



**First Nations Infrastructure Institute**

**Système d'infrastructures des premières nations**

**What is a Proof of Concept Project?**



# **FNII Objective**



**To provide the skills and processes  
necessary to ensure First Nations  
efficiently and effectively plan, procure,  
own, and manage infrastructure assets  
on their Lands**

# Proof of Concept Projects



Over the next two years FNII will plan and procure Proof of Concept Projects that will:

- Deliver tangible social and economic benefits to First Nations
- Build on the existing momentum and confidence in FNII
- Allow for the development of market tested processes and procedures and documentation
- Ensure that the legislative amendments developed for FNII are fit for purpose

# Potential Projects

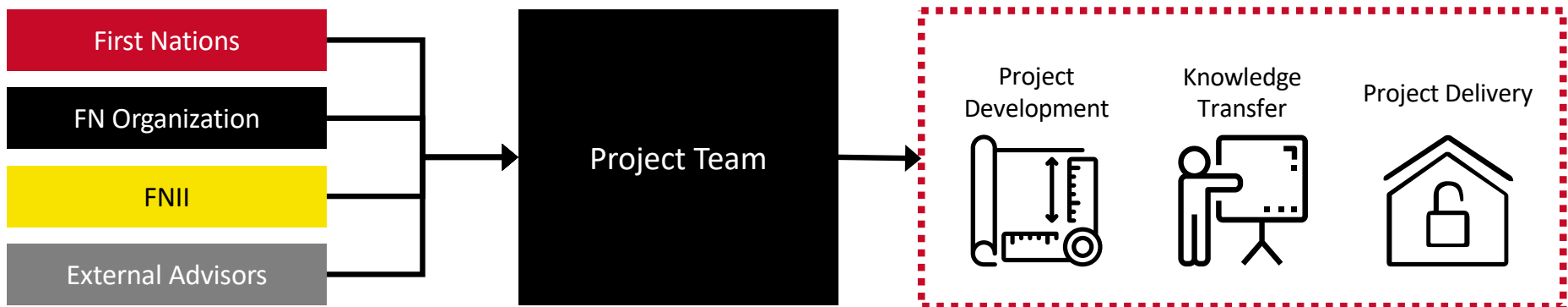


- Meeting with First Nations has showed great potential for FNII to work with them to deliver two Proof of Concept Projects
- Multiple potential projects, for example:
  - Multi-purpose buildings in community/ies
  - Water and wastewater treatment in community/ies
  - Health facilities in community/ies
- Various funding streams for projects, for example:
  - Potential ISC grant funding, for water and wastewater
  - Own Source Revenue backed loan through FNFA
  - Potential revenue streams from incorporation of economic development in multi-purpose buildings
- Projects at various stages, although initial work has been done

# FNII Involvement



- FNII will work together with FN organizations, the involved First Nation/s, and external advisors, integrated into a cohesive and collaborative project team
- The following slides detail areas FNII could support in each phase of the projects; the final scope will depend on the selected projects and the capacity and capability of the community/ies



# Project Identification



- Reviewing existing planning information and feasibility studies
- Identify, investigate and validate funding options and opportunities
- Complete information gap analysis, identifying any missing information or skill sets within the project team
- Confirm project team, and detail approach going forward through the following phases of work
- Document the project clearly, outlining high level scope and objectives, for progression to the next phases

# Project Identification



- FNII could assist in determining potential funding sources
- Many funding sources exist for First Nation infrastructure projects, but access to these sources can be complicated
  - ISC Grant Funding
  - Various Government (Federal and Provincial) funds, such as the DMAF
  - Own Source or Other Revenue directly or through the FNFA
  - Canada Infrastructure Bank
- Various conditions may be attached to funding sources, and there may be the potential to combine sources to fund a single project

# Business Case



- Review proposed business case outline with project team
- Ensure appropriate whole of life costing assessment is complete
- Complete procurement options analysis, identifying potential options, completing qualitative and quantitative assessment (including whole of life risk identification, pricing and allocation)
- Complete market sounding to validate assumptions
- Recommend preferred procurement option
- Develop implementation plan



# Procurement



- Based on chosen procurement option, develop procurement strategy and required documentation, potentially including multi-phase procurement (e.g., RFQ and RFP)
- Outline whole approach, including evaluation methodology for submissions and fairness approach
- Release procurement documentation to the market
- Receive submissions, assist in evaluations, and support negotiations with preferred bidder through to contractual close

