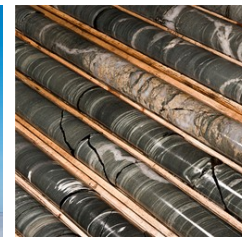
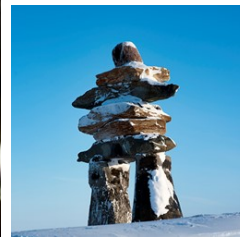
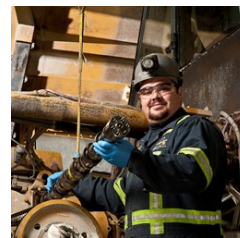




**AGNICO EAGLE**



# AGNICO EAGLE MINES PROCUREMENT PRESENTATION



Kivalliq Trade Show 2017

# PRESENTATION OVERVIEW

- Presenters: - Steve Beauchemin – Procurement Manager, Meliadine Project
  - André D'Amours – Strategic Procurement Specialist
  - Saverio D'Amico – Procurement Lead, Whale Tail
  
- Presentation:- 30 Minutes
  
- Presentation Highlights:
  - How to prequalify on Agnico Eagle Projects in Nunavut
  - Overview of Tendering Process

# PRE-QUALIFICATION

Pre-qualification is a mandatory process to pre-approve companies that are allowed to bid on Agnico Eagle contracts

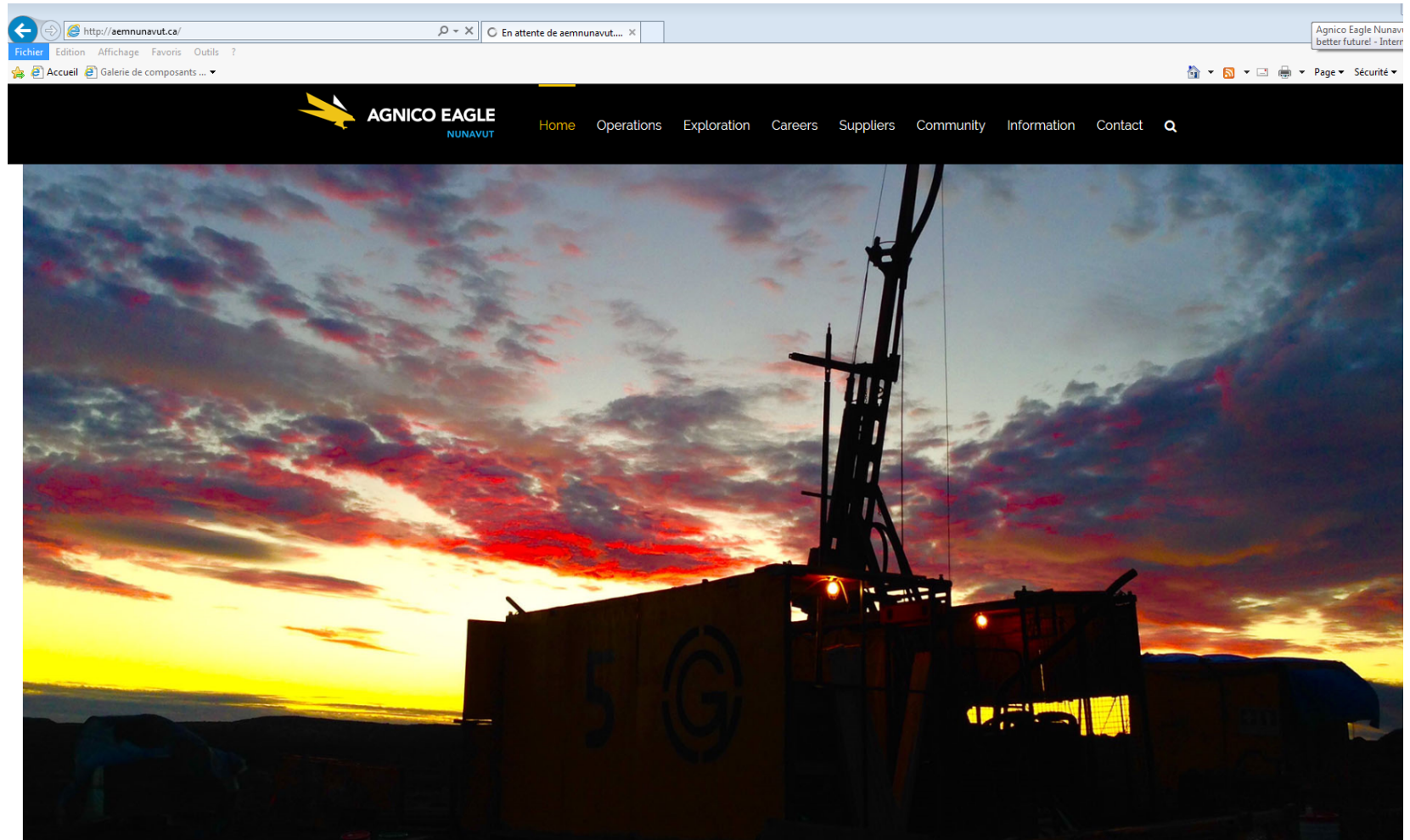
- Companies are pre-qualified for contracts depending on **category** and **size**, and they evaluated based on a company's:
  - Experience
  - Management experience
  - Technical capacity
  - Financial capacity
  - Health, safety & environmental performance history
  - Human resources
  - Equipment & assets
  - Past performance on other projects
- Inuit companies that are pre-qualified for relevant categories are put on a bidders list and are invited to bid on Agnico tenders



