

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:

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

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

Determining the score for NWT Content:

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

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

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

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 63.02: NWT (Note 2)</i>	15	9.56	143.4
7	<i>Business Incentive Policy 63.02: Local (Note 3)</i>	5	1.82	9.1
Total Score		100		_____ / 1000

Substantiation of BIP Adjustment NWT and Local Content Form - SERVICES

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

Total must equal the total price proposed.

The Grand Total matches the total amount proposed.