



## Tracking and measuring Indigenous spend

### HOW?

Aboriginal Procurement Champions cited several methods for tracking and measuring their spend with Indigenous suppliers:

- Establishing Enterprise Resource Planning (ERP) software (ex. SAP or Microsoft Dynamics Nav) or utilize credit card statements (ex. Centresuite) to collect spend data while managing and paying suppliers. To streamline tracking and ensure accuracy, it is important to work to consolidate spend data.
- Tracking direct (Tier-1) and indirect (Tier-2+) spend with Indigenous suppliers. It is important to track any spend that is made directly with an Indigenous business while also requiring contractors to report spend with Indigenous companies. This should be actual or invoiced spend so that it can provide an outlook into the true economic contributions made by the company.
- Establishing and communicating company-wide protocols pertaining to Indigenous procurement, in addition to other accountability measures.
- Simplifying tracking practices (see the 5-Ws).

### WHY?

Aboriginal Procurement Champions cited three main reasons for tracking and measuring their spend with Indigenous companies:

1. Enables companies to get a baseline of Indigenous spend so that they can identify areas for improvement.
2. Ensures accountability and delivery on commitments to support Indigenous businesses, communities, and economic reconciliation.
3. Provides a competitive edge when bidding for contracts/projects and demonstrates commitment to inclusivity.

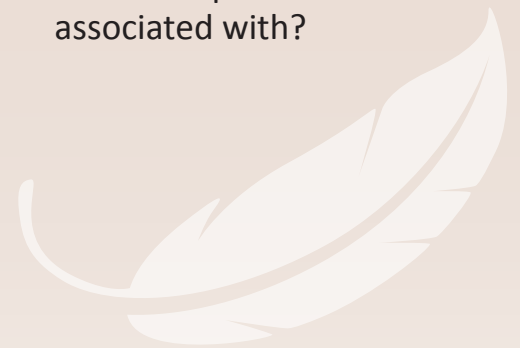
### CHALLENGES

Aboriginal procurement champions highlighted 5 key challenges in tracking and measuring Indigenous spend:

1. Difficulties tracking spend due to the size of the corporation and diversity of offerings
2. Acquiring data and ensuring data accuracy when it comes from various sources, both internally and externally
3. Striving for continuous improvement of processes
4. Identifying next steps/additional areas of focus
5. Ensuring organizational awareness and up-take of processes

### 5-Ws OF TRACKING INDIGENOUS SPEND

- **WHERE** are you spending?
- **WHEN** was it purchased?
- **WHO** are you spending with?
- **WHAT** are you buying?
- **WHICH** department is it associated with?





## RECOMMENDATIONS FOR GROWING INDIGENOUS SPEND

Here are some best practices used by Aboriginal Procurement Champions that can and should be adopted across Indigenous procurement processes:

- **Plan intentionally** – ensure adequate resources, time, people, money and effort.
- **Be proactive, make early connections** – begin working with Indigenous businesses, communities, and organizations so that trust and strong relationships are established for when suppliers are needed for a project.
- **Ask, don't tell** – work with Indigenous communities to identify what they need from your corporation.
- **Focus on increasing Indigenous spend, over non-local, non-Indigenous spend** – establish a priority system for awarding contracts to suppliers, with local, Indigenous suppliers obtaining first priority, Indigenous suppliers obtaining secondary priority, and non-local, non-Indigenous suppliers receiving reduced priority.
- **Focus on addressable spend** – to have the most impact when working to increase Indigenous spend it is important to focus on that which you can impact or change, while working to facilitate opportunities in other areas.
- **Streamline processes** – establish pre-qualification processes to streamline the bidding and awarding of contracts.
- **Fill gaps** – collaborate with Indigenous organizations such as CCAB to identify companies to fill identified gaps within supply chains. It is also important to ensure community involvement, which may take the form of hiring an Indigenous liaison, someone from the area that knows people and businesses in the area more than they do.

