



# **INDUSTRY ENGAGEMENT SESSION BATUS (British Army Training Unit Suffield) Adventurous Training Centre (Canada) - BATC Canada -**

**Date:** Wednesday, November 5, 2014  
**Time:** 9am - 12:30pm (registration at 8:30am)  
**Location:** Harry Hays Building (Kathryn Room)  
220 4th Avenue SE, Calgary, AB



# Introductions

- Public Works and Government Services Canada (PWGSC)
- Department of National Defence (DND)
- British Army Training Unit Suffield (BATUS)
- Fairness Monitor (Independent Consultant) – Hallux Consulting



# Outline

- PWGSC's Role & the Requirement
- Purpose of Industry Days & Rules of Engagement
- Procurement Schedule for BATC Canada
- BATUS Presentation
- Questions for Industry / Discussion Period



# PWGSC's Role

- PWGSC is “*Serving Government, Serving Canadians*”
- PWGSC Acquisitions
- For the purposes of this procurement, Canada is acting as AGENT for the British Army Training Unit Suffield (BATUS)
- Tri-Cities Acquisitions Team (Calgary, Regina, Saskatoon)



# Requirement

- BATUS (British Army Training Unit Suffield) Adventurous Training Centre Canada (BATC Canada)
- New Contract April 1, 2017
- Anticipated duration of 5 -15 years (tbd)
- Estimated Value \$20-25M
- Plus Adventure Training / Challenge Pursuit activities estimated at \$10M



# Purpose of Industry Day

- Early Engagement
- Requirement development



# Rules of Engagement

- Government of Canada commitment:
  - Documentation presented throughout the session, will be provided to all participants
- Industry commitment:
  - Participants are expected to discuss their views concerning the procurement project and to provide positive resolutions to the issues in question. Everyone will have an opportunity to share their ideas and suggestions;
  - Participants will not reveal or discuss any information to media/newspapers regarding the procurement project during this consultative process. If participants receive a question from the media, participants are to direct the media to contact the PWGSC Media Relations Office;

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# Disclaimer

- This presentation contains a draft procurement strategy and requirements that are provided to industry at this time for review and comments.
- Nothing should be construed as being a preference, a commitment or a final decision by Canada regarding “BATC Canada”. Final decisions will only be provided in the final Request for Proposal (RFP) documents. Industry participants relying on anything stated at this time do so at their own risk, and Canada will not be responsible for any loss as a result of changes in the RFP documentation.





# Procurement Schedule (est.)

- Industry Day – November 5<sup>th</sup>
- Development of SOW – February 2015
- Tender – Summer 2015
- Treasury Board – Fall 2015
- New Contract – Spring 2016
- Construction (*if required*) – Summer / Winter 2016
- Fully Operational – April 1, 2017





# BATUS

- Introduction
- Technical Brief
- Upcoming Requirement





# Questions for Industry / Discussion Period

Nicole Levesque-Welch (PWGSC)



Public Works and  
Government Services  
Canada

Travaux publics et  
Services gouvernementaux  
Canada

Canada

# Questions

- What length of contract is most attractive to the industry 5, 10 or 15 years? What would be the benefits or issues for each contract period?
- What pricing method is the industry norm for this type of requirement?



## Questions Cont'd

- If an award is made in Spring 2016, would this provide sufficient time to build/prepare the site for the first intake of soldiers on April 1, 2017?
- Are there any buildings or other restrictions that PWGSC/BATUS needs to be aware of?



# Questions Cont'd

- Would having the BATC Canada requirement, including Adventure Training and Challenge Pursuit activities, procured under one contract be restrictive or should they be procured through two separate contracts?



# Questions Cont'd

- Are contractors willing to work alongside military training instructors in order to maintain an army level of instruction and increase Value Based Leadership?



# Questions Cont'd

- Would the option of sharing accommodation with other groups (ie. Scouts) when the facility is not being used by BATUS military members be a possibility? Would this be a favorable option?







# Questions?



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# Closing Remarks

- Potential one-on-one supplier consultations
- Who to contact with more information / ideas
- Next Steps

## Thank you



# Key Contacts - PWGSC

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