



Line 3 Replacement Program

Local and Indigenous business opportunities

Project construction will benefit western Canadian communities

The Line 3 Replacement Program will provide a broad range of participation opportunities for qualified local and Indigenous goods and services providers in the prairie provinces. 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

Our project teams are planning to start construction in the summer of 2017 in Canada, with the pipeline anticipated to be in-service in 2019.

Subcontracting opportunities

The majority of business opportunities will be subcontracted through our primary construction contractors. We encourage them to use local and Indigenous contractors who meet our standards of quality, service, cost-competitiveness and socio-economic performance.

Potential subcontracting opportunities typical to Enbridge construction activities include:

- survey field support
- hydrovac trucks
- potable water & coffee delivery
- janitorial service
- snow removal
- waste containers & disposal
- aggregate supply & hauling
- water trucks
- line sweeping
- crane services
- rental equipment
- environmental surveys
- clearing/brushing/mulching/slashing
- catering
- laydown yards
- tree planting/remediation
- office trailers
- portable toilet rentals
- sanitary waste disposal
- fuel supply & related services
- laundry services
- security
- fencing
- medics & EMT support

Enbridge direct...

During the planning stages, Enbridge may directly source certain services including: environmental surveying; geotechnical studies; tree planting; stockpile site location and preparation; and security fencing.

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 Supply Chain team, responsible for engagement of local and Indigenous businesses in Enbridge's projects and operations across the country. This team oversees 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 Request for Proposal (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 for the Line 3 Replacement Program?

As a first step, please send copies of your business development and promotional material to line3tradeshows@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 be registered and in good standing with ISNetwork.



> Our goal is to maximize local and Indigenous participation in our projects and operations.

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 their proposal. Enbridge will review and negotiate with the contractor 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 competitive and qualified Indigenous businesses.

We will achieve this by:

- Identifying business capacity and employment opportunities 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