

BUSINESS INCENTIVE POLICY (BIP) EVALUATION EXAMPLE REQUEST FOR PROPOSALS

Disclaimer:

The information provided herein is an example for general information purposes only. Use of any of these sample documents is at your own risk. The information provided is of a general nature and may not address the specific circumstances of a particular Request for Proposals (RFP). All companies referenced in this document are fictitious and used for example purposes only, any similarities with actual registered companies is strictly coincidental.

Purpose:

The following is an example of how credit under the GNWT Business Incentive Policy is provided during a RFP process.

Please refer to the two sample BIP forms on pages 3 and 4.

Assumptions:

For the purposes of this example Best Northern Consulting Ltd. is an approved business under the BIP and is 'Local'.

Considerations:

To calculate the credit Best Northern Consulting Ltd. would receive under the BIP, the following is considered:

- The Grand Total is \$282,550.00
- The BIP status of the proponent and any sub-contractors listed on the forms has been confirmed through the BIP Registry
- \$37,800.00 has been identified as 'Local Content' on the Services form
- \$13,500.00 has been identified as 'Local Content' on the Goods form
- \$216,900.00 has been identified as 'NWT Content' on the Services form
- \$1,800.00 has been identified as 'NWT Content' on the Goods form

Determining the score for Local Content:

$$\$37,800.00 + \$13,500.00 = \$51,300.00$$

$$(\$51,300.00 / \$282,550.00) \times (10) = \mathbf{1.82}$$

Determining the score for NWT Content:

$$\$216,900.00 + \$1,800.00 = \$218,700.00$$

$$\$218,700.00 + \$51,300.00 \text{ (local)} = \$270,000.00$$

$$(\$270,000.00 / \$282,550.00) \times (10) = \mathbf{9.56}$$

Results:

As a result of this evaluation Best Northern Consulting Ltd. would receive a score of 1.82 out of 10 for Local Content (item 7 of Table 1) and 9.56 out of 10 for NWT Content (Item 6 of Table 1).

Resources:

Additional information regarding the GNWT Business Incentive Policy can be found at:
<http://www.iti.gov.nt.ca/programs-services/business-incentive-policy>

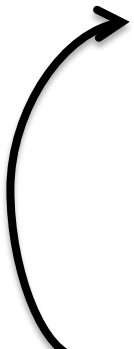
- Table 1 –

Proposal Rating Schedule

Item	Rating Criteria	Assigned Weight (a)	Unit Points Awarded (b)	Total Points (a) x (b) = (c)
1	Team	20		
2	Methodology / Approach	15		
3	Proponent's Past Relevant Experience	15		
4	Project Schedule	15		
5	Fees & Expenses (Note 1)	15		
6	<i>Business Incentive Policy</i> 63.02: NWT (Note 2)	15	9.56	143.4
7	<i>Business Incentive Policy</i> 63.02: Local (Note 3)	5	1.82	9.1
Total Score		100		_____ / 1000

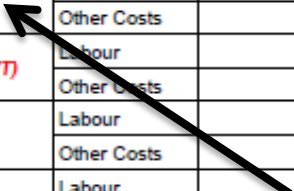
**Substantiation of BIP Adjustment
NWT and Local Content Form - SERVICES**

