

DOING BUSINESS WITH HYDRO ONE

A Guide for Indigenous Suppliers
in Ontario




hydro 
one

Partners in Powerful Communities





TABLE OF CONTENTS

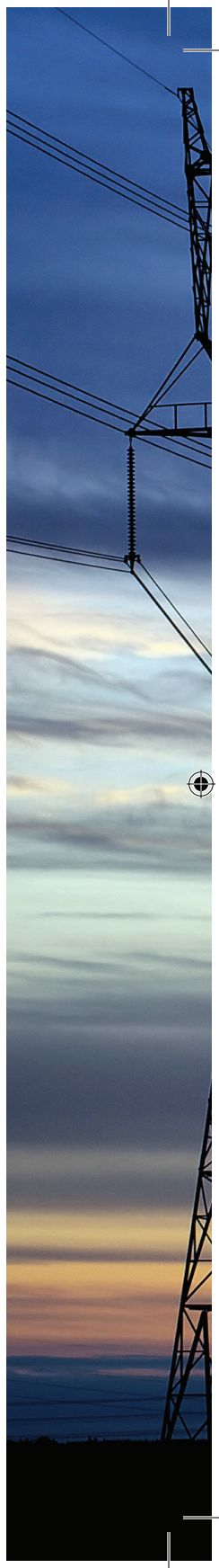
- 4 Hydro One Networks Inc.
 - 6 Hydro One's Indigenous Relations Department
 - 8 Indigenous Relations Policy
 - 10 Workforce Development
 - 12 What does Hydro One Purchase?
 - 13 How to do Business with Hydro One
 - 13 Indigenous Business Directory
 - 14 How It Works – Procurement Process Overview
 - 15 SAP Ariba System
 - 16 Contact Us
- 

HYDRO ONE NETWORKS INC.

Owns and operates 98% (30,000 kilometres) of Ontario's high-voltage transmission grid that delivers electricity from generators to major industries and large local distribution companies (LDCs).

Low-voltage distribution network spans more than 123,000 kilometres and 1.6 million poles, serving 1.3 million customers, mostly in rural areas.

Employs more than 5,300 highly-skilled and professional employees ($\frac{3}{4}$ in field operations).



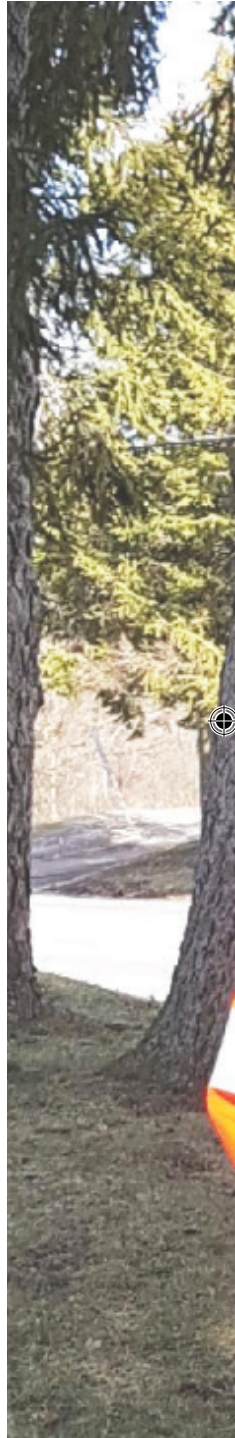


HYDRO ONE'S INDIGENOUS RELATIONS DEPARTMENT

Hydro One's Indigenous Relations Department has employees dedicated to each region of the province. We are committed to continue working together to build our relationships based on trust with Indigenous communities.

Hydro One has facilities in 23 First Nations and directly serves 88 communities.

Hydro One Remote Communities Inc., operates and maintains the generation and distribution assets used to supply electricity to 21 communities across northern Ontario that are not connected to the province's electricity grid, 15 of which are First Nations.





INDIGENOUS RELATIONS POLICY

Hydro One is committed to working with Indigenous peoples in a spirit of cooperation and shared responsibility.

