

2012 KIVALLIQ TRADE SHOW

2012 ԲՇԵՇԻՄ ԱՇՆՆՁԻ ԸԺԿՆՈՒՄՆԵՐԸ

BUILDING JOINT VENTURES (JV) IN THE KIVALLIQ

ԱՐԿԵՆՏՆԵՐՈՒՄԻ ԱՇՆԻՈՒՄՆԵՐԸ ԲՇԵՇԻՄ

- ▶ Presented by:
Հանրագրիչ:
- ▶ Louis Dornez, Vice-President of Aglu Consulting and Training Inc.
ՉԱ ԾՎԵՆ, ՎՊԵՐՏՆԻՎ ԾՊԻՇՊՆ ԳՆԱ ԳԵՃՆԵՐՆԵՐՆԵՐԸ ԴՇՎՈՒՄՆԵՐՈՒՄՆԵՐԸ
- ▶ Hitesh Raval, Director of Corporate Planning, Parenty Reitmeier Translation Inc.
ԽԱՌԻ ԳՇԵ, ԾՐՂՎԵՆԵՐՆԵՐՈՒ ՈՐԳՆՈՒՄՆԵՐԸ ՀԳՈՒՄՆԵՐԸ, ԱՃՆՈՒ ՆԵՐԾԻՎ ԾՐՇՆԱՐԿ ՈՐԳՆՈՒՄՆԵՐԸ

Overview of Presentation

ᑕᑦᑲᑦᑲᑦ ᑲᑦᑲᑦᑲᑦ ᑲᑦᑲᑦᑲᑦ

1. **Building JVs in the Kivalliq**
ᐱᑲᑦᑲᑦᑲᑦᑲᑦ ᐱᑲᑦᑲᑦᑲᑦᑲᑦ ᑲᑦᑲᑦᑲᑦᑲᑦ
2. **Successful JVs**
ᐱᑲᑦᑲᑦᑲᑦᑲᑦ ᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦ
3. **Our JV Experience**
ᐱᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦ
4. **Opportunity - Language Rights in Nunavut**
ᐱᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦ
5. **Parenty Reitmeier Translation Services Inc.**
ᐱᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦ
6. **Aglu Consulting and Training Inc.**
ᐱᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦ
7. **Challenges and Conclusion**
ᐱᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦᑲᑦ



MAKE A PLAN

ՀԳՈՒՄԻ ԿՑՐՈՒՄՆԵՐ

- ▶ Make a good business plan (if you don't know how to write a good business plan, then hire a specialist with Kivalliq experience)

ԿՑՐՈՒՄՆԵՐ ԱԴՐՄԻ ՀԳՈՒՄՆԵՐ (ՕՃՅՈՒՄ ԳԵՏՑԵ
ՀԳՈՒՄՆԵՐԿԵՐԿՆԵՐ ԽՆԴՐՈՒՄՆԵՐ, ԿՕՆՏՐՈՒՄՆԵՐ ԳԵՆԵՐԱԼԻՍՏԻ ԲԵՐՈՒՄՆԵՐ)



