



Transport
Canada

Transports
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Place de Ville, Tower "C"
330 Sparks Street, Ground Floor
Ottawa, Ontario K1A 0N5

November 18, 2016

ADDENDUM #1

Subject: **Request for Proposal # T8080-160091
Heavy-Duty Vehicle Tire Market Analysis Study**

No consideration will be given for extras and/or changes due to the tenderer not being familiar with the contents of this Addendum.

The purpose of this Addendum (#1) is to provide the answer to a question posed by a prospective bidder(s) summarized as follows:

Question #1:

We have some concerns with the mandatory and rated criteria included in RFP #T8080-160091. Our firm has significant experience with the subject-area of this RFP. We have worked extensively on various projects, programs and initiatives aimed at improving energy efficiency in on-road light-duty and heavy-duty fleets and reducing greenhouse gas emissions and know we are well versed in the area. In addition, we feel we have the skill set, capabilities and experience required for this assignment, namely with data template development, conducting detailed data analysis, identifying survey candidates, and surveying and consulting with key stakeholders.

However, the current RFP is very specific with the mandatory criteria stating that this experience needs to be related to technology preferences and technology availability in the heavy-duty vehicle industry to help meet greenhouse gas emissions regulations. Therefore, the mandatory criteria as stated in this RFP effectively shuts us out of the procurement process. Some of the rated criteria is similarly specific thereby limiting success for bidders who do not possess the very specific experience stated.

Also, we noted that Annex A of the RFP contains a draft data template, and on page 17 of the RFP it states that "*example data templates are shown in Annex A. These templates were adapted from Statistics Canada's Trucking Commodity Origin and Destination Survey (active) and Annual Trucking Survey (discontinued). These templates should be revised as necessary.*" The inclusion of this template in the RFP implies that the winning contractor has a starting point for template development thereby raising into question the rationale for having a mandatory and rated requirement related to experience developing a data template related to technology preferences and technology availability in the heavy-duty vehicle industry.

We also note that the RFP contains a very detailed workplan with estimated time allocation for each task within the workplan, as well as a total estimated number of days (115) to complete this assignment. The inclusion of such a detailed workplan with time allocation per task is unusual and appears to be extracted from a previous proposal for a similar assignment.

Therefore, it is our observation that:

- The current RFP reads as though it is targeted for a specific supplier;
- The mandatory criteria is unnecessarily restrictive and serves to limit competition; and
- The workplan and estimated level of effort implies this information may have been extracted from a previous proposal for a similar assignment from a preferred supplier/contractor.

In light of these concerns, would the Department of Transport consider revising the mandatory and rated criteria included in this RFP, to ensure a more competitive process that ensures fairness and getting the best value to Canadians?

Answer #1:

The Department of Transport (DOT) has reviewed the statement of work and bid selection criteria, and has determined that no revisions to the mandatory or point rated criteria are required. The DOT confirms that this is a new requirement (work of this nature has not been performed previously), and ensures a fair competitive process for all qualified suppliers.

The objectives of this work and the tasks to be completed are directly tied to determining technology preferences and technology availability in the heavy duty vehicle fleet. Related experience is therefore mandatory, and we do not believe this requirement is unnecessarily restrictive.

The example data templates are included only as examples, and we expect significant input from the contractor as to the appropriate content for the final data template. Experience developing appropriate data templates is therefore mandatory, and we do not believe this requirement is unnecessarily restrictive.

The proposed work-plan and level of effort will also need to be adapted by the contractor. It is included to provide potential bidders with an idea of DOT's initial expectations only. The final work-plan and level of effort will be confirmed at the project kick-off meeting.

Tenderness are to acknowledge this Addendum by signing in the space provided below and enclosing a copy of this document with their tender submission.

All other terms and conditions remain unchanged.

Yours truly,

(Original signed by)

Brenda Borland
Contracting Specialist
Transport Canada
Materiel, Contracting, Security &
Facility Management

RECEIPT ACKNOWLEDGED

Name of Company _____

Signature _____
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