

## Media Release

For immediate release -- Wednesday, April 6, 2011

### NEW ABORIGINAL PROCUREMENT PROGRAM PROVIDES OPPORTUNITY FOR BUSINESSES TO BUILD VALUABLE PARTNERSHIPS

**National** - To meet the growing demand among companies for support to advance the inclusion of Aboriginal businesses in their supply chain, the Aboriginal Human Resource Council (AHRC), with the support of the Purchasing Management Association of Canada (PMAC), has officially unveiled a new Aboriginal procurement program to help large companies connect more successfully with Aboriginal suppliers of goods and services.

The program, called *Introduction to Successful Aboriginal Procurement*, builds on the highly successful Aboriginal procurement initiative that was developed and implemented for the Vancouver 2010 Olympic and Paralympic Winter Games.

AHRC President and CEO, Kelly Lendsay, said: “The resource and intellect that was passed on to us through VANOC, as one of the Games legacies, has enabled us to build a first-class program that is ideal for helping companies find a competitive edge in today’s economy, while also advancing the employment of Aboriginal people.

“A good Aboriginal procurement program is a hallmark strategy designed to strengthen corporate social responsibility and enhance partnerships with the Aboriginal community for the benefit of both sides,” said Mr. Lendsay.

He added that Canada’s estimated 34,000 Aboriginal companies are open for business and ready to provide the goods and services the economy needs to forge ahead and create jobs and economic prosperity that will benefit all Canadians.

“Canada’s Aboriginal companies have a vital role to play in building the economy and creating prosperity for their own communities and for the country as a whole,” said Mr. Lendsay.

PMAC President and CEO, Cheryl Paradowski, said the new initiative is an opportunity for purchasing and procurement managers and staff across Canada to better understand how to do business with Aboriginal firms.

“AHRC’s new program is in line with a key element of PMAC’s current strategic plan: support for strategic supply chain management practice through leading-edge education and resources,” said Ms. Paradowski.

“We want our members to have access to high quality supply chain management training programs and professional development opportunities and we believe that AHRC’s *Introduction to Successful Aboriginal Procurement* program helps us meet that goal.”

-30-

#### CONTACTS

PEGGY BERNDT  
National Director, Communications and Marketing  
Communications Aboriginal Human Resource Council  
p: 780.968.6728 c: 780.720.1118  
e: [pberndt@aboriginalhr.ca](mailto:pberndt@aboriginalhr.ca)

SHARON FERRIS  
Vice-President, Public Affairs and  
Purchasing Management Association of Canada  
p: 416.542.9129 tf: 1.888.799.0877  
e: [sferriss@pmac.ca](mailto:sferriss@pmac.ca)



## Background Information

### Aboriginal Procurement Program

The Aboriginal Human Resource Council's new program has three components - workshops, resources and advisory services. Two training formats are offered, online and instructor led. Both are aimed at helping procurement managers and supply chain specialists better use and develop effective tools and strategies to find and procure from Aboriginal businesses that meet their organization's needs.

On completion of the workshop, participants will be able to:

- Build a business case to support increased sourcing from Aboriginal suppliers.
- Cite the key elements of an Aboriginal procurement strategy and policy framework.
- Define how a company qualifies as an Aboriginal business.
- Review existing procurement practices to identify potential barriers to Aboriginal businesses.
- Introduce adjustments to sourcing practices that will increase the percentage of goods and services sourced from Aboriginal businesses while maintaining equitable practices and long-term value.
- Strengthen links between First Nations, Inuit and Métis communities and community economic development.
- List techniques and tips to help develop a list of Aboriginal businesses that will meet an organization's procurement needs.

Full details of the new program are available on the council's website at <http://www.aboriginalhr.ca/en/programs/Procurement>.

#### About the Aboriginal Human Resource Council

Formed in 1998, and ISO certified in 2010, the Aboriginal Human Resource Council is a national not-for-profit social enterprise that helps employers climb the inclusion continuum, the seven stage road map to becoming an employer of choice for aboriginal talent in Canada and abroad. Our focus is inclusion leadership in the workplace. [aboriginalhr.ca](http://www.aboriginalhr.ca)

#### About the Purchasing Management Association of Canada

The Purchasing Management Association of Canada (PMAC) is the leading, and the largest, association in Canada for supply chain management professionals. With 7,000 members working across private and public sectors, PMAC is the principal source of supply chain training, education and professional development in the country, requiring all members to adhere to a Code of Ethics. Through its 10 Provincial and Territorial Institutes, PMAC grants the SCMP (Supply Chain Management Professional) designation, the highest achievement in the field and the mark of strategic leadership. [pmac.ca](http://www.pmac.ca)

-30-

#### CONTACTS

PEGGY BERNDT

National Director, Communications and Marketing  
Communications Aboriginal Human Resource Council  
p: 780.968.6728 c: 780.720.1118  
e: [pberndt@aboriginalhr.ca](mailto:pberndt@aboriginalhr.ca)

SHARON FERRIS

Vice-President, Public Affairs and  
Purchasing Management Association of Canada  
p: 416.542.9129 tf: 1.888.799.0877  
e: [sferriss@pmac.ca](mailto:sferriss@pmac.ca)