



## **Aboriginal Procurement Policy**

Kinder Morgan Canada (KMC) promotes open and transparent consultation and communication and strives to build lasting relationships with Aboriginal communities and businesses. KMC is committed to ensuring these relationships are based on trust, mutual respect and the achievement of common goals. KMC will work with Aboriginal communities to promote economic development through the identification of opportunities that offer Aboriginal communities and businesses the ability to participate in the procurement of goods and services in support of KMC's operational and project requirements.

KMC has dedicated personnel who connect Aboriginal companies with KMC's procurement opportunities and provide advice, information and materials to help Aboriginal businesses in the following way:

- Assist in identifying procurement and economic development opportunities;
- Assist in identifying the processes used to procure goods; and,
- Build procurement bidding expertise to assist with the KMC bid process.

## **Aboriginal Businesses**

Increasing Aboriginal participation in the procurement of goods and services is a key goal of KMC. Procurement through direct awards, select tenders and specified Aboriginal content in bid documents where appropriate will enable us to realize this goal. To ensure that procurement practices are consistent with our goals, the following criterion is utilized to qualify Aboriginal businesses:

- Sole proprietorships - business must be wholly owned by an Aboriginal person;
- Limited company - business must have at least 51 percent of the equity (including any common or voting shares) owned by one or more Aboriginal Businesses or Aboriginal People;
- Partnership or joint ventures - business must have at least 51 percent ownership rights (including any voting rights) directly held by one or more Aboriginal Businesses or Aboriginal People; and,
- As determined by KMC in its sole discretion from time to time, any other businesses with a substantial amount of ownership rights held by one or more Aboriginal businesses or Aboriginal people.

## **Procurement Practices**

To ensure opportunities are extended to Aboriginal communities and businesses, the following procurement practices may be utilized, as applicable:

- Direct awards - a contract for goods or services that is awarded on an open book basis or without a request for proposal or special requirements for tender basis.
- Limited competitive bidding – a bid where there is an acknowledged number and/or capacity of Aboriginal businesses in a particular commodity or service area, and where fair market value is achieved, KMC may establish a competitive Aboriginal procurement process where only

### **Kinder Morgan Canada**

Suite 2700, 300 – 5<sup>th</sup> Avenue SW, Calgary, AB T2P 5J2

Tel: (403) 514-6400 Fax: (403) 514-6401 Toll-Free: 1 (800) 535-7219 [www.kindermorgan.com](http://www.kindermorgan.com)



qualifying Aboriginal businesses will be requested to bid on the procurement. This can include limiting the number of invitations with a minimum of at least three invitations.

- Inclusion of Aboriginal content as a component of the bid evaluation criteria - select KMC procurement opportunities may be required to include an Aboriginal Opportunities Requirement (AOR). The AOR requires that bidders include, in their bid documents, a plan to ensure that an awarded contract must include specified Aboriginal participation and benefits as measured in direct or indirect Aboriginal content value.

This flexible tool allows non-Aboriginal companies to provide benefits to Aboriginal peoples and communities, assisting KMC to meet its Aboriginal participation objectives, through a range of options including training, employment, procurement, contributions to Aboriginal youth and other programs as specified by the company.

Regardless of the practice used for procurement, KMC will always seek competitive market based costs and will not compromise safety, the environment, quality or schedule.

### **Contact Information**

To learn more about the services and products required to support KMC, we encourage Aboriginal businesses to contact us to discuss opportunities: [aboriginal\\_procurement@transmountain.com](mailto:aboriginal_procurement@transmountain.com).

For more information regarding KMC's Trans Mountain Expansion Pipeline project please visit: [www.transmountain.com](http://www.transmountain.com).

For more information about ongoing opportunities throughout KMC please visit: [www.kindermorgan.com](http://www.kindermorgan.com).

### **Kinder Morgan Canada**

Suite 2700, 300 – 5<sup>th</sup> Avenue SW, Calgary, AB T2P 5J2

Tel: (403) 514-6400 Fax: (403) 514-6401 Toll-Free: 1 (800) 535-7219 [www.kindermorgan.com](http://www.kindermorgan.com)