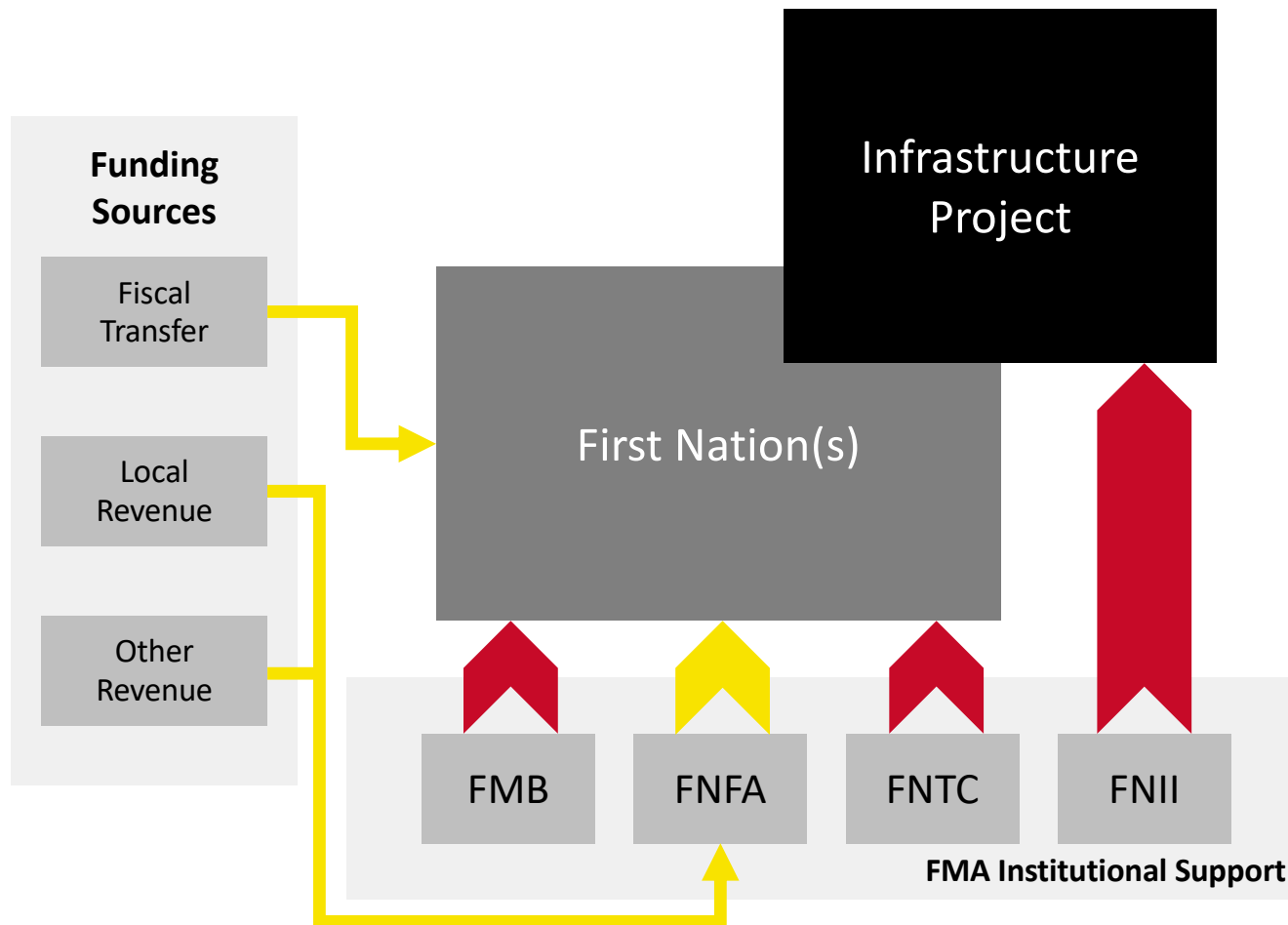
# Implementation



- Support transition from procurement through to implementation, drawing on implementation plan developed at business case phase
- Ensure that the contract, as negotiated in the prior phase, is being enforced correctly, and the successful bidder is delivering on their commitments
- Assist in implementing the operations and maintenance plans for the asset (as required, based on procurement option)
- Assist in ensuring the appropriate lifecycle activities are scheduled and adhered to



# Example Funding Model



## ISC Transfer and FNFA Loan using Own Source Revenue

- A potential bundled multi Nation Project
- Funding contributed through both an ISC grant and OSR securitized through the FNFA
- FNII supports the development of the project to receive funding and approval to proceed to procurement from FN/s
- FNII supports the procurement of the project

