

How to Use Your SIMSA Membership

October 28, 2021



Agenda

(Q&A at any time)

(recording this so we can make it better for next time)

Who is SIMSA

SIMSA staff and roles

SIMSA communications

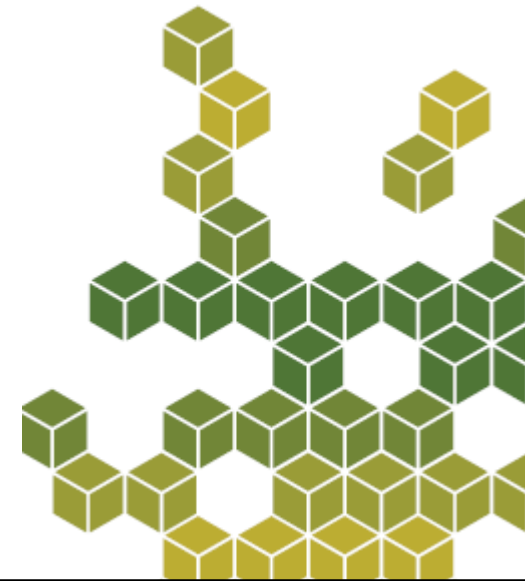
SIMSA events

SIMSA assistance with RFP issues

SIMSA carbon calculator

SIMSA member database

Additional Q & A



Who is SIMSA

Formed in 2013 – as a way to see more spending stick to Saskatchewan (hence the membership criteria built around “must have a permanent physical office in Saskatchewan”)

Board Participation – if you are a regular member whose world-headquarters are in Saskatchewan and you are a senior decision maker

Focus – to help you sell more stuff (since the beginning)





Local spending, local impact

Did you know that every dollar spent with local Saskatchewan suppliers generates nearly four times more economic output for the province than the same amount spent with out-of-province suppliers? ¹

In a time of much-needed stimulus spending, maximizing local impact is critical. As the only Association that represents the voice of Saskatchewan Suppliers - and *only* Saskatchewan suppliers - SIMSA members help keep stimulus money and its impact close to home.

¹ Source: *The economic impact of local resource suppliers in Saskatchewan*, PWC (2019)

Learn more at <https://simsa.ca/letter>



Saskatchewan Industrial & Mining
Suppliers Association Inc

www.simsa.ca

SIMSA Staff

<https://simsa.ca/management-board/>

Eric Anderson, Executive Director

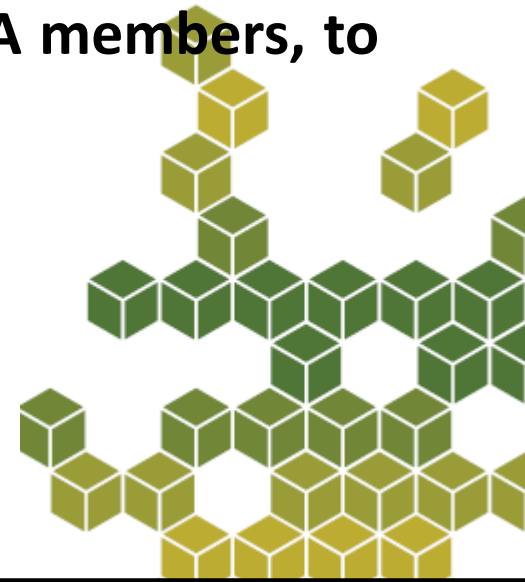
- Chief cook and bottle washer

James Bulmer, Industrial Concierge

- Assist members with Carbon Reduction/Energy Efficiency
- Source/assist in development of digital innovations, from SIMSA members, to address the needs of major resource producers

