**THE REALITY OF MANAGING 634 AGENTS**

**Professional Management Structure Required:**

1 VP Operations

↓

5 Regional Directors (East, Quebec, Ontario, Prairies, West/North)

↓HUMAN NETWORK (75%) $67M

Equipment & Setup (One-time) $6.2M

- MacBook Air M4 per agent ($1,799) $1.14M

- MacBook Pro for dev team (10@$7,800) $78K

- iPhone 15 Pro ($1,500) $950K

- AirPods Pro ($379) $240K

- Software licenses (Office, etc) $600K

- Internet subsidies (remote) $800K

- Office setup & equipment $510K

- Equipment contingency (10%) $500K

- Shipping to remote locations $380K

Agent Compensation (3 years) $40M

- Year 1: 634 @ $20K part-time $12.7M

- Year 2: 634 @ $35K (30hrs) $22.2M

- Year 3: 634 @ $50K full-time $31.7M

Management Structure (3 years) $20.8M

- Regional Directors (10 @ $150K x 3) $4.5M

-# Indigenous Economic Sovereignty Platform

## Government Investment Package - June 2025

## THE REALITY OF MANAGING 634 AGENTS

### Management Infrastructure Required:

- \*\*10 Regional Managers:\*\* Each handling ~63 agents

- \*\*Weekly 1-on-1s:\*\* 634 meetings per week = 80 hours of management time

- \*\*Training Programs:\*\* Continuous upskilling on platform, fraud detection, community relations

- \*\*Technical Support:\*\* 24/7 helpdesk for remote communities with connectivity issues

- \*\*Equipment Management:\*\* Deployment, repairs, replacements across 634 locations

- \*\*Performance Tracking:\*\* Quality assurance, community feedback integration

### Equipment Strategy:

- \*\*Agents get M4 MacBook Airs:\*\* Perfect for platform use, video calls, data entry - reliable and professional at $1,799

- \*\*Dev team gets MacBook Pros:\*\* Heavy lifting for the 10 engineers building systems handling 200K transactions/second

- \*\*Everyone gets quality:\*\* No second-class equipment, but right-sized for the role

- \*\*5-year lifespan:\*\* Quality equipment lasts in harsh conditions

- \*\*Message:\*\* Professional tools for professional work

\*\*Smart spending: Agents don't need $7,800 machines, but they deserve better than bargain laptops. This approach saves $3.8M while maintaining professional standards.\*\*

## WHY 3-YEAR AGENT FUNDING IS CRITICAL

### Building Trust Takes Time:

- \*\*Year 1:\*\* Agents learn systems, build local relationships

- \*\*Year 2:\*\* Businesses start trusting, registration accelerates

- \*\*Year 3:\*\* Full network effects, community transformation

- \*\*Year 4+:\*\* Self-sustaining through platform revenues

### The Alternative is Failure:

- One-year funding = agents quit just as they become effective

- Communities see another broken promise

- Platform dies before network effects compound

- Back to phantom partnerships and missed targets

\*\*A 3-year commitment shows you're serious about reconciliation, not just September 30th headlines.\*\*

## COST COMPARISON: THE $45M BARGAIN

### What Government Typically Pays:

- \*\*Phoenix Payroll:\*\* $2.2B (and still broken)

- \*\*ArriveCan:\*\* $59.5M (for an app that barely worked)

- \*\*Shared Services Canada:\*\* $1.5B (annual budget)

- \*\*Consultant Studies:\*\* $50M+ (for reports that gather dust)

### What You Get for $45M:

- Working platform built by Tier 0 engineer

- 634 permanent jobs (self-sustaining after Year 3)

- $560M annual savings starting Year 1

- Zero phantom partnerships forever

- Carbon tracking on all projects

- Achievement of 5% targets

\*\*Cost per Indigenous job created: $70K (one-time)\*\*

\*\*Value per job: $55K annually forever\*\*

\*\*Platform savings: $560M annually forever\*\*

This isn't expensive - it's the deal of the century.

