2012 KIVALLIQ TRADE SHOW

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BUILDING JOINT VENTURES (JV) IN THE KIVALLIQ Λρίο<-c «ΠΓΠσίο Λεπίο Πρίοσι Γραίο Γροίο Γρ

- Presented by: Lephoch4ep:
- Louis Dornez, Vice-President of Aglu Consulting and Training Inc.
- Hitesh Raval, Director of Corporate Planning, Parenty Reitmeier Translation Inc.

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Overview of Presentation

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- 1. Building JVs in the Kivalliq Λρίν<υση Λοινορίν Αστιβορίνος ραυσης
- 2. Successful JVs

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- 4. Opportunity Language Rights in Nunavut Λδολη Ιρολία Ροβολίο Λλοφορη Γρολία σο Ση
- 5. Parenty Reitmeier Translation Services Inc. Λοιο ιι ιτος ορεοιλε η Γάρου



BUILDING JOINT VENTURES IN THE KIVALLIQ

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"If you can't beat 'em, join 'em!"

"ίς Γτα αωροσος Αρς!"

"Two heads are better than one!"

"Λϲιδηίδο Ανδίδο Ανόσι]"

"United we stand!"

"Λϲ^ΓδΩ^Γδο^Γδο α^Γδο α





BUILDING JOINT VENTURES IN THE KIVALLIQ Λρίοζος Δηρίησιο Λοη ίδη ἡδιος ριστος Γ

What is a Joint Venture (JV)?

 $\Lambda \subset L^{4}b \cap L^{4}b$

NOTE: A large % of JVs fail because of cultural differences.

Understanding the culture is key to a successful JV in the Kivalliq

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REWARDS OF JVs IN THE KIVALLIQ

$\wedge \dot{\mathcal{C}}^{c} \subset \mathcal{C}^{c} \cap \mathcal{C}^{c} \subset \mathcal{C}$

- Shorten the learning curve (share expertise and Inuit culture)
 Δσςημαθράσιρ αΔασημικό (θρλημες δυθημικό ΔοΔα Δσιανό Ασθημες)
- Enhance company credibility (a Kivalliq company can create an alliance with another company)

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- Create new profit channels (a business in the Kivalliq can have limited resources)

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- Build competitor barriers (a strategic alliance can help keep out competitors)
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- Share costs (high cost of doing business, travel in the Kivalliq)

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SECRETS OF SUCCESSFUL JVs

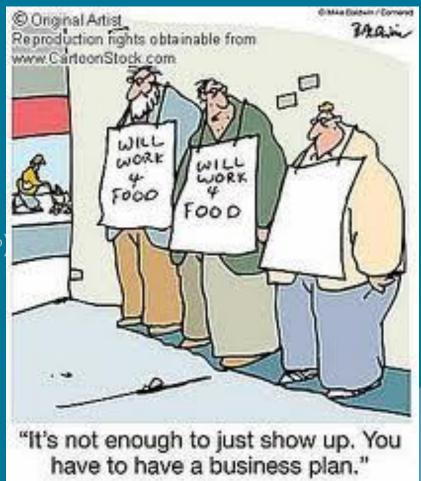
- Set clear goals (know what you want to accomplish with your partner)
 Ϥϛϧϧϧϧϧͻϼϲ ϽϧϧϙϲϼϥϛϧϽϭϧ Ͻϛϧͼϧϧͼ (ϧϧϧͰͻϼϲ ϧϙϭϧ ΛϤϭϧϧϥͰϧͰϧͼϧϧͼ Λϲϲϧϧϼϧϧϧο)

- Timing and vision (People who start a joint venture tend to be in a hurry. The sense of timing should be the same for both partners.)
 Λδυλασαςιο (Γ΄ ἀςιορογοςιο (Ορογόςιο (Γ)) (ΔοΔε Λεαςιορισθηθείο) Δε τερομασιαθός (Γ)
 Λδυλαγολίο Λεαςιορισθηρος (ΕΙΔαρε ανγλύθης)



MAKE A PLAN

<<od>PUCUOUS





THE LAUNCH PHASE IS IMPORTANT

- - Companies fail to commit sufficient resources
 b^L⟨σ▷⟨C ⟨□⟩⟩⁰ o ⟨b^CC[∞](P^LLC ⟨□) ∩ C^LL n ⟨□) δ σ b
 ⟨b o ∆ c ▷⟩ ∩ σ b



"We've invested our hearts and souls in this company. We're only asking you to invest ten million."