Keri Beebe, Events Coordinator and Office Administrator

- Sets-up all aspects of events
- Drives all aspects of membership

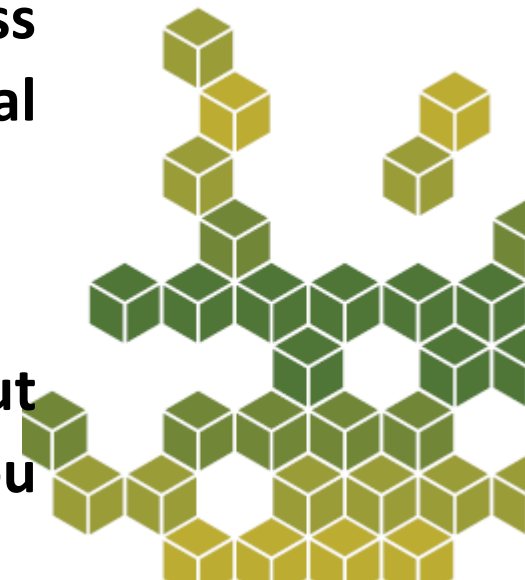


SIMSA Communications

Daily emails

- News to help you sell more
- SIMSA event information – I will not call you
- Sign-up as many as recipients as you want from your company, just send email address and full names to keri.beebe@simsa.ca
- Ensure appropriate staff are on email list (business development, Accounting department for membership renewal invoices, etc.)

Note: I do not email member's news-items to our membership, but I will "like" and sometimes "share" your social media posts (if you let me know about it and our channel is not too busy)



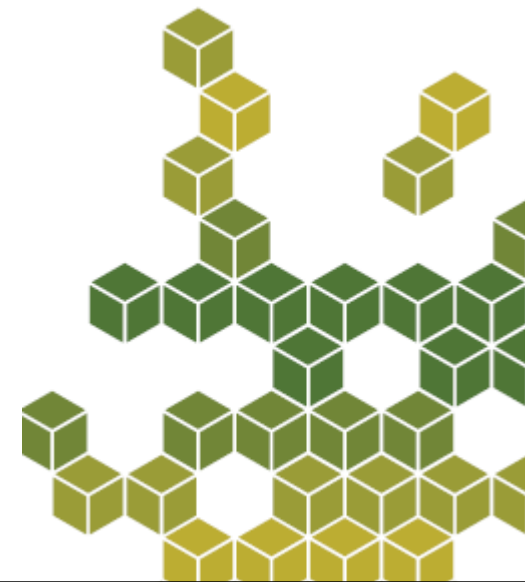
SIMSA Communications

Newsletter

- Goes out 1st of each month
- Members' news must be submitted 2-business day in advance of release, as just a link to a news story

SIMSA “Lunch & Learn” events

- SIMSA members present to members and non-members
- We promote to members via email and on our social media channels, 1-hour sessions, use Teams, I MC the event
- \$1,000 cost
- See <https://simsa.ca/news/simsa-announces-noon-hour-webinars/>



SIMSA Events

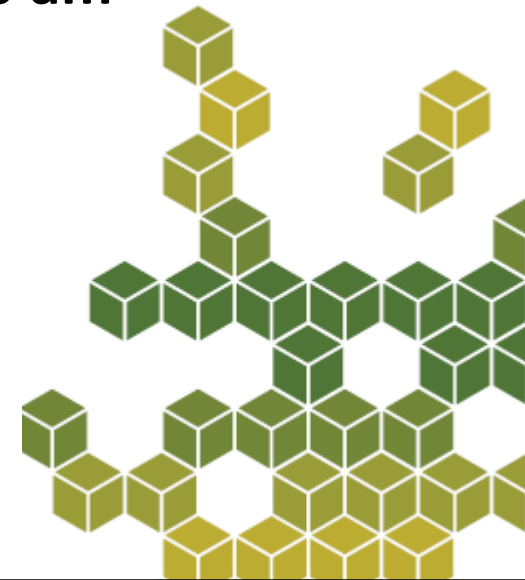
Why you joined

Note, at most events - both in-person and virtual – the partnering companies like BHP, Nutrien ask for attendance lists.

BHP event #2 is next Tuesday, but ticket sales end tomorrow at 9:00 am

MSCF on-sale date to SIMSA members only is November 2

You do not need to log-in to your membership to purchase a ticket, even though it asks you to (the only thing you need to log-in to is the database)



SIMSA Assistance with RFP

and other issues

This is tricky

If you feel you should have received an RFP, but did not, call me.

If we discover that your company not being included was a serious oversight - and you had marked on our database that you supply the item(s)/service (and the category was in the database) - then a call to the RFP issuer may be made.

We have been very successful in having RFPs issued/re-issued and then the member in question winning the bid.

We will probably not get involved in negotiations - unless the tactics are a clear violation of the RFP-issuing-company's policies

We will probably not get involved in payment collection - unless several member companies are involved



The SIMSA Custom Carbon Calculator

Allows suppliers to reduce their carbon output and take effective steps to make emissions reductions a reality.