## STAGED FUNDING APPROACH

### Making $73M Manageable:

IMMEDIATE (FY 2025-26): $28M

* Platform development: $10M
* First 200 agents fully equipped: $6M
* Agent salaries Year 1: $12M

YEAR 2 (FY 2026-27): $27M

* Scale to 634 agents: $5M
* Agent salaries Year 2: $22M

YEAR 3 (FY 2027-28): $18M

* Platform optimization: $3M
* Sustainability transition: $2M
* Final equipment refresh: $1M
* Agent salaries (partial): $12M

Total: $73M over 3 fiscal years

\*\*Government covers first 3 years while platform revenue builds. By Year 4, subscription revenues sustain all 634 jobs permanently.\*\*

## WHY ALL 634 AGENTS MATTER

### Network Effects Require Complete Coverage:

- \*\*Partial coverage = Partial failure:\*\* Phantom partnerships just move to uncovered communities

- \*\*Trust requires universality:\*\* "Every community" promise can't have exceptions

- \*\*Data value needs scale:\*\* 100 agents = weak intelligence, 634 = unbeatable moat

- \*\*Political messaging:\*\* "Some communities" sounds like more broken promises

### The Math of Network Effects:

- 100 agents = Linear value

- 300 agents = Some network benefit

- 634 agents = Exponential value explosion

\*\*It's like building a phone network - 50% coverage is worthless. 100% coverage changes everything.\*\*

## THE NO-BRAINER SUMMARY

### You Spend $73M Over 3 Years To Get:

✓ \*\*$1.68B in procurement savings\*\* (23:1 ROI)

✓ \*\*634 permanent jobs\*\* that never need another grant

✓ \*\*Zero phantom partnerships\*\* (no more ArriveCan scandals)

✓ \*\*80,000 Indigenous businesses\*\* finally visible and competing

✓ \*\*5% targets achieved\*\* across all departments

✓ \*\*Carbon accountability\*\* on every project

✓ \*\*Forever infrastructure\*\* instead of 10-year subscription scams

### The Alternative:

✗ Continue wasting $560M annually

✗ Risk the next phantom partnership scandal

✗ Keep missing 5% targets

✗ Watch infrastructure crumble every decade

✗ Explain to Parliament why you did nothing

### The Math:

- \*\*Phoenix Payroll:\*\* $2.2B for broken system

- \*\*This Platform:\*\* $73M for working solution

- \*\*You save:\*\* 97% while actually solving the problem

\*\*The only question: Do you want to be the government that finally solved this, or the one that had the chance and passed?\*\*

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## EXECUTIVE SUMMARY

\*\*The Ask:\*\* $95M over 3 years + API access + political championship

\*\*The Return:\*\*

- Prevent next ArriveCan ($59.5M+ saved)

- Achieve 5% Indigenous procurement targets

- Create 634 permanent Indigenous jobs (+ 89 management/support)

- Save $1.68B over 3 years ($560M annually)

- Track and reduce 2.5M tonnes CO2 annually

- Transform infrastructure quality (50-year buildings vs 10-year)

\*\*Timeline:\*\* Platform live for September 30, 2025 announcement

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## THE PROBLEM WE SOLVE

### 1. \*\*Procurement Fraud Crisis\*\*

- ArriveCan: $59.5M to phantom partnerships

- Current system can't detect sophisticated fraud

- Your political risk: Next scandal is when, not if

### 2. \*\*The 95% Invisibility Problem\*\*

- Only 2,900 of 80,000+ Indigenous businesses registered

- Manual verification takes 48 hours minimum

- $1.6B procurement with minimal oversight

### 3. \*\*The Construction Cartel\*\*

- Concrete hauled 800km (available 14km away)

- 4X cost inflation ($800 vs $200/cubic meter)

- Zero carbon tracking on massive footprints

### 4. \*\*The Infrastructure Subscription Scam\*\*

- Poor quality = rebuild every 10-15 years

- $349B "gap" is really perpetual revenue model

- Mold epidemics from substandard construction

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## OUR SOLUTION

### Three Integrated Components:

\*\*1. Verification Platform (Indigenious Inc.)\*\*

- 8 government API integrations

- Real-time fraud detection

- 48-second verification (vs 48 hours)

\*\*2. Human Intelligence Network (634 Agents)\*\*

- One professional per First Nation

- Find all 80,000 businesses

- Verify authenticity locally

- Rate supplier performance

\*\*3. Data Sovereignty (UNATIONS)\*\*

- Indigenous-controlled non-profit

- Communities own their data

- Revenue from intelligence products

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## WHAT WE NEED FROM GOVERNMENT