THE LAUNCH PHASE IS IMPORTANT

ኢንቨስትመንት ለሚደረግበት ለጊዜ ለመጀመሪያ

- ▶ The launch phase is the first 180 days from signing the agreement

ኢንቨስትመንት ለሚደረግበት 180-ወር ለመጀመሪያ ለመጀመሪያ ለመጀመሪያ ለመጀመሪያ

- ▶ Challenges during the launch phase

ለሚደረግበት ኢንቨስትመንት

- ▶ Companies fail to commit sufficient resources

ከሚገባው ለመጀመሪያ ለመጀመሪያ ለመጀመሪያ ለመጀመሪያ ለመጀመሪያ

- ▶ Lack of attention to planning

ለመጀመሪያ ለመጀመሪያ ለመጀመሪያ

- ▶ Lack of understanding of the culture in the Kivalliq

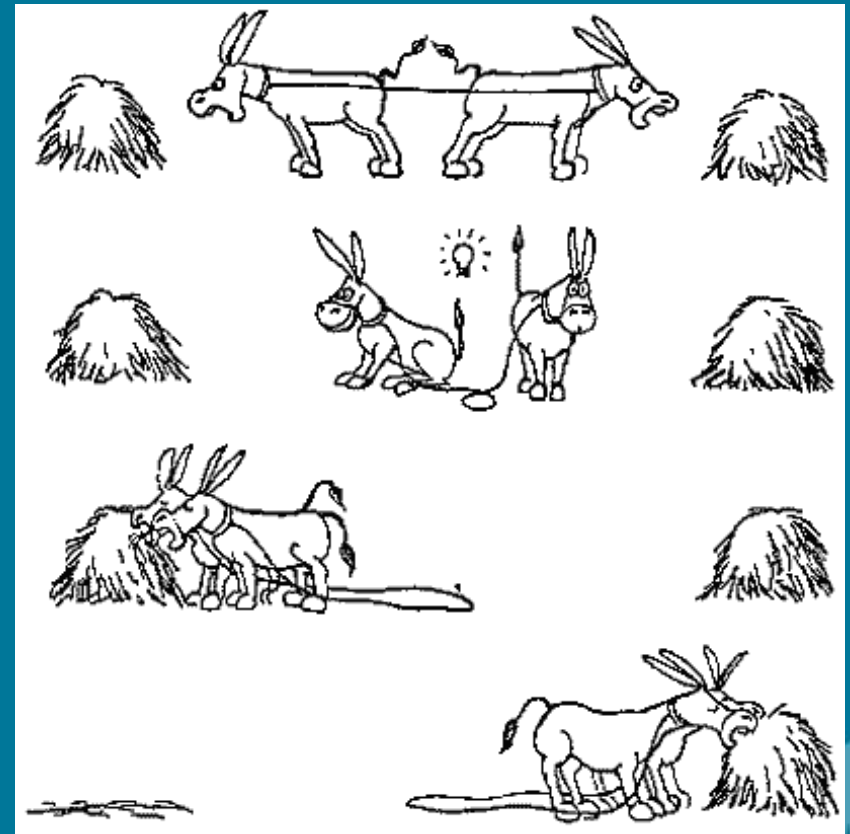
ለመጀመሪያ ለመጀመሪያ ለመጀመሪያ ለመጀመሪያ ለመጀመሪያ



WIN-WIN RELATIONSHIP

ለርቢክብሮች ማህበረሰብ ለሌሎች ማህበረሰቦች ለሚሰጡት ጥቅም - ሌሎች ማህበረሰቦች ለሚሰጡት ጥቅም

- ▶ The best JVs are based on WIN-WIN relationships
ለርቢክብሮች ማህበረሰብ ለሌሎች ማህበረሰቦች ለሚሰጡት ጥቅም - ሌሎች ማህበረሰቦች ለሚሰጡት ጥቅም
- ▶ Identify strengths of each partner
ወይንም ሌላውን ማህበረሰብ ለማረጋገጥ ለሚያስፈልገው ጥቅም ለርቢክብሮች ማህበረሰብ
- ▶ Be prepared to give and take
አንዱን ማህበረሰብ ለሌሎች ማህበረሰቦች ለሚሰጡት ጥቅም ለሚሰጡት ጥቅም
- ▶ Evaluate and manage the risks
የሚከሰቱ ጉዳዮች ለማረጋገጥ ለሚያስፈልገው ጥቅም ለርቢክብሮች ማህበረሰብ



OUR JV EXPERIENCE

Λααϑυεεεεεεεεεεεεεεεε εεεεεεεεεεεεεεεε

- In March 2012, Aglu Consulting and Training Inc and Parenty Reitmeier Translation Services Inc formed a JV in order to provide quality and timely translation services in all of Nunavut’s Official Languages: Inuktitut, Inuinnaqtun, French and English