1

Input carbon emissions for up to 10 locations by different buildings, street addresses, and/or by segments within a building.



MINING



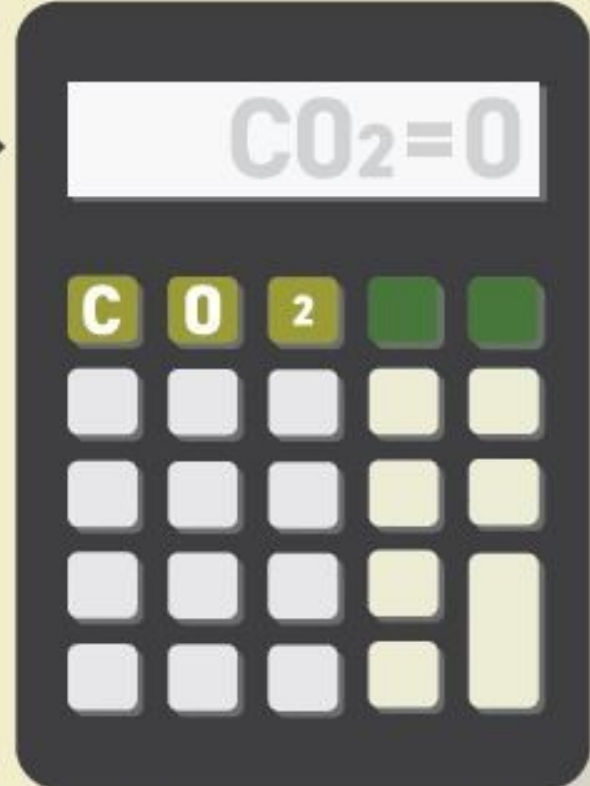
ENERGY



INDUSTRIAL
SUPPLY CHAIN

2

Calculate carbon emissions, then assess current emission levels in relation to other SIMSA members.



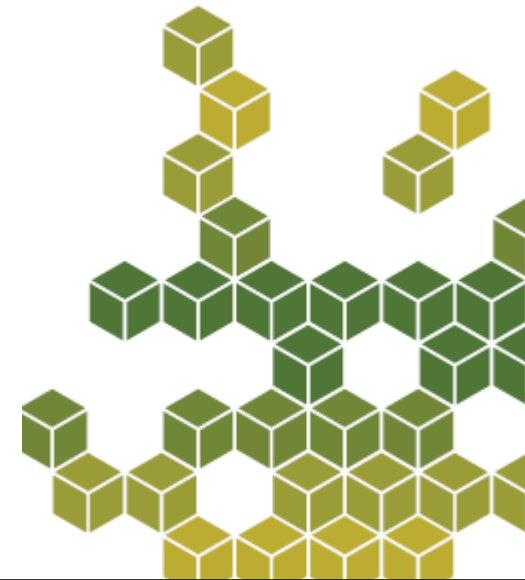
3

Take effective steps to reduce carbon emissions by using SIMSA's Industrial Concierge.



SIMSA Carbon Calculator

- An Excel Workbook that enables companies to calculate their Scope 1 and 2 carbon emissions
- Built for us by KPMG in consultation with BHP, Cameco, Nutrien, and TC Energy (TransCanada Pipeline)
- It provides the “buyers” with the data they actually want to know from their suppliers (so, just Scope 1 and 2, not 3)
- Can be downloaded for free from our website and has an instruction manual, as well as the recording of a Teams session on “How to use it” here <https://simsa.ca/calculator/>
- *Note, Sheet 1 of the calculator asks you to name and give the location of your facility(s) – this is a critical step*

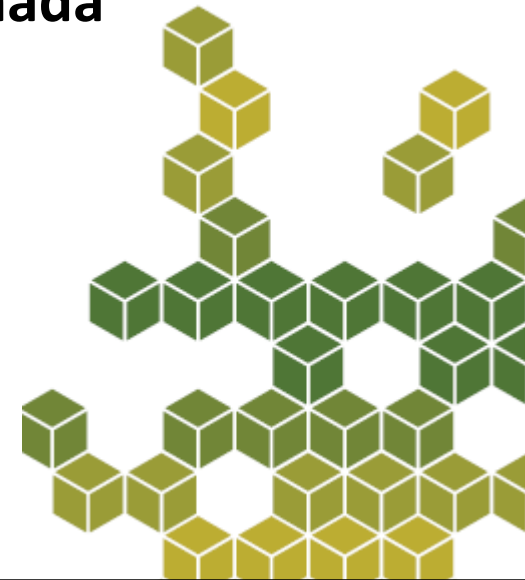


SIMSA Member Database

Called “The Saskatchewan Supplier Database”

What is it?