### 1. \*\*Innovation Funding: $95M\*\* (3-Year Reality Check)

- $15M - Platform development & infrastructure

- $75M - 634 Agent network with proper management

- $5M - Security, governance & operations

### 2. \*\*API Access Authorization\*\*

- CRA - Corporate structure/tax compliance

- ISED - Federal incorporation data

- ISC - Indigenous certification

- PSPC - Contract history

- 4 Provincial registries

### 3. \*\*Political Championship\*\*

- Treasury Board mandate consideration

- 3 pilot departments

- September 30th announcement partnership

- 3-year commitment to Indigenous employment

- Protection from entrenched interests

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## DETAILED BUDGET BREAKDOWN

### Year 1-3: Complete Program Build

TECHNOLOGY (20%) $15M

* Core platform development $6M
* API integrations & security $4M
* AI fraud detection $3M
* Infrastructure & scaling $2M

HUMAN NETWORK (73%) $55M Equipment & Setup (One-time) $6.2M

* MacBook Air M4 per agent ($1,799) $1.14M
* MacBook Pro for dev team (10@$7,800) $78K
* iPhone 15 Pro ($1,500) $950K
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* Office setup & equipment $510K
* Equipment contingency (10%) $500K
* Shipping to remote locations $380K

Agent Compensation (3 years) $40M

* Year 1: 634 @ $20K part-time $12.7M
* Year 2: 634 @ $35K (30hrs) $22.2M
* Year 3: 634 @ $50K full-time $31.7M

Management & Operations $9M

* Regional managers (30 @ $120K x 3) $10.8M
* Team leads (60 @ $80K x 3) $14.4M
* Training programs $2M
* HR/Payroll infrastructure $1.5M
* Community liaison support $1M
* Help desk & IT support $2M

OPERATIONS & GOVERNANCE (7%) $4.8M

* Legal & regulatory $1M
* Government relations $1M
* Indigenous governance $1.3M
* Marketing & community outreach $1.5M

TOTAL 3-YEAR INVESTMENT $73M

### Self-Sustainability Model (Year 4+)

REVENUE STREAMS

* Federal departments (96 @ avg $150K) $14.4M
* Provincial adoption (50 @ $100K) $5M
* Municipal contracts (20 @ $50K) $1M
* Transaction fees (2% of $1B matched) $20M
* Carbon credit verification $5M
* Intelligence products $10M

ANNUAL REVENUE $55M+

ANNUAL COSTS

* 634 agents @ $55K average $35M
* 10 regional managers @ $130K $1.3M
* Platform operations & tech $5M
* Indigenous governance $2M
* Administration & overhead $3M

TOTAL COSTS $46.3M ANNUAL PROFIT $8.7M (Flows to UNATIONS for community benefit)

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## TECHNICAL LEADERSHIP THAT DELIVERS

### Frederic - Chief Technology Officer

- \*\*Current Role:\*\* Tier 0 Team Lead at Expedia (highest technical level)

- \*\*Responsibility:\*\* Systems processing 200,000+ transactions PER SECOND

- \*\*Scale Context:\*\* That's 17+ billion transactions daily (more than all Canadian government systems combined)

- \*\*Track Record:\*\* Built Aboriginal Business Information Platform (ABIP) - caught the phantom partnerships

- \*\*Expertise:\*\* Extreme-scale systems, fraud detection, zero-downtime architecture

- \*\*Commitment:\*\* Leading ALL development personally for this project

\*\*Why This Matters:\*\* You're getting someone who handles more transactions in one hour than government processes in a year. For Frederic, building a system for 634 communities is technically trivial. But he's choosing this over $800K+ Silicon Valley offers because he refuses to let a brilliant solution for Indigenous prosperity get destroyed by poor execution. After 6 years learning Indigenous challenges, he knows this problem is worth solving - unlike optimizing ad clicks for tech billionaires.

\*\*His Words:\*\* "I can handle 200K transactions per second making rich people richer, or I can use those skills to ensure Indigenous families get forever homes. That's not a hard choice."

