout the contract duration.
- ✓ Sole Proprietorships must be wholly owned by Indigenous people.
- ✓ Corporations must be at least 51% of equity must be owned by Indigenous businesses or people, with one-third of full-time staff being Indigenous if employing six or more.
- ✓ Partnership/Joint Venture must be at least 51% of ownership rights must be held by Indigenous businesses or people, performing at least 33% of the work's total value.
- ✓ OPG may recognize any business with substantial Indigenous ownership at its discretion.

Steps to Register:

1. **Visit the OPG Procurement Website:** Go to the OPG procurement page at <https://www.opg.com/suppliers/>
2. **Click on the supplier self request form:** Click on the "supplier self request form" link and complete the information.

3. **Submit Required Documentation:** Provide necessary documents, such as proof of Indigenous ownership (e.g., status card, Métis citizenship card) and other business credentials.
4. **Review and Accept Terms:** Read and accept the terms and conditions for suppliers.
5. **Submit Your Application:** Ensure all information is accurate and submit your registration application.
6. **Await Confirmation:** Check your email for confirmation of your registration and any additional instructions from OPG.
7. **Explore Procurement Opportunities:** Once registered, regularly visit OPG’s procurement portal at <https://www.opg.com/suppliers> for upcoming RFPs and bidding opportunities.
8. **Engage with OPG:** Participate in supplier outreach events and Indigenous-specific information sessions hosted by OPG to enhance networking and procurement knowledge.

Regional Programs

Southern First Nations Secretariat (SFNS)

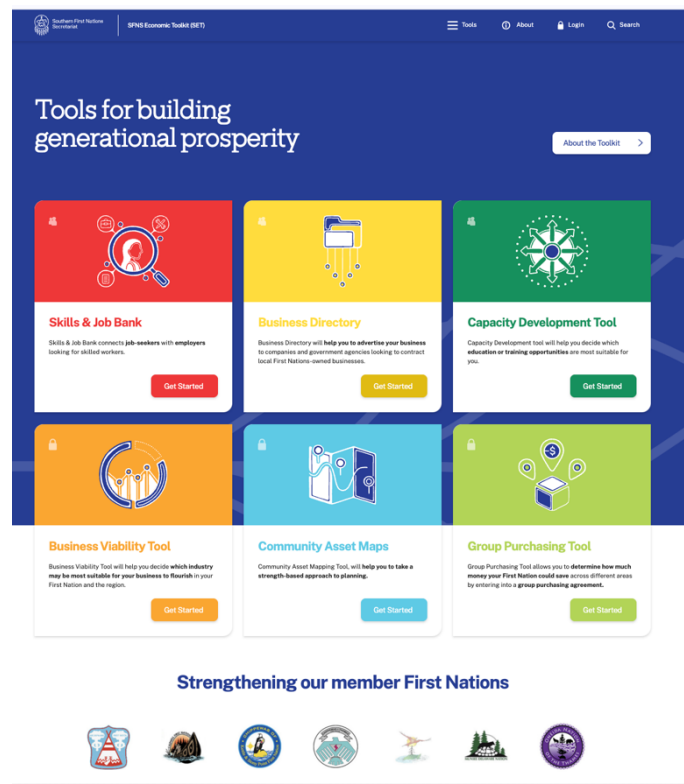
About

The Southern First Nations Secretariat Business Directory <https://sfnsbusinessdirectory.com/> is a free tool designed to support “buying local”. The tool allows members of SFNS member First Nations who own businesses to register for the directory, which is searchable by employers looking for local First Nation suppliers and contractors (SFNS, 2020).

Eligibility

- ✓ At least one of the Owner(s)/Director(s)/Founder(s) are member(s) of at least one SFNS member First Nation community, including:

- Aamjiwnaang First Nation
- Caldwell First Nation
- Chippewas of Kettle & Stony Point First Nation
- Chippewas of the Thames First Nation
- Delaware Nation – Moravian of the Thames
- Munsee-Delaware Nation



- Oneida Nation of the Thames
- √ The business/organization being registered is First Nations owned (51% or more ownership) (SFNS, 2020).

Steps to Register

1. On the landing page (www.sfnsgotset.com), select “Get Started” under the Business Directory icon.
2. On the Business Directory page click “Register Now” under “Advertise your business” on the left side of the screen.
3. Under submit a listing, enter your business listing information, including your contact information, a picture if applicable, agree to the terms and conditions and select “Complete Listing”.
4. Now that your business is registered, it will be searchable on the directory by keyword search or industry. To access your listing, go to (www.sfnsgotset.com), select “Get Started” under the Business Directory icon.
5. On the Business Directory page click “Get Started” under “Find a Business”.
6. On the Business Directory page, you can browse businesses by location using the google map or by industry using the alphabetized listing. You can also use the search bar to search for key words to find listings.

Indigenous-Owned Businesses

Indigenous Business Databases/Directories

Link	Website/Company Title
https://app.nwac.ca/womens-business-directory/	Native Women's Association of Canada (NWAC)
https://beyondbucks.com/p/buy-native.html	Beyond Buckskin
https://camsc.ca/indigenous-business-directory/	Canadian Aboriginal and Minority Supplier Council (CAMSC)
https://ccab.com/main/ccab_member/	Canadian Council for Indigenous Business (CCIB)
https://finance.ubc.ca/procure-pay/indigenous-business-directory	University of British Columbia (UBC) Finance
https://guelphblackheritage.ca/bipoc-owned-operated-business-directory/	Guelph Black Heritage Society
https://hillnotes.ca/2023/06/21/indigenous-womens-entrepreneurship-in-canada/	HillNotes
https://indigenousthrive.com	Indigenous Thrive
https://indigenousbusinessdirectoryvi.com	Indigenous Business Directory VI
https://indigenoustourism.ca/about-itac/member-directory/	Indigenous Tourism Association of Canada (ITAC)
https://ncct.on.ca/business-directory/	Native Canadian Centre of Toronto (NCCT)
https://narcity.com/indigenous-owned-businesses-you-can-support-across-canada	Narcity
https://sac-isc.gc.ca/rea-ibd	Indigenous Services Canada
https://saskchamber.com/initiatives/indigenous-business-directory/	Saskatchewan Chamber of Commerce
https://sfnsbusinessdirectory.com/business-directory/	SFNS Business Directory
https://shopfirstnations.com/locations/canada/ontario/	Shop First Nations
https://sk.211.ca/services/no-physical-address-27/national-indigenous-business-directory/	Saskatchewan 211
https://scoinc.mb.ca/southern-first-nation-businesses/	Southern Chiefs' Organization Inc. (SCO)
https://vitruvi.ca/blogs/impact-and-identity/indigenous-owned-businesses	Vitruvi
https://www.dcc-cdc.gc.ca/about-dcc/indigenous-relations/businesses	Defence Construction Canada (DCC)
https://www.entrepreneurnorth.ca/business-directory.html	EntrepreNorth

https://www.gprchamber.ca/indigenous-business-listings/	Greater Peterborough Chamber of Commerce
https://www.gov.mb.ca/central/psc/api/api_bd.html	Government of Manitoba
https://www.nativeknot.com	NativeKnot
https://www.nativeweb.org/resources/native_businesses_products/native_owned_businesses/	NativeWeb
https://www.northernontariobusiness.com/directory	Northern Ontario Business
https://www.nwac.ca/womens-business-directory/	Native Women's Association of Canada (NWAC)
https://ykdene.com/business-directory/	Yellowknives Dene First Nation

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