



Enbridge's Line 10

Local and Indigenous business opportunities

Project construction will benefit southern Ontario communities

The Line 10 Westover Segment Replacement Project will provide a broad range of participation opportunities for qualified local and Indigenous goods and services providers in southern Ontario. Many other area businesses, such as hotels, grocery stores and restaurants, will also benefit from the presence of work crews during project construction.

Project timing

Construction is scheduled to begin in the fall of 2017 with the pipeline anticipated to come back into service in the first quarter of 2018.

Subcontracting opportunities

The majority of business opportunities on this project will be subcontracted through our primary construction contractor. This contractor will be selected in 2017 and Enbridge will encourage them to use local and Indigenous contractors who meet our standards of quality, service, cost-competitiveness and socio-economic performance.

Potential subcontracting opportunities include but are not limited to:

- fuel services
- yard setup
- office supplies
- catering
- coffee and water delivery
- portable toilet facilities
- janitorial and laundry services
- water/hydrovac trucks
- crane services
- rental equipment
- access matting
- straw bales, seed and tackifier
- aggregate supply and hauling
- mulching and clearing
- gravel, sand and lumber
- waste containers and disposal
- medics and EMT support
- fencing and posts
- line sweeping and snow removal

A sustainable supply chain process

Enbridge is committed to ensuring that significant opportunities are provided to communities in the vicinity of our projects and operations. To ensure follow-through on this commitment, we've established a Sustainable Supply Chain team, responsible for engagement of local and Indigenous businesses in Enbridge's projects and operations across the country. This team will oversee implementation of a new and enhanced process for project and operations procurement.

Where competitive proposals are required, prospective contractors must provide a draft Socio-Economic Plan (SEP) as part of their proposal response. Success for any contractor will depend, in part, on how well they understand, appreciate, and plan for the execution of their SEP.

Enbridge will review all draft SEPs and provide support as necessary through the RFP process. Successful businesses will be contractually obligated to deliver on the commitments and strategies agreed to within their SEP, which in turn will support Enbridge in meeting or exceeding our ongoing socio-economic objectives.

This project will provide opportunities for qualified local and Indigenous goods and services providers.

How can my business get involved in exploring potential opportunities on the Westover Segment Replacement Project?

As a first step, please send copies of your business development/promotional material to L10tradeshows@enbridge.com

We encourage you to keep business development and promotional material brief and to the point, but sufficiently detailed to allow an informed overview of your service or product.

What happens after I make my submission to Enbridge? How will I know if you're interested?

An Enbridge representative will contact you if your materials and/or services are a match to our current needs. Skilled suppliers are important to our success and we thank everyone for their interest.

What qualifications will my business need to work on this project?

Work cannot commence without a signed contract in place. First, your company must demonstrate that you have the following:

- A certificate of incorporation
- Proof of registration and good standing with the applicable Workers' Compensation Board (or equivalent)
- Proof of insurance that meets Enbridge's requirements.

For certain services, Enbridge requires pre-qualification which may include quality, technical, health, safety and/or financial reviews. Contractors may also be required to obtain an ISNetwork.



> Area businesses, such as hotels, grocery stores and restaurants, will benefit from the presence of work crews during project construction.

Where do I get more information on the Enbridge procurement process?

Our website, enbridge.com has a complete package of information for prospective business contractors, including forms, policies and contacts. Once you've logged on to the site, search *Doing Business with Enbridge*.

Are there any special requirements?

Where competitive proposals are required, Enbridge requires prospective contractors to provide a draft Socio-Economic Plan as part of your Request for Proposal. Enbridge will review and negotiate with your company in preparing a final plan submission. Successful businesses will be required to provide regular progress reports to ensure they are achieving the contractually binding commitments set out within their SEP.

Why the emphasis on socio-economic performance?

Enbridge is committed to ensuring Indigenous and local communities impacted by our projects and operations receive socio-economic benefit opportunities. This initiative is one way we hope to meet this objective.

Indigenous participation

Enbridge is committed to providing economic opportunities, such as employment, training and the procurement of goods and services from qualified Indigenous businesses. Our goal is to maximize local Indigenous participation in our growth projects and in meeting our ongoing operational needs.

We do this by:

- Identifying business and employment capacity within local Indigenous communities early in a project;
- Assisting Indigenous businesses pre-qualification and vendor certification;
- Providing our general contractors with a detailed database of Indigenous businesses with the capacity to provide ancillary services; and
- Requiring all prospective contractors to submit a Socio-Economic Plan that provides detailed information on Indigenous participation.

For more information, please contact indigenousbusiness@enbridge.com