

CONTACT US

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Hydro One Supply Chain Services

& Indigenous Relations

DOING BUSINESS WITH HYDRO ONE

A Guide for Indigenous Suppliers
in Ontario





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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. Given the footprint of Hydro One operations, the company serves the majority of Indigenous communities in Ontario.

We are committed to advance reconciliation and work proactively to build relationships with Indigenous Peoples and communities based on understanding, respect and mutual trust.

As a result of adopting a new comprehensive Indigenous Relations Strategy Framework in 2017 and a renewed Indigenous Relations Policy in 2018 to guide the company's Indigenous relations and engagement efforts, the goal for Hydro One is to become the primary business partner to Indigenous communities by 2021.



INDIGENOUS RELATIONS POLICY

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

We acknowledge 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 are vital to achieving our corporate objectives.

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



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



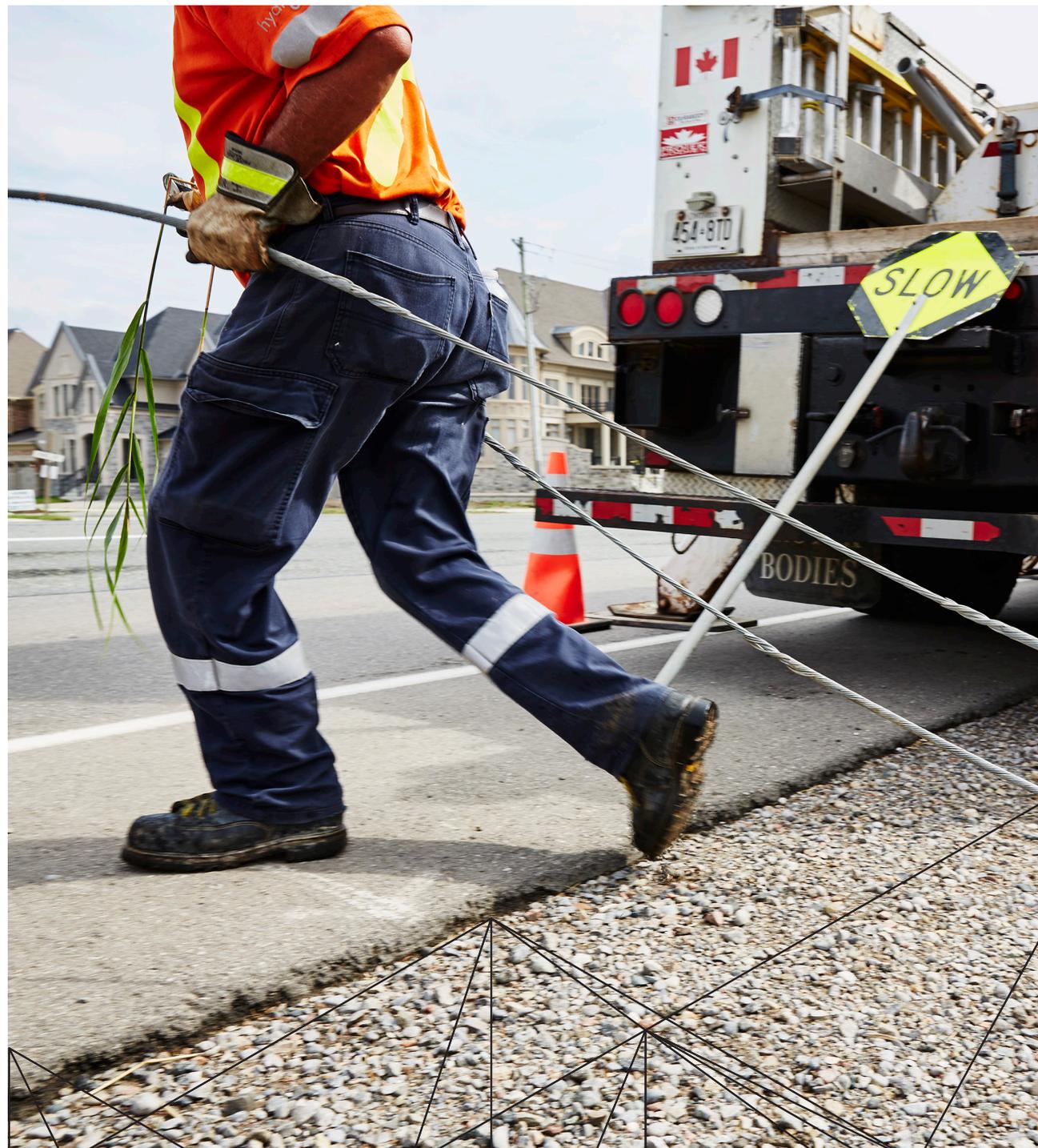
BUILDING A FUTURE TOGETHER

Hydro One is proud to be a Canadian Council for Aboriginal Business (CCAB) Indigenous Procurement Champion and is committed to increase Indigenous procurement through pursuing mutually beneficial relationships.

Since 2016, Hydro One has been tracking Indigenous spend; the majority of the spend is through contracting directly with Indigenous suppliers. In 2018, we increased last year's spend by 63%.

Progressive
Aboriginal
RELATIONS **BRONZE
LEVEL**

Canadian Council for
Aboriginal Business 



INDIGENOUS PROCUREMENT WORKSHOPS

Hydro One conducts one-on-one workshops and outreach sessions with communities, Indigenous-owned businesses and economic development officers to discuss

- The qualification process at Hydro One
- How to register with SAP Ariba
- How to register for the Indigenous Business Directory
- Create potential opportunities with other Indigenous-owned businesses and non-Indigenous businesses
- Inform Indigenous businesses in the region about available procurement opportunities