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## MEASURABLE OUTCOMES

### By September 30, 2025 (Launch):

- ✓ 100 agents deployed in pilot communities

- ✓ 5,000 Indigenous businesses verified

- ✓ 3 government departments using platform

- ✓ First phantom partnership prevented

- ✓ $50M in new Indigenous contracts

### By Year 1 Complete:

- ✓ 634 agents (100% community coverage)

- ✓ 25,000 businesses registered

- ✓ 50+ government departments

- ✓ $560M in procurement savings

- ✓ 2.5M tonnes CO2 tracked

### By Year 5:

- ✓ 80,000 businesses visible

- ✓ $2.8B cumulative savings

- ✓ International model adopted

- ✓ Infrastructure quality transformed

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## RISK MITIGATION

### Technical Risks

- \*\*Mitigation:\*\* Frederic handles 200K+ transactions PER SECOND at Expedia (that's 17+ billion daily)

- \*\*Context:\*\* All Canadian government systems combined process less in a year than Frederic handles in a day

- \*\*Track Record:\*\* Built ABIP fraud detection + Expedia's extreme-scale booking systems

- \*\*Team:\*\* Leading all development with world-class engineering standards

- \*\*Fallback:\*\* For him, this is a tiny system - risk is near zero

### Political Risks

- \*\*Mitigation:\*\* Indigenous-led governance

- \*\*Protection:\*\* Multi-party support

### Market Risks

- \*\*Mitigation:\*\* Government mandate potential

- \*\*Moat:\*\* 634 community network effect

### Security Risks

- \*\*Mitigation:\*\* Indigenous trust structure

- \*\*Protection:\*\* Government partnership

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## ROI CALCULATION

### Direct Returns

- Fraud prevention: $60M+ annually

- Procurement savings: $560M (35%)

- Admin cost reduction: $125M

- \*\*Total: $745M annual benefit\*\*

### Indirect Returns

- Infrastructure quality improvement

- Health cost reductions (mold prevention)

- Carbon accountability (2.5M tonnes)

- Indigenous employment (634 jobs)

### Political Returns

- September 30th success story

- 5% targets achieved

- Scandal prevention

- Reconciliation leadership

\*\*ROI: 18:1 over 3 years, then infinite\*\*

With $95M investment:

- Year 1-3 savings: $1.68B ($560M annually)

- Scandal prevention: Priceless

- 723 permanent jobs: Self-sustaining after Year 3

- Infrastructure quality: 50+ year buildings vs 10-year rebuilds

- Carbon reduction: 2.5M tonnes tracked and reduced

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## WHY US, WHY NOW

### Our Unique Advantages

1. \*\*Indigenous Leadership:\*\* Ernest Moses (Former Grand Chief) leads

2. \*\*World-Class Technical Leadership:\*\* Frederic - Tier 0 team lead at Expedia, responsible for systems handling billions in transactions annually

3. \*\*Domain Expertise:\*\* MIT Sloan MBA + BMO Indigenous banking + 25 years First Nations experience

4. \*\*Proven Execution:\*\* Frederic built ABIP fraud detection that caught phantom partnerships

5. \*\*Speed to Market:\*\* 16 weeks to launch with enterprise-grade quality

6. \*\*Aligned Incentives:\*\* Success = Indigenous prosperity

### Why This Moment

- Post-ArriveCan scrutiny demands action

- September 30th creates deadline

- Technology finally enables solution

- Political will exists

- Indigenous communities ready

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## THE SEPTEMBER 30TH VISION

\*\*Your Announcement:\*\*

> "Today, we launch Canada's first Indigenous Economic Sovereignty Platform. 634 professionals - one in every First Nation - ensuring authentic Indigenous businesses thrive while preventing fraud. Already operational in 100 communities with 5,000 verified businesses and zero phantom partnerships."

\*\*The Headlines:\*\*

- "Canada Leads Global Indigenous Economic Innovation"

- "Government Prevents Next ArriveCan with Indigenous Tech"

- "634 Jobs Created in Historic Reconciliation Move"

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## GOVERNANCE STRUCTURE

GOVERNMENT CANADA ↓ funds & endorses INDIGENIOUS INC (For-Profit)

* Jonathan Légaré, CEO
* Speed of innovation
* Platform operations ↓ donates data at FMV UNATIONS (Non-Profit)
* 5 Indigenous business leaders
* Mission veto protection
* Data sovereignty control ↓ benefits 634 FIRST NATIONS COMMUNITIES

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## NEXT STEPS

### Week 1 (June 10-14)

- Minister briefing scheduled

- API access documentation

- Legal framework review

### Week 2-4 (June 17-July 5)

- Pilot departments selected

- 3-year funding agreement drafted ($73M)

- First agents recruited

- Equipment procurement started

### Weeks 5-16 (July-September)

- Platform development sprint

- Agent training program

- Integration testing

- September 30 launch ready

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## CONTACT

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\*"Building forever infrastructure with seventh generation thinking, where technology serves reconciliation and every Indigenous business thrives."\*