# HOW TO PREQUALIFY ON AGNICO EAGLE MINES PROJECTS IN NUNAVUT

## ➔ STEP 1

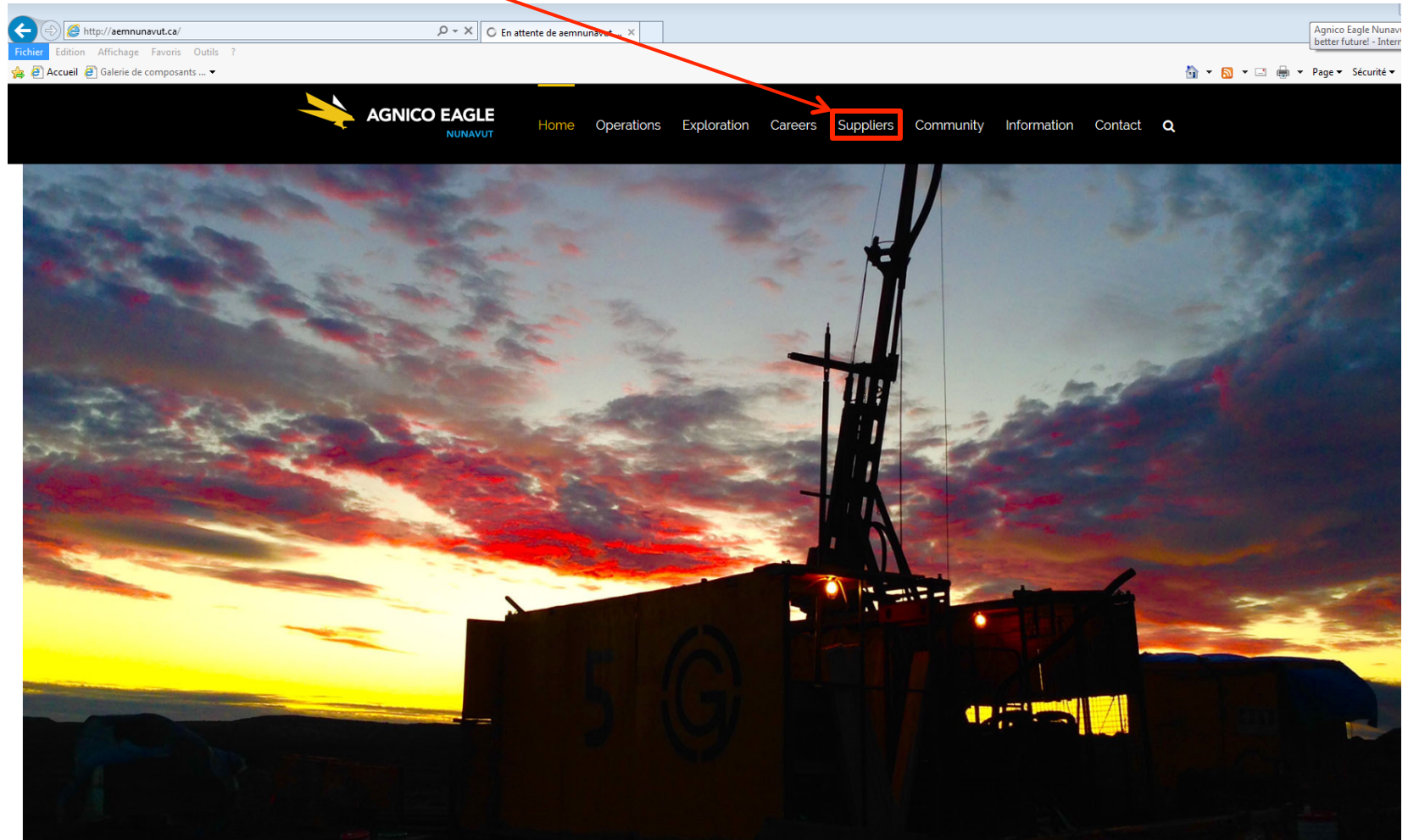
Go on the official Agnico Eagle website: [www.aemnunavut.ca](http://www.aemnunavut.ca)