Èεε 2012-Γ, αεε εεεεεεεεεεεεεεεε Δεεεεεεεεεεεεεεεε εεεεεεεεεεεεεεεε αεεεεε εεεεεεεεεεεεεεεε εεεεεεεεεεεεεεεε εεεεεεεεεεεεεεεε αεεεεεεεεεεεεεεεε εεεεεεεεεεεεεεεε εεεεεεεεεεεεεεεε εεεεεεεεεεεεεεεε εεεεεεεεεεεεεεεε εεεεεεεεεεεεεεεε εεεεεεεεεεεεεεεε εεεεεεεεεεεεεεεε εεεεεεεεεεεεεεεε εεεεεεεεεεεεεεεε εεεεεεεεεεεεεεεε εεεεεεεεεεεεεεεε εεεεεεεεεεεεεεεε εεεεεεεεεεεεεεεε εεεεεεεεεεεεεεεε



Language Rights in Nunavut

ᐅᖃᐅᓯᐅᑦ ᐱᑦᐱᐅᐱᓯᐅᑦ ᓄᓄᓯᑦ

- After consultation, and on a date decided by Cabinet, the private sector must provide services in the Inuit language.

ᐅᖃᖃᐱᓯᐅᑦᐅᑦᐅᑦ, ᐱᓯᐅᑦ ᐅᑦᐅᑦᑦ ᐅᓯᐅᑦᐅᑦᐅᑦᐅᑦ ᑦᐅᑦᐅᑦᐅᑦ, ᓄᓄᓯᐅᑦ ᐱᓯᐅᑦᐅᑦᐅᑦᐅᑦ ᐅᑦᐅᑦᐅᑦ ᐅᖃᐅᓯᐅᑦ.

(Source: Office of the Languages Commissioner of Nunavut)

(ᓄᓄᓯᐅᑦᐅᑦᐅᑦᐅᑦ: ᐅᖃᐅᓯᐅᑦᐅᑦᐅᑦ ᐅᑦᐅᑦᐅᑦ ᐱᓯᐅᑦᐅᑦᐅᑦ)



List of Clients

ᐱᑕᑲᑦᐱᑦᓄᑦᐱᑦᓄᑦᐱᑦᓄᑦ

Agnico-Eagle Mines ᐱᑕᑦᓄᑦ ᐱᑕᑦᓄᑦ ᐱᑕᑦᓄᑦᐱᑦᓄᑦ

Areva Resources ᐱᑕᑦᓄᑦᐱᑦᓄᑦ ᐱᑕᑦᓄᑦᐱᑦᓄᑦᐱᑦᓄᑦᐱᑦᓄᑦ

Kivalliq Municipalities and Hamlets ᐱᑕᑦᓄᑦᐱᑦᓄᑦ ᐱᑕᑦᓄᑦᐱᑦᓄᑦᐱᑦᓄᑦ

Baffinland Iron Mines Corporation ᐱᑕᑦᓄᑦᐱᑦᓄᑦ ᐱᑕᑦᓄᑦᐱᑦᓄᑦᐱᑦᓄᑦ

Nunavut Business Credit Corporation (NBCC)
ᐱᑕᑦᓄᑦᐱᑦᓄᑦᐱᑦᓄᑦ ᐱᑕᑦᓄᑦᐱᑦᓄᑦᐱᑦᓄᑦ

Minerals and Metals Group (MMG) ᐱᑕᑦᓄᑦᐱᑦᓄᑦ ᐱᑕᑦᓄᑦᐱᑦᓄᑦ

Government of Nunavut ᐱᑕᑦᓄᑦᐱᑦᓄᑦ

Qulliq Energy Corporation ᐱᑕᑦᓄᑦᐱᑦᓄᑦ ᐱᑕᑦᓄᑦᐱᑦᓄᑦ

M & T Enterprises M & T ᐱᑕᑦᓄᑦᐱᑦᓄᑦ

Nunamiut Lodge ᐱᑕᑦᓄᑦᐱᑦᓄᑦ

and many more small businesses and organizations...

ᐱᑕᑦᓄᑦᐱᑦᓄᑦ ᐱᑕᑦᓄᑦᐱᑦᓄᑦ ᐱᑕᑦᓄᑦᐱᑦᓄᑦᐱᑦᓄᑦ...



JV advantages

- JV expands and solidifies existing professional services in the Kivalliq

ᐱᓕᓂᑦᐅᓂᑦᓂᑦ ᐃᓕᓂᑦᓂᑦ ᐃᓕᓂᑦᓂᑦ ᐃᓕᓂᑦᓂᑦ ᐃᓕᓂᑦᓂᑦ ᐃᓕᓂᑦᓂᑦ ...

