

Bid value reductions

Understanding how Yukon First Nations (YFN) businesses can make their bids more competitive.

What are BVRs?

Bid value reductions (BVRs) are a tool in the Yukon First Nations Procurement Policy. They are a new way for the Government of Yukon to evaluate bids and are based on the level of YFN participation.



More YFN participation.



Larger BVR.

How can I receive BVRs?

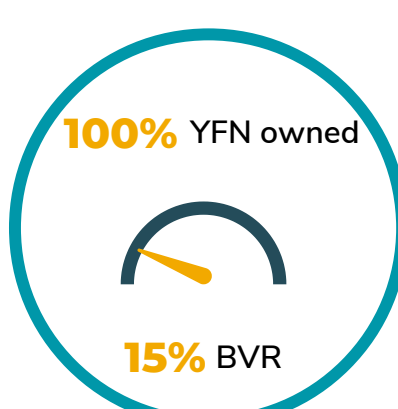
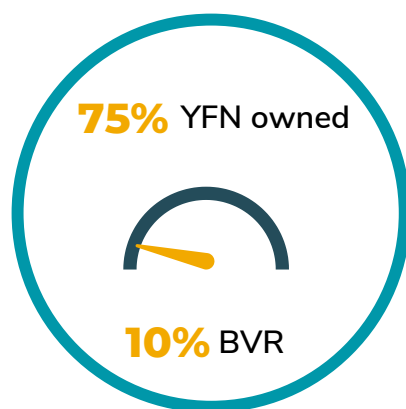
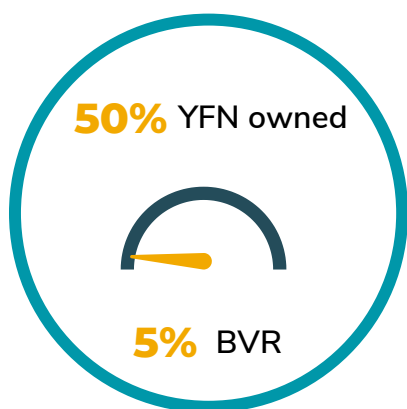
If you are a YFN business you will need to be listed on the Yukon First Nations Business Registry to receive ownership or location BVRs. When businesses apply to the Yukon First Nations Business Registry, they go through a verification process to confirm they are a YFN-owned business and their location. You do not need to be verified to receive BVRs for employing YFN labour.

If you are a non-YFN business, you can subcontract a verified YFN business, or you can hire YFN people as employees to receive BVRs.



What types of BVRs are available?

1. YFN Ownership



Example

If you are a 100 per cent owned YFN business and you bid \$100,000 on a tender, your bid would be reduced by 15 per cent to \$85,000 during the evaluation process.

If a non-YFN business also bids \$100,000, the YFN business bid would be more competitive.

2. Employing YFN Labour

15% ↓

The wages that are going to be paid to YFN employees can receive a 15 per cent BVR.

3. Primary Business Location

5% ↓

If the YFN business is located in a community other than Whitehorse and the contract is occurring within the Traditional Territory that the business is located in, they can receive a 5 per cent BVR.

More information

- Apply to or search the YFN Business Registry at service.yukon.ca/yfnbr
- Learn more about the different BVRs and use the BVR calculator at yukon.ca/bid-value-reductions
- Read the Yukon First Nations Procurement Policy at yukon.ca/procurement-policy