# HOW TO PREQUALIFY ON AGNICO EAGLE MINES PROJECTS IN NUNAVUT

## ➔ STEP 2

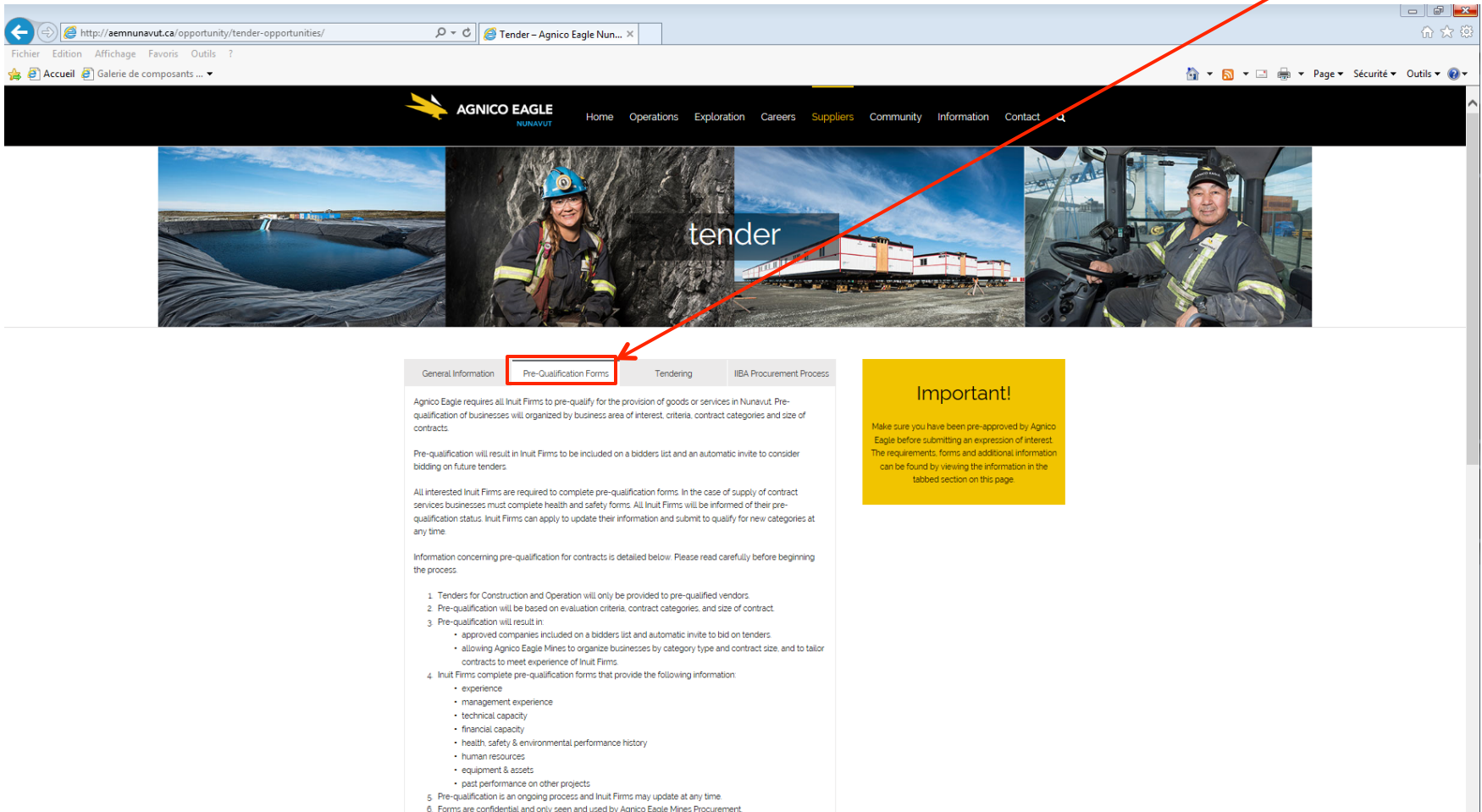
Click on the tab - Suppliers



# HOW TO PREQUALIFY ON AGNICO EAGLE MINES PROJECTS IN NUNAVUT

## ➔ STEP 3

Click on the following link to access to the pre-qualification process and details:



The screenshot shows a web browser window with the URL <http://aemnunavut.ca/opportunity/tender-opportunities/>. The page features a navigation menu with links for Home, Operations, Exploration, Careers, Suppliers, Community, Information, and Contact. Below the menu is a banner with four images: a water treatment pond, a worker in a hard hat, a large industrial building, and a worker in a vehicle. The word "tender" is overlaid on the second image. Below the banner is a tabbed interface with four tabs: General Information, Pre-Qualification Forms (highlighted with a red box and an arrow), Tendering, and IIBA Procurement Process. The Pre-Qualification Forms tab is active, displaying the following text:

General Information   **Pre-Qualification Forms**   Tendering   IIBA Procurement Process

Agnico Eagle requires all Inuit Firms to pre-qualify for the provision of goods or services in Nunavut. Pre-qualification of businesses will be organized by business area of interest, criteria, contract categories and size of contracts.

Pre-qualification will result in Inuit Firms to be included on a bidders list and an automatic invite to consider bidding on future tenders.

All interested Inuit Firms are required to complete pre-qualification forms. In the case of supply of contract services businesses must complete health and safety forms. All Inuit Firms will be informed of their pre-qualification status. Inuit Firms can apply to update their information and submit to qualify for new categories at any time.

Information concerning pre-qualification for contracts is detailed below. Please read carefully before beginning the process.

