

Question 1

As part of the deliverables, it is mentioned that volume is expected to be in excess of 300-500 searches. Does this mean that the amount of searches could be higher than 500, and if so, is there a cap on the amount of searches to be requested?

Answer 1

It is a possibility that there could be more than 500 searches. Due to our line of work, we are unable to place a cap on the amount of searches.

Question 2

It is often the case that disbursements are higher than our actual service fees, which is why generally pricing quotations exclude disbursements. Our assumption is that disbursements for the associated searches would be billed over and above the quoted search fees – can you please confirm?

Answer 2

A fixed price, including any disbursement, is required by products and by location. Proponents are required to fill out the following table as their price quotation.

Location	Fixed Price per Title Search	Fixed Price per Corporate Search
AB, Canada		
BC, Canada		
MB, Canada		
NB, Canada		
NL, Canada		
NS, Canada		
NT, Canada		
NU, Canada		
ON, Canada		
PE, Canada		
QC, Canada		
SK, Canada		
YT, Canada		
United States		

Question 3

Are you able to let us know an approximate percentage of real estate versus corporate searches in Canada?

Answer 3

Based on numbers from 2014, real estate was 71% versus 29% of corporate searches in Canada.

Question 4

Are you able to let us know an approximate percentage of real estate versus corporate searches in the USA?

Answer 4

Based on numbers from 2014, real estate was 100% in the USA.

Question 5

Are you able to let us know an approximate percentage of searches based on jurisdiction?

Answer 5

Based on approximate numbers from 2014, please see the breakdown below:

Province	Title Search (%)	Corp Search (%)
QC	6.97%	1.01%
ON	20.08%	34.34%
MB	1.64%	1.01%
AB	47.13%	44.44%
BC	23.77%	19.19%
NB	0.41%	0.00%
Total	71.14%	28.86%

Question 6

Are you able to let us know an approximate percentage of searches based in the US?

Answer 6

Based on numbers from 2014, there were 3 requests making the percentage 1.2% of searches in the USA.

Question 7

Are we going to receive an acknowledgment of receipt for our quotation so that we know it was received correctly?

Answer 7

Upon receipt of proposals, an automated confirmation will be issued to the sender's e-mail address. It is strongly recommended that proponents follow up with the inquiries person named on the cover page of the RFQ should they not receive said confirmation within 30 minutes of submission.

Question 8

What is the expectation around a response. Are you looking for a price quote alone or do you require additional content covering our experience, skills and capability to provide the solution requested?

Answer 8

Proponents may provide additional content covering their experience, skills and capability to provide the services requested but it is not required. Only the price quotation is required.