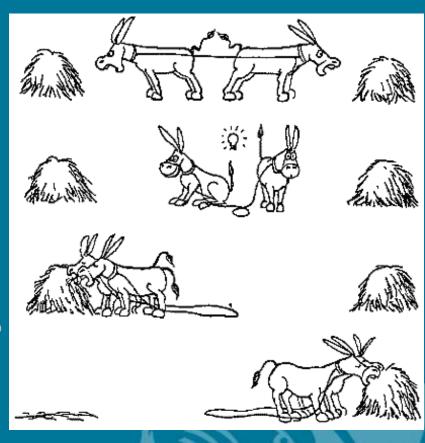




WIN-WIN RELATIONSHIP

Λοηθημέρος ράγησησησίο - ράγησησησίο

- Identify strengths of each partner
 α⊃αΔϧ϶ͻρς ϗϣρσπϧϦϞς ϤϽσ
 Λεπθρήθος





OUR JV EXPERIENCE

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JV OPPORTUNITY AND MARKET

- Language rights in Nunavut
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- September 2009, parents have the right to have their children from K-3 receive instruction in the Inuit Language. Instruction for all other grades must be in place by 2019.

የሰለሲ 2009, ላኄሁላጐቴና ለተቈዾበርና ውርናኄቦና Δሮኄσላቴጋና Δሮኄσላርኒቴጋσ ነዕናበኄσሮኄጋና 3–ጋና Δሮኄσላቴበርኦተቈናሪላጋቦና ΔውΔና ኦንክኦሥኒሀበጋና. Δሮኄσላቴበናበጋስና ላፖኄዮውና ነዕናበኄσሮኄውና ሲጋሲΔቴርኦፖኒታሲላሮና 2019 ጋኄኒσ

(Source: Office of the language Commissioner of Nunavut)
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Language Rights in Nunavut

Pophas Varobulbbes Dobl

 Every territorial institution's head and central office, including that of its board and agencies, must have its services available to the public in all the official languages.

CL¹Γ¹ Δα²Γ Δα²σα¹ἀ¹ α³υκ¹¹¹¹¹ Δα³α² ΩΓ΄ Λ΄ Δα³α³ ΩΓ΄ Λ΄ Δα³α³ ΩΓ΄ ΑΓΙΑ Δα³α ΩΓ΄ ΑΓΙΑ ΔΑ³α



Language Rights in Nunavut

Paphac Varobultpac post

 From 2011, employees of the Government of Nunavut can choose to work in the Inuit language.

 By 2012, municipalities must offer services in any official language where there is significant demand for it.



Language Rights in Nunavut

Pophas Varobulhbas post

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

▷¹₺¹₺∩ՐЈС▷⁰₺¹ኌσ, Ϥ·Ĺኌ ▷′ኌኄΓ Δረ/L፫▷ʔC▷ረ/LጚΓ Γσʹ\С\J∩ጔˤ, ҩ∿Γσċˤ ለኦናረናʔ⁰ҩ⁰ሪ/አሲ⊲ċˤ Δϼ⁰∩Ͻˤ ▷٩₺▷ረ⁰ď.

(Source: Office of the Languages Commissioner of Nunavut)





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- Celebrating 20 Year Anniversary
 ช่องสล่ดชะวง สะดอง >ppอง ระpร่องชาวิทารา
- Offices Winnipeg (Corporate Headquarters)
 ハハςˤδιċ⁻ˤ δσハゥΓ (◁∿レನ⁵¤՝bʰปゐˤ)
- Over 60 employees in Winnipeg and 300 worldwide
 - 60 Prucior hair arls 300 sartan



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- Parenty Reitmeier is registered with the Government of Canada Translation Bureau.

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- Obtained security clearance to handle highly confidential Government and Private Sector documents for Canada and United States.

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<u>Translation and Localization Services include:</u>

ϽΡϹΡΛσ⁵⁶ Δ¹L.) Δας⁶σ ΛΡΥζΩΡΩ ΔL⁶αΔ^CD^C:

- Translation of various types of written technical documents in over 100 languages including Inuktitut and Inuinnaqtun.

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 ▷◊Ь▷٧▷∀৬৫ Λ◊ЬС▷

 ¬C Δͽδηρς Δρδηρς
- Training material, contracts, manuals, catalogues, textbooks, annual reports, company prospectus, presentations, brochures, marketing material, government documents and all other business correspondence.