1. Tenders for Construction and Operation will only be provided to pre-qualified vendors.
2. Pre-qualification will be based on evaluation criteria, contract categories, and size of contract.
3. Pre-qualification will result in:
  - approved companies included on a bidders list and automatic invite to bid on tenders.
  - allowing Agnico Eagle Mines to organize businesses by category type and contract size, and to tailor contracts to meet experience of Inuit Firms.
4. Inuit Firms complete pre-qualification forms that provide the following information:
  - experience
  - management experience
  - technical capacity
  - financial capacity
  - health, safety & environmental performance history
  - human resources
  - equipment & assets
  - past performance on other projects
5. Pre-qualification is an ongoing process; and Inuit Firms may update at any time.
6. Forms are confidential and only seen and used by Agnico Eagle Mines Procurement.

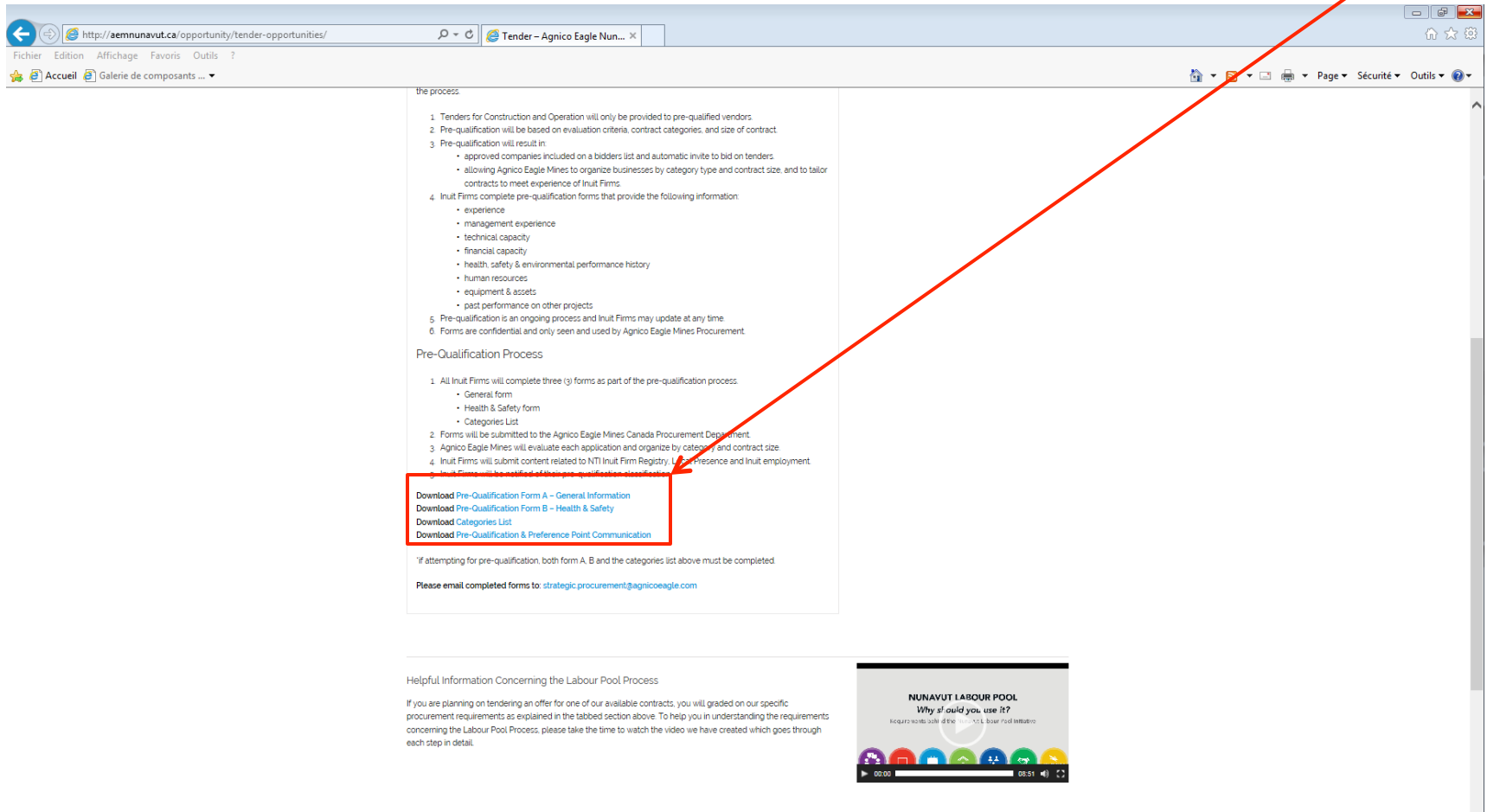
**Important!**

Make sure you have been pre-approved by Agnico Eagle before submitting an expression of interest. The requirements, forms and additional information can be found by viewing the information in the tabbed section on this page.

# HOW TO PREQUALIFY ON AGNICO EAGLE MINES PROJECTS IN NUNAVUT

## ➔ STEP 4

Click on the following links to access to the Pre-Qualification forms and Category list



the process

1. Tenders for Construction and Operation will only be provided to pre-qualified vendors.
2. Pre-qualification will be based on evaluation criteria, contract categories, and size of contract.
3. Pre-qualification will result in:
  - approved companies included on a bidders list and automatic invite to bid on tenders
  - allowing Agnico Eagle Mines to organize businesses by category type and contract size, and to tailor contracts to meet experience of Inuit Firms.
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  - experience
  - management experience
  - technical capacity
  - financial capacity
  - health, safety & environmental performance history
  - human resources
  - equipment & assets
  - past performance on other projects
5. Pre-qualification is an ongoing process and Inuit Firms may update at any time.
6. Forms are confidential and only seen and used by Agnico Eagle Mines Procurement.

Pre-Qualification Process

1. All Inuit Firms will complete three (3) forms as part of the pre-qualification process:
  - General form
  - Health & Safety form
  - Categories List
2. Forms will be submitted to the Agnico Eagle Mines Canada Procurement Department.
3. Agnico Eagle Mines will evaluate each application and organize by category and contract size.
4. Inuit Firms will submit content related to NTL Inuit Firm Registry, [Inuit presence and Inuit employment](#).
5. [Inuit Firms will benefit of the pre-qualification process.](#)


[Download Pre-Qualification Form A - General Information](#)  
[Download Pre-Qualification Form B - Health & Safety](#)  
[Download Categories List](#)  
[Download Pre-Qualification & Preference Point Communication](#)

\*if attempting for pre-qualification, both form A, B and the categories list above must be completed

Please email completed forms to: [strategic.procurement@agnicoeagle.com](mailto:strategic.procurement@agnicoeagle.com)

Helpful Information Concerning the Labour Pool Process

If you are planning on tendering an offer for one of our available contracts, you will be graded on our specific procurement requirements as explained in the tabbed section above. To help you in understanding the requirements concerning the Labour Pool Process, please take the time to watch the video we have created which goes through each step in detail.



# HOW TO PREQUALIFY ON AGNICO EAGLE MINES PROJECTS IN NUNAVUT



Fill and return the three forms to AEM

Starting with the General Information Form



Agnico Eagle Mines Limited  
IIBA Pre-qualification Form

## 1. GENERAL INFORMATION

### 1.1.

Legal entity (company) name: \_\_\_\_\_

Contact Name \_\_\_\_\_

Title and Email \_\_\_\_\_

Generic Email \_\_\_\_\_

Legal Location Address

Street /No: \_\_\_\_\_

City: \_\_\_\_\_

Province: \_\_\_\_\_ Postal Code: \_\_\_\_\_

Country: \_\_\_\_\_ Telephone #: \_\_\_\_\_

Date Founded / Incorporated: \_\_\_\_\_

### 1.2. Nunavut Tunngavik Inc

Is the company (legal entity) registered to Nunavut Tunngavik Inc?  YES  NO  
*Please attach your certificate. (NTI=IFRXXXX)*

*If yes,*

**Company owned by:**

Northern Partner (if existing) \_\_\_\_\_  
Ownership % \_\_\_\_\_

Southern partner (if existing) \_\_\_\_\_  
Ownership % \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

*If applicable, Joint Venture* \_\_\_\_\_

### 1.3. Employment Base Questions:

Please confirm if either of these statements are true:

If your firm employs the equivalent of six (6) full-time employees or less, is at least one such full-time employee Inuit (must include subcontractor);

YES  NO

If your firm employs more than the equivalent of six (6) full-time employees, at least 33% of such full-time employees are Inuit (must include subcontractor).

YES  NO



# HOW TO PREQUALIFY ON AGNICO EAGLE MINES PROJECTS IN NUNAVUT



Fill and return the Health and Safety forms

Legal entity (company) name:

**PART 1**

1. LIST YOUR COMPANYS' WSCC [WCB] EXPERIENCE RATE FOR THE LAST THREE YEARS (starting with the current year):

INDUSTRY CODE	<input style="width: 100%;" type="text"/>		
INDUSTRY CLASSIFICATION	<input style="width: 100%;" type="text"/>		
	20__	20__	20__
INDUSTRY RATE	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
CONTRACTOR RATE	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>

2. IS YOUR WSCC [WCB] ACCOUNT IN GOOD STANDING?  YES  NO  
(Please provide letter of confirmation). or equivalent (CNESST)

3. SAFE WORK PERFORMANCE

3A. Injury Experience / Historical Performance				
Use the previous three years injury and illness records to complete the following:				
Year	2013	2014	2015	Total
a) Number of First Aid cases	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
b) Number of Medical Treatment cases	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
c) Number of Restricted work day cases	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
d) Number of Lost Time Injury cases	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
e) Number of Fatal Injuries	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
f) Number of Recordable injury cases	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
g) Total Work Injuries	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
h) Total Work Injury Frequency (*Avg.)	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
i) Lost Time Injury Frequency (*Avg.)	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
j) Recordable injury frequency (*Avg.)	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>
k) Total hours worked	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>	<input style="width: 100%;" type="text"/>

\*Avg = (Total x 200,000)/Total hours worked

# HOW TO PREQUALIFY ON AGNICO EAGLE MINES PROJECTS IN NUNAVUT



Select the category and return the category list to AEM

Agnico Eagle Mines Limited  
CATEGORIES LIST "APPENDIX B"

AGNICO EAGLE

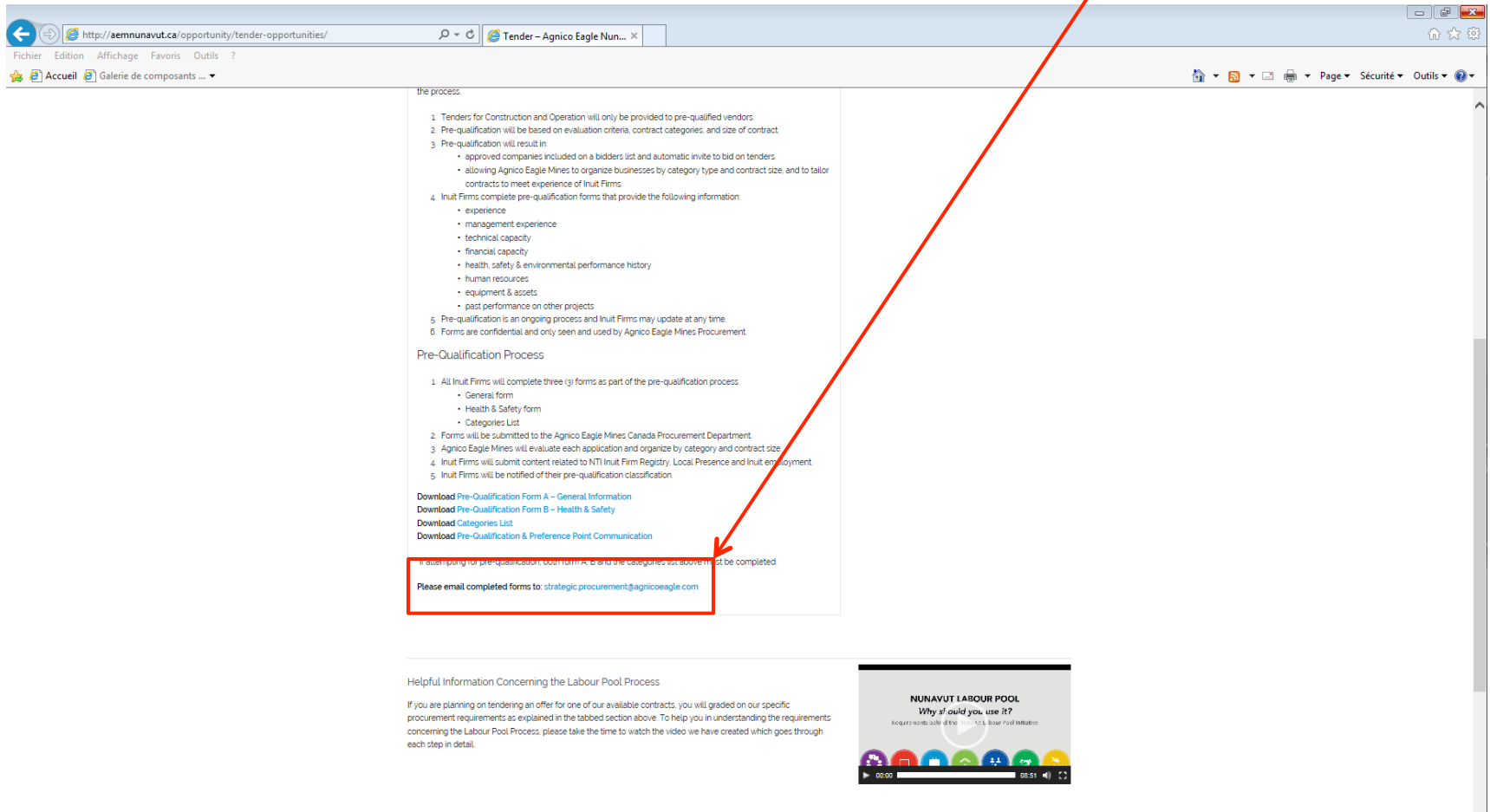
**Please take note: If you want to pre-qualify for a specific(s) category(ies) please select "Y" in column E. Indicate in the Comments (Column D) how you will fulfill your engagement (Ex. Supplier, Distributor, etc.) These categories represent areas where Agnico Eagle plans to spend money for its Melladine Project within the next three (3) years. A follow up will be done *only* with all *NTI* suppliers who will have filled our forms and a copy of the pre-qualification results will be given to the KIA. *ONLY* pre-qualified suppliers will be invited to participate in Melladine Request for Proposals (RFPs).**

Discipline	Type of Contract	Categories Description	Comments	Expression of Interest
Architectural	Supply	Architectural Hardware		
Architectural	Supply & Installation	Architectural Hardware		
Architectural	Supply	Lumber of different type		
Architectural	Supply & Installation	Interior Finishes		
Architectural	Installation	Interior Finishes		
Architectural	Supply & Installation	Prefabricated Modules		
Architectural	Rental	Prefabricated Modules		
Architectural	Supply	Prefabricated Modules		
Civil	Service of	Bridge		
Civil	Installation	Bridge		
Civil	Supply	Bridge		
Civil	Supply & Installation	Bridge		
Civil	Supply	Culvert Pipes		
Civil	Supply & Installation	Culvert Pipes		
Civil	Supply	Grout		
Civil	Supply & Installation	Grout		
Civil	Supply	Liner Material		
Civil	Supply & Installation	Liner Material		
Civil	Supply	Piles		
Civil	Supply & Installation	Piles		
Civil	Service of	Surveying		
Commissioning	Service of	Electrical		
Commissioning	Service of	Mechanical		
Commissioning	Service of	Instrumentation		
Commissioning	Service of	Mill		
Commissioning	Service of	Ventilation		
Commissioning	Service of	Generators		
Commissioning	Service of	Infrastructure		
Concrete	Supply	Concrete		
Concrete	Supply & Installation	Concrete		
Concrete	Supply & Service	Concrete		
Concrete	Supply	General Use/GUL (Portland Limestone Cement)		
Concrete	Service of	Concrete Placement	Formwork, Rebar, Finish & Curing	
Concrete	Supply	Shotcrete (Underground)		
Concrete	Supply & Service	Shotcrete (Underground)		
Concrete	Installation	Concrete Batch Plant		

# HOW TO PREQUALIFY ON AGNICO EAGLE MINES PROJECTS IN NUNAVUT

## ➔ STEP 5

Return the filled forms to [strategic.procurement@agnicoeagle.com](mailto:strategic.procurement@agnicoeagle.com)



the process

1. Tenders for Construction and Operation will only be provided to pre-qualified vendors.
2. Pre-qualification will be based on evaluation criteria, contract categories, and size of contract.
3. Pre-qualification will result in:
  - approved companies included on a bidders list and automatic invite to bid on tenders
  - allowing Agnico Eagle Mines to organize businesses by category type and contract size, and to tailor contracts to meet experience of Inuit Firms.
4. Inuit Firms complete pre-qualification forms that provide the following information:
  - experience
  - management experience
  - technical capacity
  - financial capacity
  - health, safety & environmental performance history
  - human resources
  - equipment & assets
  - past performance on other projects
5. Pre-qualification is an ongoing process and Inuit Firms may update at any time.
6. Forms are confidential and only seen and used by Agnico Eagle Mines Procurement.

Pre-Qualification Process

1. All Inuit Firms will complete three (3) forms as part of the pre-qualification process:
  - General form
  - Health & Safety form
  - Categories List
2. Forms will be submitted to the Agnico Eagle Mines Canada Procurement Department.
3. Agnico Eagle Mines will evaluate each application and organize by category and contract size.
4. Inuit Firms will submit content related to NTI Inuit Firm Registry, Local Presence and Inuit employment.
5. Inuit Firms will be notified of their pre-qualification classification.


[Download Pre-Qualification Form A - General Information](#)  
[Download Pre-Qualification Form B - Health & Safety](#)  
[Download Categories List](#)  
[Download Pre-Qualification & Preference Point Communication](#)

Attempting for pre-qualification, both form A, B and the categories list above must be completed.

Please email completed forms to: [strategic.procurement@agnicoeagle.com](mailto:strategic.procurement@agnicoeagle.com)

Helpful Information Concerning the Labour Pool Process

If you are planning on tendering an offer for one of our available contracts, you will be graded on our specific procurement requirements as explained in the tabbed section above. To help you in understanding the requirements concerning the Labour Pool Process, please take the time to watch the video we have created which goes through each step in detail.



# HOW TO PREQUALIFY ON AGNICO EAGLE MINES PROJECTS IN NUNAVUT

## Evaluation Process

1. AEM will evaluate each application and organize by category and contract size;
2. Inuit Firms will submit all the information related to NTI Inuit Firm Registry, Local Presence and Inuit employment;
3. Inuit Firms will be notified of their pre-qualification classification

## Schedule B Item 5.8

“Any applicant which received a notice under section 5.7(b) or (c) of this Schedule, or an Inuit Firm which is of the opinion that it has been listed in the wrong Pre-qualification Category, may at any time during the Term, send a notice to AEM requesting a review of its pre-qualification status.”

# Nunavut IIBA Procurement Process

## 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.



## 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). Updates are advertised from time to time in the Kivalliq News.



### EXPRESSION OF INTEREST (EOI)

Businesses interested in qualifying in a contract category should send an email 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 pre-qualification forms.

