

Amendment 002 to Solicitation 10131156

1. Questions & Answers

Q1. Can you provide us with a copy of the Ukkusiksalik IIBA, or at least the sections that are public?

A1. Yes, It has been upload to buyandsell.gc.ca as an attachment.

Q2. Price plays a significant part in selection of the consultant. Can you provide a budget range or order of magnitude budget figure so that all proponents will have a better sense of your expectation for level of community consultation?

A2. Parks Canada does not have an estimate outside the Government of Canada's allocation as described in the RFP.

Q3. For certainty: - does the RFP require one tourism strategy for each community?

A3. Yes... each community requires a strategy.

Each community will have different opportunities and also similar ones. There may be overlap but there should be unique aspects as well.

Q4. The RFP states as a revised requirement for 2 e): "the development of a diverse set of business plans that could be implemented in any of the five communities". Please provide a precise number of business plans deliverable under the contract. It will be difficult to calculate an exact budget for the contract if we do not have this information.

A4. In the Baffin IIBA's they did a mix of single and business specific business plans, and some plans that were more generic. In this one we are asking for template documents on a variety of subjects that can be used by any business for that specific type of small business. Not to do their work for them in preparation this is not difficult just requires some research and some experience with small business. For example:

1. Cash Flow Needed and start up. How long before you can expect to start getting returns.
2. A list of equipment needed for that type of business.
3. Permits required.
4. Insurance required.
5. Bank Account. Tax numbers
6. Where to go to get grants for that type of business (they can look on websites for much of this info).
7. How many staff... or some type of time line about 1 person can do this, 2 people can do that.
8. Some type of reliable communication with customers. (phone, email, cell phone etc depending upon the community).
9. Staff hiring and staff training.
10. Setting up a business legally.
11. Setting up accounts for suppliers.
12. Are vehicles required? Tents/boats etc.
13. etc.

Q5. The payment schedule does not allow for the expenses at the beginning of the project for travel to, and consultation, in each of the communities. The proposed payment schedule would mean the consultants would have to front heavy initial travel expense costs for significant periods of time (i.e. Up to 240 days to Milestone 4, possibly longer if more than 55% of expenses have been incurred by then) before being reimbursed. Will PCA consider some flexibility in the payment schedule?

A5. The Milestone payments correspond to the value of the deliverables.

Q6. Does Parks Canada have preferred rates with airlines and accommodations in the communities that the consultants can access to ensure more of the budget is spent on consulting versus expenses?

A6. No.

ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME