



Inuit Firm Business Development Engagement

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Dear Inuit Firm Representative,

You are receiving this communication because your business is an Inuit Firm from the Qikiqtani Region registered with Nunavut Tunngavik Incorporated (NTI). If there is a more appropriate contact for your business, please update it with NTI.

Through the Inuit Impact and Benefit Agreement for the Mary River Project, Baffinland Iron Mines Corporation (Baffinland) delivers workshops with Inuit Firms in surrounding communities each year with the overall goal of improving their access to Baffinland business opportunities.

Below is brief questionnaire jointly developed by the Qikiqtani Inuit Association and Baffinland, which is intended to gain a better understanding of the assistance needed as well as the development areas that your business would like to improve upon. The results of these questionnaires, which will be kept confidential, will assist us in creating training and information sharing workshop opportunities for Inuit Firms like yours.

While this survey is voluntary, we greatly value and appreciate any feedback you might have. Please also be assured that, while we will evaluate your provided responses, your organization's name will not be shared in any public reporting or discussions.

Looking forward to hearing from you.

Qujannamiik,

A handwritten signature in black ink, appearing to read "Agnes Simonfalvy".

Agnes Simonfalvy
IIBA Implementation Manager

Inuit Firm Business Development Survey	
Inuit Firm Name:	
Contact Name and Details (phone/email:	
NTI Registration Number:	
Is your firm interested in Mary River Project business opportunities?	(yes/no/maybe)
Have you previously bid on Mary River Project opportunities?	(yes/no/don't know)
If you answered "yes" to the previous question, please indicate if your bid was successful.	Yes, Successful No, Unsuccessful I don't know
If your bid was unsuccessful, why do you think your bid was unsuccessful?	

Please indicate how helpful the following development areas might be for your firm on a scale of 1 to 7, where 1 is not helpful and 7 is very helpful. Please circle/highlight only one number for each development line item.							
Business Development Areas	1	2	3	4	5	6	7
Business Startup (e.g., business and finance planning)	1	2	3	4	5	6	7
Accessing Funding (e.g., locating funding, application support)	1	2	3	4	5	6	7
Joint Venture and Partnership Establishment (e.g., understanding ownership and profit structures)	1	2	3	4	5	6	7
Proposal Development (e.g., technical terms, writing, meeting Baffinland business requirements)	1	2	3	4	5	6	7
Human Resources Management (e.g., hiring and recruiting, employee career planning, payroll administration)	1	2	3	4	5	6	7
Contract/Business Management (e.g., business planning, progress tracking, resource management)	1	2	3	4	5	6	7
Financial Administration (e.g., reporting, progress billing, collections, costing)	1	2	3	4	5	6	7
Quality Assurance and Quality Control (e.g., quality control and assurance procedures)	1	2	3	4	5	6	7
Health, Safety and Environment (e.g., HSE program and policy creation and implementation)	1	2	3	4	5	6	7
Equipment and Capital Expenditures (e.g., equipment maintenance, asset management)	1	2	3	4	5	6	7
Marketing (e.g., marketing your product or service)	1	2	3	4	5	6	7

Are there any other supports that you think would help your firm access Mary River Project opportunities, including Baffinland's Steensby Rail development?	
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Please prioritize the following aspects based on your interest in understanding and improving Inuit content opportunities within your business. Use a scale of 1 to 6 with "1" indicating the highest priority and "6" indicating the lowest priority.	
Rank	Area
	Receiving support and building capacity in the bidding process (e.g., pre-qualification and proposal support and guidance, understanding and optimizing Inuit Content bid points for your firm)
	IIBA contracting process benefits for Inuit Firms
	Hiring, recruiting and retaining Inuit (e.g., locating Inuit labour, accessing counselling support)
	Locating Inuit Firm suppliers or subcontractors (e.g., process and resource availability)
	Inuit Training and advancement (e.g., Inuit employee career planning, locating Inuit training and advancement opportunities)
	Developing your Contractor Inuit Content Plan (CICP) and reporting on it
Please add any additional comments that you feel would be helpful	