

Develop Nova Scotia Business Development Opportunities Guideline

It is an exciting time to be in Nova Scotia at the water's edge. It is where our ocean economy is building. It is where world-class researchers and industry innovate and collaborate to connect with new markets. It is where visitors come to experience and celebrate our maritime culture. It is where our residents, current and future, find inspiration. There is a new momentum in Nova Scotia and at the centre of this energy is "place". Our place by the sea is our greatest natural advantage. It gives the world a reason to know us, to do business with us and to visit us. It shapes our culture and industry on and off the water's edge – it always has. The extent to which we are able to harness this natural competitive advantage and develop it sustainably, will determine our future prosperity.

Develop Nova Scotia believes in a province where businesses, small and large, emerging and established, all have an opportunity to prosper.

To this end, we strive to partner with those who are commonly focused on adding to the economic fabric of Nova Scotia while delivering best value to residents and visitors alike. We are equally

excited to collaborate with those who represent the best of our province in an authentic and responsible manner.

To ensure business development opportunity transparency, Develop Nova Scotia may select from a range of potential communication tools. They include but are not limited to the Nova Scotia procurement website, the Develop Nova Scotia website, partner websites and or, social media platforms. Business development opportunity calls may include but are not limited to requests for proposals, direct public calls, and or invitations to direct negotiations. Time, capacity, market competitiveness, and or strategic business needs will influence opportunity call and curation approach. Selection of communication and callup tools shall be at the sole discretion of Develop Nova Scotia.

Questions related to these guidelines should be directed to the Senior Manager, Procurement and Operations at todd.brayman@developns.ca.

