

## **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**

<b>Item</b>	<b>Rating Criteria</b>	<b>Assigned Weight (a)</b>	<b>Unit Points Awarded (b)</b>	<b>Total Points (a) x (b) = (c)</b>
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	<b>9.56</b>	143.4
7	<i>Business Incentive Policy</i> 63.02: Local (Note 3)	5	<b>1.82</b>	9.1
<b>Total Score</b>		<b>100</b>		_____ / 1000



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

<b>Proponent:</b>	Best Northern Consulting Ltd. <i>(BIP Registered - NWT)</i>			<b>Ref. No.</b>	SC 123456
<b>LEGAL BUSINESS NAME</b> (or as listed on the GNWT BIP Registry)	<b>Commodity Type</b>	<b>LOCAL CONTENT</b>	<b>NWT CONTENT</b>	<b>Non-BIP CONTENT</b>	<b>SUB-TOTALS</b>
<b>GOODS:</b>					
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
					\$0.00
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					\$0.00
					\$0.00
					\$0.00
<b>SUB-TOTALS</b>		\$13,500.00	\$1,800.00	\$10,000.00	
<b>(B) TOTAL (GOODS)</b>					\$25,300.00
<b>GRAND TOTAL (A + B)</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.