The workshops provide useful tools and relationships to strengthen Indigenous-owned businesses and economic development.



OUR COMMITMENT TO IMPROVE

**2012
2013**

- Indigenous Procurement Procedure developed
- Procurement workshops commence

2016

- RFPs posted to Nation Talk
- RFPs include Indigenous participation
- Indigenous Procurement Procedure revised

2017

- PAR Bronze Certification achieved
- Increase in Procurement workshops
- RFQs include Indigenous participation
- Pre-RFP and RFP Notification

2018

- Continue Procurement workshops
- Continuous improvements
- Set-asides
- CCAB Procurement champion

**2019
ONWARDS**

- Continue Procurement workshops
- Seek PAR re-certification
- Continuous improvements
- Continue to establish Set-asides contracts
- Refine Indigenous Procurement Procedure

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

INDIGENOUS PROCUREMENT AT 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 suppliers 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 Procurement at Hydro One: A Guide for Indigenous Businesses document, available at www.HydroOne.com/about/indigenous-relations and click on Doing Business with Us.

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 request an invitation to register on Hydro One's SAP Ariba, please send an email to SupplierContact@HydroOne.com

HOW IT WORKS

AN OVERVIEW OF HYDRO ONE'S PROCUREMENT PROCESS

1. Supplier requests an invitation to register on Hydro One's SAP system via email to **SupplierContact@HydroOne.com**
2. Supplier receives an email invitation and registers through the provided link
3. Supplier receives invitations via email to participate in RFX events
4. Supplier views the event details which:
 - Shows how much time is remaining to submit your response
 - Shows when the event will start accepting responses and when event will close
 - Supplier can review and accept Bidder Agreement
5. Supplier prepares response as per the requirements 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/instructions from the buyer
6. Supplier submits proposal to Hydro One
7. Hydro One evaluates proposals
8. Hydro One awards the contract

SAP ARIBA SYSTEM

1. REGISTRATION

To register for the Ariba System, using Internet Explorer or Chrome, email **SupplierContact@HydroOne.com** requesting an invitation. 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**