

ADVANCE CONTRACT AWARD NOTICE

The Department of Library and Archives Canada has a requirement for the provision of research, analysis and environmental scanning service focused on the information content industries to inform its internal research and analysis function and support LAC as an evidence-based policy driven institution. The purpose of this Advance Contract Award Notice (ACAN) is to signal the government's intention to award a contract for these services to Outsell Inc. situated at 330 Primrose Road in Burlingame, California, USA. Before awarding a contract, however, the government would like to provide other suppliers with the opportunity to demonstrate that they are capable of satisfying the requirements set out in this Notice, by submitting a statement of capabilities during the 15 calendar day posting period.

If other potential suppliers submit a statement of capabilities during the 15 calendar day posting period that meet the requirements set out in the ACAN, the government will proceed to a full tendering process on either the government's electronic tendering service or through traditional means, in order to award the contract.

If no other supplier submits, on or before the closing date, a statement of capabilities meeting the requirements set out in the ACAN, a contract will be awarded to the pre-selected supplier.

Requirement Definition

LAC is seeking to acquire a subscription to an information management service that will provide LAC with research, analysis, and environmental scanning services focusing on the information industries (e.g., publishing, information—including library and information science, education, law, finance, health industries), and that will include the following products and services:

- Access for up to 20 individuals to core, annual, published reports on information management (IM), including:
 - Information Management Benchmark Annual update;
 - Information Management Toolkit;
 - Content Pricing survey Update;
 - End-User Study Update;
 - Top Predications for Information Management;
 - Information Industry Outlook.
- Access to best practice and benchmark reports, tools, webinars, and online archives on IM, including:
 - Additional reports on benchmarks and best practices covering specific segments;
 - Reports and tools advising on return on investment (ROI) and assessing information impact;
 - Updates on end-user research;
 - Reports covering innovations, disruptive or transformative influences and technologies, and trends in the future of IM;
 - Customized IM benchmark reports.
- Access to timely expert analysis of events, data and trends in the information industry and their implications (daily/weekly).
- Access to news and information about trends in information industry companies and their implications (daily/weekly).
- Access to expert research analysts for specific ad hoc research inquiries (e.g., semantic search, digital repositories, and digital content management) for up to 20 people.

- Access to online databases, including:
 - Database of over 7,000 vendor reviews;
 - Data from surveys and end users to understand information habits, preferences, and spending.

In addition, LAC will have the opportunity to collaborate and contribute current data on government libraries in Canada through the development of an annual benchmark survey on IM.

The IM subscription service provided by the contractor will help to inform the research, analysis and products prepared by the strategic research and analysis function at LAC. The service will also serve to inform and support LAC as it undertakes its mandate and develops evidence-based policy frameworks and business processes relevant to the digital environment.

Trade Agreements

Part 1, Section 6(d) of the Government Contracts Regulations (GCR) where only one person or firm is capable of performing the contract.

Article 1016(2)(b) of the North American Free Trade Agreement (NAFTA)[...]

Minimum Essential Requirements

- A minimum of 15 years' experience providing research and advisory services and publications that focus on all of the following information industries: publishing, information (both library and information science), education, law, finance, and health industries.
- Provision of access to expert research analysts for specific ad hoc research inquiries in all of the following information industries: publishing, information (as well as library and information science), education, law, finance, and health industries.

Intellectual Property

The data existed before and outside of the Crown Procurement Contract. The gathering of the data by the contractor is not conceived, developed or produced as any part of work completed under a Crown Procurement Contract.

LAC has determined that no intellectual property (IP) will be developed under this contract. LAC does not own the IP but simply obtains the right to use the data to generate knowledge and information for organizational usages. The contract allows the Government to incorporate data from other sources to further develop and publish reports from the data. This excludes commercial sale in competition with the contractor.

Contract Period

The period of the proposed contract is for three (3) years upon signature of the contract.

Security

There is no security associated with the requirement.

Estimated Value

Estimated cost of the proposed contract, from July 1, 2013 through June 30, 2016, is US\$73,550.

Justification

The contractor is a leading and widely respected American research and advisory firm covering the \$500-billion information industry and focuses solely on media, information, and technology. The contractor provides access to unique expert, current, trustworthy, independent research and trends analysis on international information industries, including the publishing, information (as well as library and information science), education, law, finance, and health industries.

The contractor provides over 120 information product reviews and rankings, covering more than 7,000 information industry companies, which are included in a database that is updated daily. The contractor's team of over 20 analysts provides 10 years' worth of functional best practices that trend and track library performance, and access to 15 years' worth of reports. The contractor provides a unique combination of decision support for/about the industry that is not present in any other firm.

The contractor's information research, analysis, and environmental scanning products focus on events, data and trends in the information industry, and the analysis of companies, product and vendor reviews, business models, formats, media, aggregation and delivery channels; these products provide a unique perspective on information industry trends, developments, and their implications for organizations involved in the information industry.

Name and Address of Proposed Contractor

Outsell, Inc.
Main Office
330 Primrose Road
Suite 510
Burlingame, California 94010-2
United States of America

Submission of Statement of Capabilities

Suppliers who consider themselves fully qualified and available to provide the services/goods described herein, may submit a statement of capabilities in writing to the contact person identified in this Notice on or before the closing date of this Notice. The statement of capabilities must clearly demonstrate how the supplier meets the advertised requirements.