We acknowledge that Indigenous peoples have unique historic and cultural relationships with their land and a unique knowledge of the natural environment. Forging meaningful relationships with Indigenous peoples based upon trust, confidence, and accountability is vital to achieving our corporate objectives.

Hydro One recognizes distinctions between and among First Nations, Inuit and the Métis Nation.



WORKFORCE DEVELOPMENT

Indigenous People are an important part of Hydro One's workforce. We are committed to increasing the representation of qualified Indigenous employees at all levels in our workforce.

Visit the careers section at www.HydroOne.com/careers or email: Indigenous.Recruitment@HydroOne.com





WHAT DOES HYDRO ONE PURCHASE

Hydro One purchases a variety of materials and services for use at our sites all throughout Ontario. The following are some examples of the type of services and materials procured.

- Heavy duty equipment with or without operators (floats, trucks, backhoes, cranes, etc.)
- Construction services and materials including aggregate, concrete, fencing, pole digging and rock drilling services
- Forestry/vegetation management services
- Electrical equipment
- Security Services
- IT Software and Hardware

HOW TO DO BUSINESS WITH HYDRO ONE

Hydro One is committed to developing and maintaining relationships with Indigenous Peoples that demonstrate mutual respect for one another. We support procurement opportunities for qualified Indigenous-owned businesses and the development and capacity of Indigenous contractors who can provide goods and services to Hydro One.

If you would like more information on how to participate in Hydro One procurement opportunities, please see the Procurement at Hydro One: A Guide for Indigenous Businesses document, available at www.HydroOne.com/about/indigenous-relations and click on Business Opportunities.

INDIGENOUS BUSINESS DIRECTORY

If you would like your company identified on the Hydro One website as an Indigenous-Owned business with an interest in working with Hydro One, please register with Hydro One's new e_Sourcing tool, SAP Ariba. During registration, you can self-identify as an Indigenous business and consent to be added to Hydro One's Indigenous Business Directory. To complete the registration please go to www.HydroOne.supplier.ariba.com/register

HOW IT WORKS

AN OVERVIEW OF HYDRO ONE'S PROCUREMENT PROCESS

1. Supplier registers on Hydro One's SAP Ariba system through **hydroone.supplier.ariba.com/register**
2. Supplier receives invitations via email to participate in RFX
3. Supplier views the event details
 - Event details show how much time is remaining to submit your response (when the event will start accepting responses and when it will close)
 - Supplier can review and accept Bidder Agreement
4. Supplier prepares response as per the requirement specified in the RFX event
 - Suppliers will be able to communicate with the Hydro One buyer via the Ariba message board
 - Suppliers are required to regularly monitor their message board for the duration of the event for notes/instruction from the buyer
5. Supplier submits proposal to Hydro One
6. Hydro One evaluates proposals
7. Hydro One awards the contract

SAP Ariba SYSTEM

1. REGISTRATION

To register for the Ariba System, using Internet Explorer or Chrome, go to **hydroone.supplier.ariba.com/register**. After successfully registering as a supplier, you will receive invitations via email to participate in sourcing events.

2. LOG IN

To access a sourcing event and the pertaining documentation available, click the “Log In to Ariba” button located in **HydroOne.com/about/suppliers**

3. SOURCING EVENT

To view and/or participate in a sourcing event, please follow the instructions provided in the invitation email.

4. USER GUIDES

The following user guides are available at **HydroOne.com/about/suppliers** for instructions

- User Guide – Supplier Registration
- User Guide – Responding to a Sourcing Event
- User Guide – DocUSign

The supplier registration process is a one-time free process. If you need assistance registering, please contact **SupplierContact@HydroOne.com**



CONTACT US

Indigenous Relations

+1.877.955.1155

Supply Chain Services

Hydro One Networks Inc.
483 Bay Street
South Tower, 6th Floor
Toronto, Ontario, M5P 2G5

Ariba System Help Desk

SupplierContact@HydroOne.com

HydroOne.com

Hydro One Supply Chain Services
& Indigenous Relations



Partners in Powerful Communities