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- Document translation nnswylde opening
- Desktop publishing/formatting שתכסלכת לאחסיים
- Printing and distribution
- Website translation △P๔๒ฅ๘๖๓ ⊃Р๓๑๓๓
- Software translation ₺んこ>とこととこととこと
- Voice-over recording >5b>2bd and one of the option of the o



AGLU Consulting and Training Inc.

مارے Σιρνγλιατιρία Δαθασία bryc ULidu.

- Majority Inuit-owned and Nunavut-based business in Rankin Inlet ՎΓ.ἰσգος ΔοΔς αθΓσγολληγος ՎμΕο ραθη αθησημόλης δθηγολογη

- The NNI Policy allows up to 21% bid adjustments on Government of Nunavut contracts
 - ρο ΣΓο διστο Δυτίρου Λαυκουρο Ερουρο 21%-Γυ Κυρορο Δουρο Δο



AGLU OFFERS EXPERTISE AND SERVICES IN THE FOLLOWING AREAS:

 d^{L} d^{C} d^{C

- Business Planning and Consulting

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- Translations in Inuktitut, Inuinnaqtun, French and English

 ⊃ρς⊳πσ^ς ΔοδοΛος, Δοδοσίοος, ΝΔΑΛΟς Διλο τος
- Websites and Communications Δρ⊲^ςδρὧ^ℂ ⊲^LL⊃ ⊃\δ\Δ^cCδ∩cπσ^{ςδ}
- Training Δ⊂^ασ√^{γδ}Ω^CΩγδ^CC^γσγδ
- Community and Tourism Planning

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- Bookkeeping and Computer Rentals

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 ρορμείο σια Computer Rentals



List of Clients

 $V \subset V_{2} A_{2} A_{2}$

Agnico-Eagle Mines 440 Ad DYS6CA46

Areva Resources ላሲሞያሪ ኦታናኄσላማጋርሲትያሪ

Kivalliq Municipalities and Hamlets P&CT DOCDY HOLDS

Baffinland Iron Mines Corporation ዾጛ፞ዾーヘトゅく トラマックマッフーヘトゅく

Nunavut Business Credit Corporation (NBCC)

J4/17/PP 3P4U3U46CCA 4D4074PP 404/5/PP

Minerals and Metals Group (MMG) トケマトノトゥ・ウィ トムタナーへ・ティ (MMG)

Government of Nunavut as to Lely Control of Nunavut

Qulliq Energy Corporation 5dccs 5bblb6d0cab6dc

M & T Enterprises M & T Δ プロップロックトレート

Nunamiut Lodge _o_rpc ><5rab

and many more small businesses and organizations...

ط^بلے طربہ میدر میدر میدر میدر کال کا جاتا ہے۔۔۔۔



• The JV provided us a better understanding of the continuous challenge between economic development and community development.

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 The JV will provide long term opportunities for both companies to grow and learn.



JV advantages

JV expands and solidifies existing professional services in the Kivalliq

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JV complements services provided by both companies

JV provides cross-cultural education in workplace

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JV Challenges

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- Geography and costs
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 Δεςςς
 Δεςς
- Understanding the rich culture
 >PYPLσ% ५% (२००० Δ๓)
- Recruiting and Retention of Inuit Language Translators



JV Training Challenges

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- Training in Translation Memory Software is needed (pilot project in Rankin Inlet this week)

ΔϹ°σϤʹʹʹσʹͼ ϤͿʹʹΓ ϷʹϧϷͿʹʹΓ ϷʹϧϷͿʹʹϷ ʹϧϹϷ϶ϼϲͺϥϽͼ϶ϽͼͿͼͼ ʹϧϹϷ϶ϼϲͺϥϽͼ϶ϽͼͿͼͼ



Conclusion

Pol-Cep<p9c

- Communicate with the language of your client
 ▷¹b¹b∩¹bʔ²亞¹σ⁻⁰ ΛλΥζς⁰С⁰◊Λς ΔϽϤΛϧ∿ႱͿς ▷¹b▷γ⁰σ
- Connect with the language that mothers spoke to their children

 Λ CLIBUSTON DIPPLIES DIPPLIE





What did we learn?

LOG ACCULLAC?

Our Joint Venture is essential in the Kivalliq Market!

 $\Lambda \subset \Lambda^{5}b \cap \delta^{5}\sigma^{5b} \Lambda^{L}L\Lambda \triangleleft J^{b}!$



www.aglu.ca

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 $(40^{5}b^{\infty}C^{2}b^{3}C)$

