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Manitoba's Indigenous Procurement Initiative (IPI)



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Background

The Manitoba Government, through its Procurement Services Branch, has developed the Indigenous Procurement Initiative (IPI) in order to increase the participation of Indigenous business providing goods and services to Manitoba Government departments.

The IPI will:

- support Manitoba's commitment to community economic development for a provincial economy that is more inclusive, equitable, and sustainable
- use procurement practices to assist in the development of Indigenous business
- maximize opportunities for Indigenous business to access government tenders, while maintaining competitive pricing for government

Potential benefits:

- help stimulate Indigenous business development
- increase procurement from Indigenous businesses through sub-contracting and/or joint ventures with the general business community when bidding on tenders
- build relationships between Indigenous business, government Administrators and the general business community
- improve understanding of the tender process by Indigenous business
- increase knowledge of the Indigenous business community by government Administrators

IPI Framework

1. Indigenous Business

- An Indigenous Business must be at least 51% owned and controlled by an Indigenous person (who is a Canadian citizen and resides in Canada) and, if it has six or more full-time employees, at least one-third of its employees must be Indigenous persons.

2. Indigenous Procurement Criteria

- On all procurement, an assessment is undertaken to determine if the requirement meets any of the following Indigenous Procurement Criteria:
 - The requirement is culturally specific to Indigenous people (ex: Indigenous art, cross-cultural awareness workshops), or
 - The requirement is primarily designated for Indigenous people (ex: a study on diabetes within the Indigenous community, an Indigenous event planner for an Indigenous event, an Indigenous conference or event, focus of the requirement is Indigenous in nature).
 - Exception: goods or services already on established contracts holding a legal requirement to use the contract.

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3. Indigenous Business Set-Aside

- An Indigenous Business Set-Aside is a procurement that has been reserved for competition among Indigenous business only.
- A Set-Aside may be used when IPI Criteria is met.
- A Set-Aside must be supported by sufficient competition and capacity to be able to reserve the entire requirement for competition among Indigenous business only.
- To qualify for an Indigenous Business Set-Aside the prime contractor and any subcontractors must always be an Indigenous business.

4. Mandatory Indigenous Business Participation

- Mandatory Participation is a mandatory condition of a contract that requires a portion of the work be provided by Indigenous business.
- Mandatory Participation may be used when Indigenous Procurement Criteria is met but the capacity to do the work is unknown or is known to be insufficient to provide the entire requirement without the participation of non-Indigenous business.
- To achieve Indigenous business participation, the use of partnerships and/or contractors and subcontractors is expected and encouraged.

5. Desired Indigenous Business Participation

- Desired Indigenous Business Participation is a desired condition of a tender (not mandatory) and requests that Indigenous business provide a portion of the contract to the greatest extent possible.
- This option is used when the requirement does not meet Indigenous Procurement Criteria, but the Administrator believes that the requirement may provide an opportunity to encourage Indigenous business participation.

6. Indigenous Business Directory

- A key component of the IPI is the Indigenous Business Directory that includes:
 - a listing of Manitoba and Canadian Indigenous business, non-profit organizations and economic development corporations
 - a profile including the name of the Indigenous business, who to contact and the goods or services the business offers
- Businesses in the Indigenous Business Directory have self-declared that that they have met Manitoba's definition of an Indigenous business. The purpose of the Indigenous Business Directory is to:
 - help Administrators identify an Indigenous business that may be able to provide the goods or services they require
 - promote partnerships, joint ventures and/or subcontracting with an Indigenous business when bidding on tenders
 - provide networking opportunities for Indigenous and general business

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- identify participants for Indigenous Business Relationship Building activities
- The Indigenous Business Directory is primarily an information source for government buyers and for businesses who may be seeking partnerships and subcontracting arrangements with an Indigenous business.
- An Indigenous business may also be asked at the time it submits a bid to certify that it continues to qualify as an Indigenous business.

How to Register in the Indigenous Business Directory

- An Indigenous business may register in the Directory by completing the **Manitoba Indigenous Business Directory Registration Form**, available [here](#) or by contacting Procurement Services Branch.
- Mail or fax the Registration Form to:

Procurement and Supply Chain Division
600 – 352 Donald Street
Winnipeg, Manitoba R3B 2H8
Fax: (204) 945-1455
Email: ProcServ@gov.mb.ca

Inquiries

Additional information regarding the IPI may be obtained by contacting Procurement and Supply Chain Division:

General Inquiry Line
(204) 945-6361
Email: ProcServ@gov.mb.ca

This bulletin is issued by:

Manitoba Finance Central Services
Procurement and Supply Chain Division
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