

PARTNERSHIP NEWSLETTER



May 2017

BUILDING NEW PARTNERSHIPS

ArcBuilt Industrial Group of Companies is diversifying its suite of services by entering into partnerships that offer Industry more choices for engaging Indigenous Content in their supply chains.

ArcBuilt is pleased to welcome Paradox Access Solutions to our team. Paradox provides access mats, rig mats, swamp mats and ground reinforcement solutions including PRS-NeoWeb technology for challenging sites. Check out Paradox at: www.paradoxaccess.com



Bruce Arcand with the President of Paradox Access Solutions, Marc Breault

ARCBUILT PARTICIPATES AT SHELL'S INDIGENOUS VENDOR WORKSHOP SESSION HELD IN EDSON

Prequalification and Safety are Top Priorities for Shell's Engagement with Indigenous Companies.

On April 12th, ArcBuilt representatives joined with other Indigenous companies at a vendor workshop hosted by Shell Canada in Edson. The primary objective for the day was to explain the Shell Contractor Safety Management process and help attendees to understand Shell's universal standard that all vendors need to achieve in order to qualify to perform various scopes of work Shell offers to its contractors.

Speakers from ISNetworld along with Shell's Health Safety Security Environment (HSSE) department and Shell's Contracts and Procurement department were on hand to walk through the process.

The workshop provided an excellent opportunity to meet with key Shell representatives and promote ArcBuilt's business model for Indigenous content and engagement on behalf of its group of companies.

ARCBUILT AND HOISTING LTD. ARE WORKING TOGETHER TO DEVELOP AN INDIGENOUS INCLUSION TEAM

Building Indigenous Content within Organizations a Major Key for Procuring Contracts with Industry

Hoisting Ltd., an overhead crane manufacturer and services company located in Nisku, has joined forces with ArcBuilt to develop Indigenous content and establish an Indigenous Inclusion Team at Hoisting. This partnership initiative is part of a major strategy to foster Indigenous content within Hoisting and build higher-level relationships with Industry and Indigenous communities. Doug Clark, President and CEO of Hoisting, and his senior management team recognize the importance for Indigenous inclusion and are committed to taking concrete action that aligns their operational activities including HR and Marketing & Sales in order to support this direction. Updates on Hoisting's Indigenous Inclusion Team and their initiative will be provided in future newsletters.

ARCBUILT AND ITS PARTNERSHIP COMPANIES CONTINUE TO PROMOTE THEIR BUSINESS MODEL TO INDUSTRY AS A SUSTAINABLE SOLUTION FOR INDIGENOUS ENGAGEMENT

Mitigating Business Risk is Crucial to the Future of Indigenous Communities and the Industry Stakeholders Who would like to Build Meaningful & Successful Business Relationships

ArcBuilt and its partnership companies are working together to reduce barriers for Indigenous participation in economic opportunities by building on a strong track record of Safety, Quality, Performance and Pricing. This approach overcomes the largest risks faced by companies seeking to establish themselves early and successfully.

Indigenous companies, like other enterprises, can be successful when they can emulate existing companies which have already built out their business systems and also have achieved critical mass in terms of a customer base. Unfortunately, for most Indigenous start-ups, the barriers to entry related to meeting the key benchmarks associated with Safety, Quality, Performance and Pricing are often too difficult to achieve. In addition, initiating and sustaining business relationships is also a challenge when inadvertently mixed in with community politics and cross-threaded business objectives.

ArcBuilt Industrial Group of Companies is continuing to create collaborative and strategic partnerships which help overcome many of the risks Indigenous businesses need to address, including local political risk. ArcBuilt is able, through its business model, to build a workable interface between Industry and Indigenous communities. ArcBuilt focuses on engaging Indigenous people into opportunities clearly defined by the services matrix offered by its partnership companies. This approach offers clear entry points for Indigenous engagement and also a way to demonstrate measurable benefits to partnership companies and the Industry clients that are served. The result is successful outcomes in terms of training, employment and subcontractor opportunities for Indigenous people.

REVERSE TRADE SHOW SET FOR FRIDAY, MAY 26th IN CALGARY

ArcBuilt's Partnership Companies are Coming Together to Showcase their Services to Industry

A Reverse Tradeshow is confirmed for Friday, May 26th at the Westin Hotel in Calgary. ArcBuilt's partnership companies have an opportunity to meet directly with Industry stakeholders as ArcBuilt seeks to raise awareness of the diverse suite of services offered by the group.

A key objective is to raise the profile of partnership companies while also helping Industry better understand ArcBuilt's business model for building Indigenous content and engagement. The business model is based on demonstrating capacity and capability of ArcBuilt's partnership companies and to communicate to Industry that increase procurement opportunities leads to greater engagement of Indigenous people in training, employment and subcontractor opportunities.

The Reverse Tradeshow is also an opportunity for partnership companies to network with each other and to explore collaborative opportunities for procuring contracts. For more information on the Reverse Tradeshow, please contact: Emory Arcand at 780-952-3669 or email at emoryarcand@gmail.com

For more information on ArcBuilt Industrial Group of Companies, please visit our website at: www.arcbuiltindustrial.com

OR

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