- **A shortlisting tool for procurement’s use**
- **BHP asked for it with the condition that anyone else could use it**
- **Built with technical assistance from BHP, Cenovus (Husky), Graham Construction, Mosaic, Nutrien, and TC Energy (TransCanada Pipeline)**
- **As BHP and Hatch/Bantrel said, SIMSA’s database is a “primary source” when shortlisting/finding local suppliers and “is very strong” (see also <https://www.thestar.com/news/canada/2021/10/26/bhp-discusses-jansen-employment-plans.html>)**



Promoting Saskatchewan

Solutions for the Global Resource Industry

Saskatchewan is a province that has been blessed with strong natural resources – such as minerals, oil and gas – an abundant industrial activities. Saskatchewan supplier companies have been providing world class solutions, that have been used by resource and industrial companies in Saskatchewan and around the world.

The Saskatchewan Industrial and Mining Suppliers Association, represents over 190 companies active in Saskatchewan – totalling over \$10-billion in annual revenues and 20,000 employees – who provide goods and services to industrial, mining, and energy projects.

Want Your Profile Listed? **BECOME A MEMBER**

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[Become a Member](#)

Search Members

Search by Business Name or Technical Capability to find members

[Search Members](#)

Member Login

Login to create/update your profile.

[Member Login](#)

Procurement Login

If you are a major procurement officer and would like to unlock Pre-qualification information about SIMSA member please Contact Eric Anderson at (306) 343-0019 or eric.anderson@simsa.ca

[Procurement Login](#)

Funding Sponsors



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of Canada

Gouvernement
du Canada

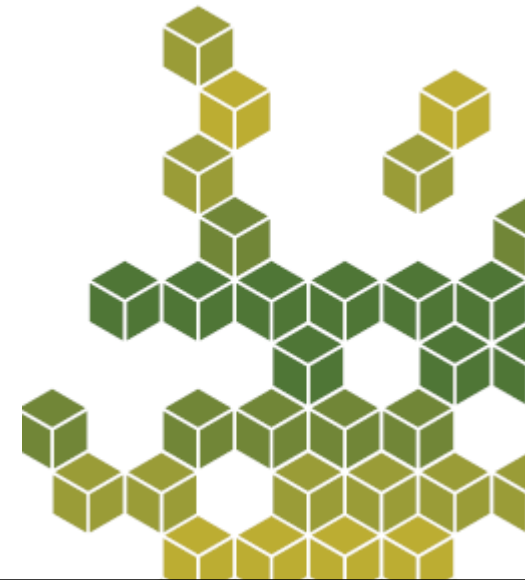
SIMSA Member Database

Procurement's View

- They use it to shortlist and locate suppliers *by product/service group*

Login and Setup

- Once you've paid your membership fee, we send you a login name and password
- Use it to complete your profile, otherwise BHP and others won't know you exist

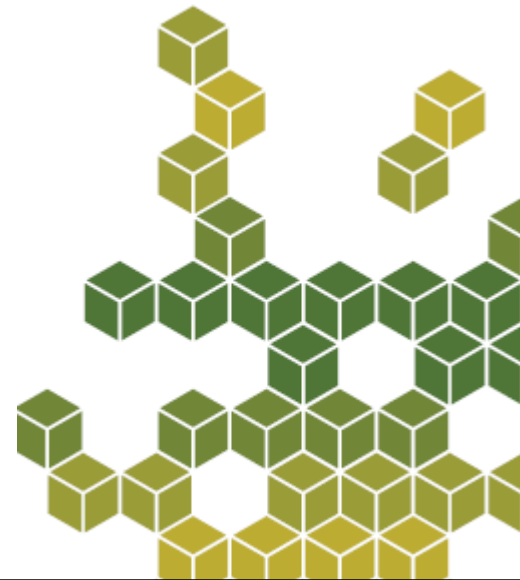


Database Tour

Procurement's View

Members' Profile Completion

<http://www.saskatchewansupplierdatabase.ca/index>



Additional Q & A

So, what else do you want to know about?