Yukon First Nations Procurement Policy

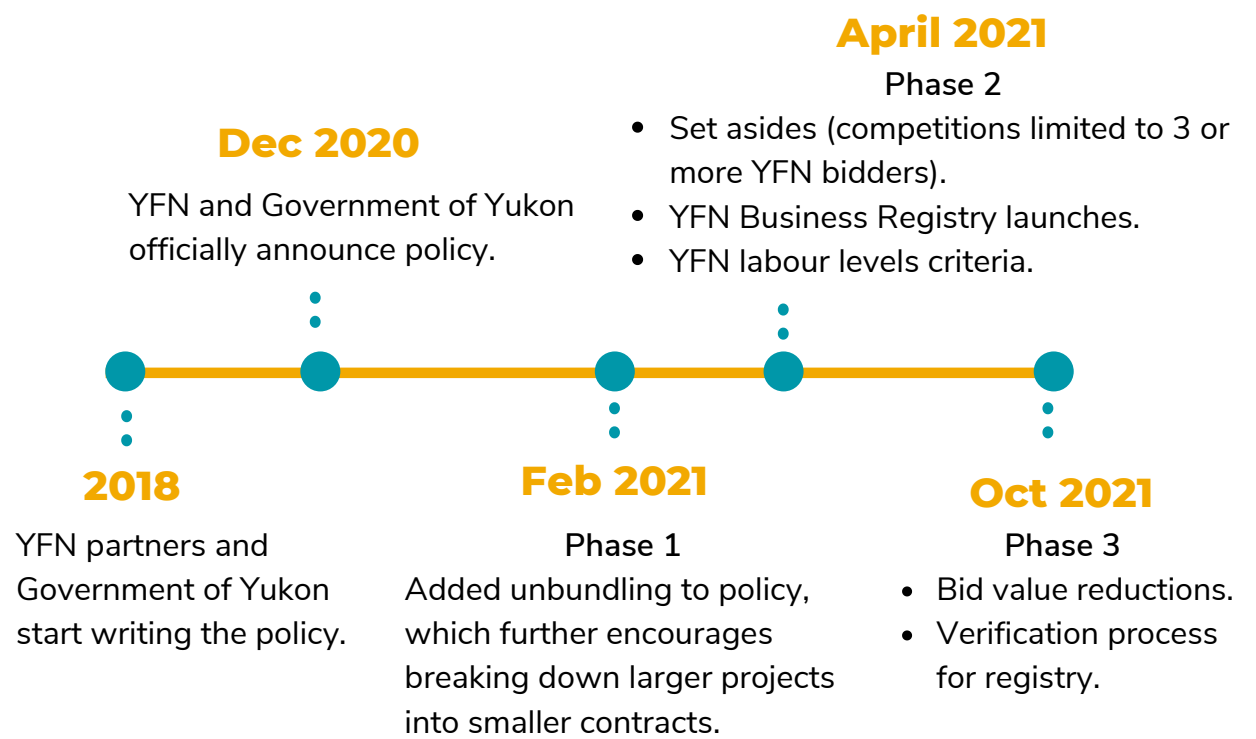
Let's get to know this new policy that aims to enhance economic outcomes for Yukon First Nations (YFN) people.

What is the Yukon First Nations Procurement Policy?

The Yukon First Nations Procurement Policy (YFNPP) enhances economic outcomes for Yukon First Nations people and businesses. It does this by providing Yukon First Nations people and businesses with better opportunities to take part in Government of Yukon contracts.

You can read the full policy at Yukon.ca/procurement-policy.

How was the YFNPP created?



What are the benefits available from the YFNPP?

YFN Citizens



- Bid value reductions for the employment of YFN citizens.
- Workforce development plans to increase the number of training and employment opportunities.

YFN Businesses



- Bid value reductions for YFN ownership, location and hiring YFN people.
- Networking opportunities on the YFN Business Registry.
- Project managers can unbundle large projects to create smaller contracts for businesses.
- Set asides (competitions limited to 3 or more YFN bidders).

YFN Governments



- Annual community contract forecasts shared with YFN governments.
- Annual meetings to discuss Capital Projects with YFN governments.
- Community development agreements to provide benefits and opportunities to YFN communities.

Non-YFN businesses



- Opportunities to receive bid value reductions when subcontracting to YFN businesses.
- Opportunities to receive bid value reductions to bids when hiring YFN people.

We value continuous improvement!

How will we make sure YFNPP is a success?

- Moving forward, the Monitor and Review Committee will be meeting regularly to track the outcomes of the policy and make suggestions for improvements.
- Hold people accountable to their YFNPP commitments using the Vendor Performance Review program.