Proponent:	Best Northern Consulting Ltd. <i>(BIP Registered - NWT)</i>			Ref. No.	SC 123456
LEGAL BUSINESS NAME (or as listed on the GNWT BIP Registry)	CONTENT TYPE	LOCAL CONTENT	NWT CONTENT	Non-BIP CONTENT	SUB-TOTALS
SERVICES:					
Proponent's Own Workforces	Labour	\$9,000.00	\$138,000.00		\$147,000.00
	Other Costs	\$500.00	\$19,000.00		\$19,500.00
Subcontractors / Services: Legal Business Name (or as listed on the GNWT BIP Registry)					
Arctic Environmental Consulting <i>(BIP Registered - Local)</i>	Labour	\$12,000.00			\$12,000.00
	Other Costs	\$2,500.00			\$2,500.00
Northern Lights Risk Analysis Ltd. <i>(BIP Registered - NWT)</i>	Labour		\$10,000.00		\$10,000.00
	Other Costs		\$4,000.00		\$4,000.00
Mackenzie River Law Offices LLP <i>(BIP Registered - NWT)</i>	Labour		\$25,000.00		\$25,000.00
	Other Costs		\$1,200.00		\$1,200.00
Northwest Printing <i>(BIP Registered - NWT)</i>	Labour				\$0.00
	Other Costs		\$500.00		\$500.00
Hamlet of [specify community] <i>(Not BIP Registered)</i>	Labour	\$9,000.00			\$9,000.00
	Other Costs			\$800.00	\$800.00
Mackenzie Mountains Motel <i>(BIP Registered - Local)</i>	Labour				\$0.00
	Other Costs	\$2,800.00			\$2,800.00
Grey Grizzly Mountain Lodge <i>(Not BIP Registered)</i>	Labour				\$0.00
	Other Costs			\$1,750.00	\$1,750.00
Backbay Energy Consulting Ltd. <i>(BIP Registered - NWT)</i>	Labour	\$2,000.00	\$7,800.00		\$9,800.00
	Other Costs		\$3,400.00		\$3,400.00
Mountain Mile Airways <i>(BIP Registered - NWT)</i>	Labour				\$0.00
	Other Costs		\$8,000.00		\$8,000.00
	Labour				\$0.00
	Other Costs				\$0.00
	Labour				\$0.00
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	Labour				\$0.00
	Other Costs				\$0.00
SUB-TOTALS		\$37,800.00	\$216,900.00	\$2,550.00	
(A) TOTAL (SERVICES)					\$257,250.00



Note: The Hamlet Office is not BIP registered. This proponent plans to work with the Hamlet Office to hire \$9,000 in local labour (i.e. wildlife monitors), and \$800 for permits or other fees (Non-BIP content).

Note: In this example the community wasn't identified (intentionally), but this **would be required** in any actual submission.



Note: In this example Backbay Energy Consulting Ltd. is BIP registered but not 'Local'. They plan to spend \$2,000.00 locally on labour from the community where the work is located. Since they are not a 'Local' company 'Other Costs' cannot be claimed as 'Local', and are entered under 'NWT Content'.

**Substantiation of BIP Adjustment
NWT and Local Content Form - GOODS**

Proponent:	Best Northern Consulting Ltd. <i>(BIP Registered - NWT)</i>			Ref. No.	SC 123456
LEGAL BUSINESS NAME (or as listed on the GNWT BIP Registry)	Commodity Type	LOCAL CONTENT	NWT CONTENT	Non-BIP CONTENT	SUB-TOTALS
GOODS:					
Diamond City Office Products <i>(BIP Registered - NWT)</i>	Office Supplies		\$1,800.00		\$1,800.00
River Road Technical <i>(Not BIP Registered)</i>	Industrial Equipment / Supply			\$10,000.00	\$10,000.00
Northwest Recreational Solutions Inc. <i>(BIP Registered - Local)</i>	Recreational Vehicles	\$12,000.00			\$12,000.00
Outbound Sporting <i>(BIP Registered - Local)</i>	Clothing	\$1,500.00			\$1,500.00
					\$0.00
					\$0.00
					\$0.00
					\$0.00
					\$0.00
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					\$0.00
SUB-TOTALS		\$13,500.00	\$1,800.00	\$10,000.00	
(B) TOTAL (GOODS)					\$25,300.00
GRAND TOTAL (A + B)					\$282,550.00
Total must equal the total price proposed.					

Full business names identified. (BIP registered, when applicable)

Commodity types are clearly identified and correspond with the BIP registry.

The Grand Total matches the total amount proposed.