- JV complements services provided by both companies

ᐱᓕᓂᑦᓂᑦᓂᑦ ᐃᓕᓂᑦᓂᑦ ᐃᓕᓂᑦᓂᑦ ᐃᓕᓂᑦᓂᑦ ᐃᓕᓂᑦᓂᑦ ᐃᓕᓂᑦᓂᑦ

- JV provides cross-cultural education in workplace

ᐃᓕᓂᑦᓂᑦᓂᑦ ᐃᓕᓂᑦᓂᑦ ᐃᓕᓂᑦᓂᑦ

JV Challenges

ᐱᓴᓂᐱᐅᓴᑦ

- New market, new Territory, new learning curve

ᐃᑦᑦ ᐱᐅᓴᑦᐅᓴᓴᑦ, ᐃᑦᑦ ᐃᐃᓴᑦ, ᐃᑦᑦᐅᓴᑦᐅᓴᑦ ᐃᑦᑦᐅᓴᑦᐅᓴᑦ

- Geography and costs

ᐃᐃᑦᑦᐅᓴᑦ ᐱᓴᓴᑦ ᐱᓴᓴᑦᐅᓴᑦᐅᓴᑦ ᓴᑦᐅᓴᓴᑦ

- Understanding the rich culture

ᐅᓴᓴᐅᓴᑦᐅᓴᑦ ᓴᑦᑦᓴᓴᐱᓴᑦᐅᓴᑦ ᐃᑦᑦᐅᓴᑦᐅᓴᑦᐅᓴᑦ

- Recruiting and Retention of Inuit Language Translators

ᐃᑦᑦᐅᓴᑦᐅᓴᑦᐅᓴᑦᐅᓴᑦ ᐱᓴᓴᑦᐅᓴᑦᐅᓴᑦ ᐃᑦᑦᐅᓴᑦ ᐅᓴᑦᐅᓴᑦᐅᓴᑦ
ᐅᓴᑦᐅᓴᑦᐅᓴᑦᐅᓴᑦ ᐱᓴᓴᑦᐅᓴᑦᐅᓴᑦ ᐅᓴᑦᐅᓴᑦᐅᓴᑦ

JV Training Challenges

ᐱᑭᑎᐱᑦᑕ

- Technology infrastructure
ᑯᑦᑕᑭ ᐱᑦᑲᑎᑕᑭᑦᑕᑦᑕᑦᑕᑦᑕ ᐱᑦᑲᑎᑦᑕᑦᑕᑦᑕᑦᑕ
- Training in technology is needed
ᐱᑦᑕᑦᑕᑦᑕᑦᑕᑦᑕᑦᑕᑦᑕ ᑯᑦᑕᑭ ᐱᑦᑲᑎᑕᑭᑦᑕᑦᑕᑦᑕᑦᑕ ᑦᑕᑦᑕᑦᑕᑦᑕᑦᑕᑦᑕᑦᑕ ᐱᑭᑎᐱᑦᑕ
- Training in Translation Memory Software is needed (pilot project in Rankin Inlet this week)
ᐱᑦᑕᑦᑕᑦᑕᑦᑕᑦᑕᑦᑕᑦᑕ ᐱᑦᑕᑦᑕᑦᑕᑦᑕᑦᑕᑦᑕᑦᑕ ᑕᑦᑕᑦᑕᑦᑕᑦᑕᑦᑕᑦᑕᑦᑕ ᑦᑕᑦᑕᑦᑕᑦᑕᑦᑕᑦᑕᑦᑕ

What did we learn?

ᐱᑦᐱᑦᐱᑦ ᐱᑦᐱᑦᐱᑦ?

Our Joint Venture is essential in the Kivalliq Market!

ᐱᑦᐱᑦᐱᑦᐱᑦᐱᑦᐱᑦ ᐱᑦᐱᑦᐱᑦᐱᑦ!



www.aglu.ca

www.parentyreitmeier.com

Toll Free: 1 877-445-3737

(ᐱᓱᐱᐱᐱᐱᐱᐱᐱ)