### PRE-QUALIFICATION FORMS

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



### 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.

## REQUEST FOR PROPOSAL - CHECK LIST

When submitting your RFP response, please ensure that you have included all of the following documents:

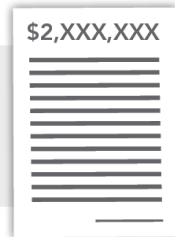
- - Experience and Reference provided, pursuant to Section 4.0
- - Appendix C: Code of Conduct
- - Appendix E: provide Technical Requirements & Specific Purchase Conditions (SPC)
- - Appendix F: provide completed Price Proposal
- - Appendix H: Past Implementation of Inuit Training Program
- - Appendix I: Certificate Confirming Percentage of Profits to Inuit Firms (pursuant to Section 3.18 ) (For Inuit Firm bidders)
- - Appendix J: Form of Declaration Confirming Compliance with Employment Requirements
- - Appendix N: Non-Disclosure Agreement signed and returned
- - Appendix O: provide completed Technical and SPC Compliance Matrix

# THE TENDERING PROCESS



## INVITATION TO TENDER

Only companies that have pre-qualified will be invited to tender.



Subject to the terms and conditions of the IIBA, Agnico Eagle will make its best efforts to award contracts to Inuit Firms.

**PREFERENCE POINTS**  
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 and Chesterfield Inlet)



## TENDER

Tenders will be evaluated based on:

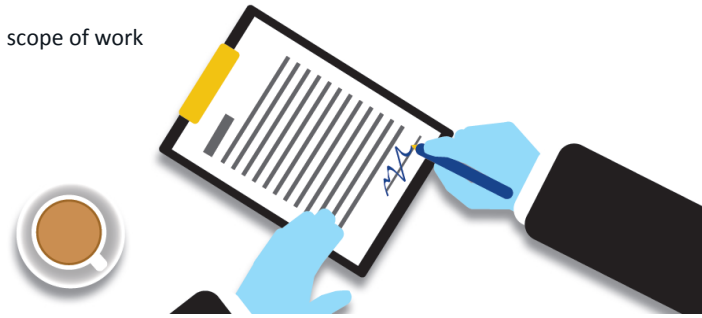
- cost competitiveness
- timely performance or delivery of the tendered scope of work
- past implementation of Inuit training.

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 Labour Pool List which includes Inuit candidates from the Kivalliq who have completed the work readiness and mandatory trainings as outlined in the IIBA labour pool process.



# MAXIMUM ALLOWABLE PREFERENCE POINTS

Only NTI registered businesses will have preference points applied to their tender evaluations

Preference Points Evaluation Criteria:		Maximum Preference Points			
		Services		Goods	
<b>NTI Registered</b>		<b>1</b>		<b>1</b>	
<b>Net Profits to Inuit Firm*</b>	51% of contract profits goes to Inuit Firm	<b>5</b>		<b>3</b>	
	41% of contract profits goes to Inuit Firm	<b>4</b>			
	31% of contract profits goes to Inuit Firm	<b>3</b>		<b>1.5</b>	
	21% of contract profits goes to Inuit Firm	<b>2</b>			
	11% of contract profits goes to Inuit Firm	<b>1</b>	<b>15</b>	<b>1</b>	<b>8</b>
<b>Meets the Inuit Employment Base*</b>		<b>4</b>		<b>1</b>	
<b>Exceeds the Inuit Content Set in Tender</b>		<b>2</b>			
<b>Local Presence*</b>	Affected Community (Chesterfield Inlet or Rankin Inlet)	<b>3</b>		<b>3</b>	
	Kivalliq Region	<b>2</b>		<b>2</b>	
	Nunavut	<b>1</b>		<b>1</b>	
<b>Non-NTI Firms (Maximum):</b>			<b>85</b>		<b>92</b>
<b>Total:</b>			<b>100</b>		<b>100</b>

\*Definitions on next slide



# PREFERENCE POINTS: DEFINITIONS

## Local Presence



- Has a place of business by leasing or owning office, commercial, industrial or part of a residential space in Nunavut on a year-round basis for the primary purpose of operating its business at least 4 months before tendering as per your NTI Registration
- Performs most of its business management and administration in Nunavut, and
- Holds valid permits, authorizations and licenses.

## Employment Base



- Minimum levels of employment of Inuit by a tendering firm, similar to the Government of Canada Procurement Strategy for Aboriginal Business :
- 6 full time employees or less, at least one such full-time employee must be Inuit;
  - More than the equivalent of six (6) full-time employees, at least 33% of such full-time employees are Inuit.

## Net Profits



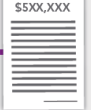
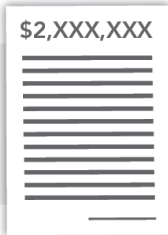
- To prove Inuit Net Profits, a company officer must certify the net profit % of the contract that will be paid to the Inuit Firm.
- Agnico Eagle may request the company to submit information on the % of net profit to an Inuit Firm to an independent 3<sup>rd</sup> party who report back to all stakeholders.

# THE TENDERING PROCESS



## INVITATION TO TENDER

Only companies that have pre-qualified will be invited to tender.



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[aemnunavut.ca](http://aemnunavut.ca)

[strategic.procurement@agnicoeagle.com](mailto:strategic.procurement@agnicoeagle.com)

# QUESTIONS?



**AGNICO EAGLE**

[aemnunavut.ca](http://aemnunavut.ca)