



BUSINESS INCENTIVE POLICY (BIP) EVALUATION EXAMPLE REQUEST FOR TENDERS - SERVICES

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 Tenders (RFT). 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 RFT process.

Please refer to the two sample BIP forms on pages 2 and 3.

Assumptions:

For the purposes of this example Beaufort Environmental Consulting is an approved business under the BIP and is 'Local'.

Considerations:

To calculate the credit Beaufort Environmental Consulting would receive under the BIP, the following is considered:

- The Grand Total is \$101,950.00
- The BIP status of the proponent and any sub-contractors listed on the forms has been confirmed through the BIP Registry
- \$63,000.00 has been identified as 'Local Content' on the Services form (page 2)
- \$500.00 has been identified as 'Local Content' on the Goods form (page 3)
- \$23,500.00 has been identified as 'NWT Content' on the Services form (page 2)
- \$1,000.00 has been identified as 'NWT Content' on the Goods form (page 3)
- \$13,950.00 has been identified as 'Non-BIP Content' on the Services form (page 2)
- \$0.00 has been identified as 'Non-BIP Content' on the Goods form (page 3)

Determining the BIP adjustment:

- \$63,500.00 in Local Content
- \$24,500.00 in NWT Content
- \$13,950.00 in 'Non-BIP Content'

- $\$63,500.00 \times 0.20 = 12,700.00$ (the Local adjustment)
- $\$24,500.00 \times 0.15 = 3,675.00$ (the NWT adjustment)

- $\$63,500.00 - \$12,700.00 = \$50,800.00$
- $\$24,500.00 - \$3,675.00 = \$20,825.00$
- $\$50,800.00 + \$20,825.00 + \$13,950.00 = \mathbf{\$85,575.00}$ (adjusted)

Resources:

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

Substantiation of BIP Adjustment NWT and Local Content Form - SERVICES					
Bidder:	Beaufort Environmental Consulting			Ref. No.	SC 987654
LEGAL BUSINESS NAME (or as listed on the GNWT BIP Registry)	CONTENT TYPE	LOCAL CONTENT	NWT CONTENT	Non-BIP CONTENT	SUB-TOTALS
SERVICES:					
Bidder's Own Workforces	Labour	\$47,000.00	\$10,000.00	\$5,000.00	\$62,000.00
	Other Costs	\$13,500.00			\$13,500.00
Subcontractors / Services: Legal Business Name (or as listed on the GNWT BIP Registry)					
Northwestern Motels (<i>BIP Registered - Local</i>)	Labour				\$0.00
	Other Costs	\$2,500.00			\$2,500.00
Northwest Printing (<i>BIP Registered - NWT</i>)	Labour				\$0.00
	Other Costs		\$500.00		\$500.00
Mountain Mile Airways (<i>BIP Registered - NWT</i>)	Labour				\$0.00
	Other Costs		\$7,500.00		\$7,500.00
Northern Lights Risk Analysis (<i>BIP Registered - NWT</i>)	Labour		\$4,500.00		\$4,500.00
	Other Costs		\$1,000.00		\$1,000.00
Southwest Environmental Law (<i>Southern - non-BIP</i>)	Labour			\$8,000.00	\$8,000.00
	Other Costs			\$950.00	\$950.00
	Labour				\$0.00
	Other Costs				\$0.00
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	Labour				\$0.00
	Other Costs				\$0.00
SUB-TOTALS		\$63,000.00	\$23,500.00	\$13,950.00	
(A) TOTAL (SERVICES)					\$100,450.00

Note: NWT and Local Labour Content involved in the provision of services, will be allowed for any company, whether BIP registered or not

Full business names identified. (BIP registered when applicable)

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

Bidder:	Beaufort Environmental Consulting			Ref. No.	SC 987654
LEGAL BUSINESS NAME (or as listed on the GNWT BIP Registry)	Commodity Type	LOCAL CONTENT	NWT CONTENT	Non-BIP CONTENT	SUB-TOTALS
GOODS:					
Mackenzie River Office Products <i>(BIP Registered - Local)</i>	Office Supplies	\$500.00			\$500.00
Outbound Sporting <i>(BIP Registered - NWT)</i>	Clothing		\$1,000.00		\$1,000.00
					\$0.00
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SUB-TOTALS		\$500.00	\$1,000.00	\$0.00	
(B) TOTAL (GOODS)					\$1,500.00
GRAND TOTAL (A + B)					\$101,950.00
Total must equal the total price bid.					

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