



Frequently Asked Questions (FAQ) About Reciprocity of Services between CAMSC and NMSDC

Q: What is certification reciprocity with Canada all about?

A: Reciprocity means that the NMSDC network recognizes and accepts the Canadian Aboriginal and Minority Supplier Council (CAMSC)'s certification credentials of Canadian Aboriginal and visible minority suppliers, and that in turn, CAMSC also grant the same privileges to MBEs certified by NMSDC.

Q: What are the fundamental basics for this reciprocity arrangement?

A: CAMSC's certification requirements are substantially equivalent to those required for certification by NMSDC. CAMSC's Board of Directors only issue certifications for minority suppliers after a process has been completed where the staff reviews applications and supporting documents, effects site visitations, and makes recommendations based on findings to the certification committee. Final approval of certification candidates is the responsibility of CAMSC's Board of Directors.

Q: How would NMSDC members be able to tap Canadian minority suppliers?

A: First, a fair assumption is that certified Canadian Minority suppliers would approach NMSDC members with their business offerings. In addition, if an NMSDC member wants to search for Canadian minority suppliers, they could tap CAMSC's database through their Canadian subsidiaries provided that they are CAMSC members.

Q: How would NMSDC suppliers be able to reach CAMSC corporate members?

A: NMSDC certified suppliers with interest in doing business with CAMSC corporate members could make their sales pitch directly to those member corporations and receive the same attention afforded to certified Canadian minority suppliers. For more pro active pursuit of business opportunities within the CAMSC network, NMSDC's MBEs could choose to request reciprocal services from CAMSC at a fee not higher than the one charged for MBE certification in Canada.

Q: Could NMSDC members count and take credit for spend with certified Canadian Aboriginal and minority suppliers?

A: NMSDC corporate members could report their combined North America spent on minority suppliers in their annual reports and website. However, spend on Canadian minority suppliers cannot be comingled with spend on American MBEs for the purpose of reporting to NMSDC or the U.S. Government.



Q: There is a growing number of American MBEs operating out of Canada that NMSDC cannot certify because their business is located outside U.S., would CAMSC be able to certify these businesses?

A: Yes, CAMSC has amended its bylaws in order to extend the benefits of certification to U.S. minority citizens whose businesses are located within Canadian territory.

Some inherent benefits to the NMSDC network provided by this reciprocity agreement:

- Creates opportunities for MBEs to do cross-border strategic alliances and collaboration on bids for large contract;
- Resolve problems encountered by NMSDC affiliates near the Canadian border with regards to certification on certain Indian tribes protected under the Jay Treaty of 1794;
- Places CAMSC within the NMSDC network and creates greater synergies for members and clients of both organizations;
- Provides a rich and additional pool of minority supplier talent to NMSDC and CAMSC corporate members;
- Allows members to improve their engagement of 2nd tier suppliers in Canada, as well as the identification and use of other major suppliers.

Other Significant Considerations Weighing in:

- Canada is party to trade treaties with the United States (the U.S. – Canada Free Trade Agreement and the North American Free Trade Agreement) that encourages mutual recognition of professional licenses and credentials.
- Many professional organizations operating on either side of the U.S.-Canadian border have reciprocal certification arrangements with their counterparts.