

## **ADVANCE CONTRACT AWARD NOTICE (ACAN)**

### **1. Advance Contract Award Notice (ACAN)**

An ACAN is a public notice indicating to the supplier community that a department or agency intends to award a contract for goods, services or construction to a pre-identified supplier, thereby allowing other suppliers to signal their interest in bidding, by submitting a statement of capabilities. If no supplier submits a statement of capabilities that meets the requirements set out in the ACAN, on or before the closing date stated in the ACAN, the contracting officer may then proceed with the award to the pre-identified supplier.

### **2. Definition of Requirements**

The department of Natural Resources Canada (NRCAN) has a requirement for a vendor to provide specific strategic dialogue on key priorities and issues through conference calls, custom on-site briefings/speaking engagements and consultations as follows:

- a) Brief the Minister's office on the latest in-house research and analysis on the Canadian Oil Sands and the significant opportunities presented to Canada through exports and transport via a new major pipeline carrying product to tidewater.
- b) Provide a presentation based on original research on climate change and carbon policy and the impact on the energy industry and trade patterns.
- c) Quarterly presentation of proprietary oil market outlook to NRCAN
- d) Provide NRCAN with advisory services and research at the country, region and energy sector level on a frequent, periodic basis through publications, reports, updates and notes.
- e) Access to an online portal / interface and direct access (i.e. phone and email) to political and energy sector experts for analytical support and/or additional information.

### **3. Criteria for Assessment of the Statement of Capabilities**

Any interested supplier must demonstrate by way of a statement of capabilities that it meets the following requirements:

The provider must:

1. Have in-house analytical team with dedicated expertise on Canada-US relations, strong knowledge of politics, economy, culture, language, social issues and industry sectors as demonstrated by at least a minimum of 7 years of experience in all of the above.

2. Have demonstrable expertise on trade and fiscal policy, as well as a network of relations with government officials in both countries, energy industry CEO's and executives and other relevant parties / industry insiders globally.
3. Have at least 7 years of experience of experience related to policy, energy and natural resources, as well as sector-specific teams dedicated to energy and natural resources.
  - These team(s) must have experience in identifying regulatory and policy risks, particularly in the realms of carbon and environmental policy, and supply disruption issues, pipelines, oil prices, and supply and demand fundamentals in a North American context, as well as globally.
4. Have the ability and capacity to provide customized workshops related to the definition of requirements (above) and include its most senior staff, as well as in-house experts.
5. Be able to provide specialized geopolitical advisory services on energy and natural resources, including access to experts.
6. Be able to provide access to publications and reports (related to definition of requirements), demonstrated by such avenues as an online portal, and/or email distribution lists and/or publications and/or data bases.

#### **4. Trade Agreements**

This procurement is subject to the following trade agreement(s):  
North America Free Trade Agreement (NAFTA);  
Agreement on Internal Trade (AIT);  
World Trade Organization - Agreement on Government Procurement (WTO-AGP);  
Canada/Chile; Canada/Columbia and Canada/Panama.

#### **5. Set-aside under the Procurement Strategy for Aboriginal Business**

Not applicable

#### **6. Comprehensive Land Claims Agreement(s)**

Not applicable

#### **7. Justification for the Pre-Identified Supplier**

We intend to deal directly with the supplier mentioned in section 10 below as it is the only known supplier that meets the mandatory criteria set out in section 3 above.

Should Canada receive a statement of capabilities from a supplier that contains sufficient information to indicate that it meets the requirements set forth in this ACAN, a competitive process will be triggered with a technical and financial evaluation methodology of the bids proposed by the potential bidders

## **8. Exception to the Government Contracts Regulations**

The following exception(s) to the Government Contracts Regulations is (are) invoked for this procurement under subsection 6 (d) "*only one person is capable of performing the work*".

The identified provider, Eurasia Group, is the only one able to meet all of the criteria identified in paragraph 3 above.

## **9. Exclusions and/or Limited Tendering Reasons**

The following exclusion(s) and/or limited tendering reasons are invoked under the:

North American Free Trade Agreement (NAFTA): *Article 1016, 2 ( b)*

Agreement on Internal Trade: *Article 506.12 (b)*

World Trade Organization - Agreement on Government Procurement (WTO-AGP): *Articles XIII (b)*

## **10. Ownership of Intellectual Property**

Canada intends to retain ownership of any Foreground Intellectual Property arising out of the proposed contract on the basis that the main purpose of the contract is to generate knowledge and information for public dissemination.

## **11. Contract Period**

The contract period will be from Contract award to 31 March 2018.

## **12. Estimated Cost**

The estimated maximum value of the contract is \$179,683.20 CAD Taxes excluded.

### **13. Name and Address of the Proposed Contractor**

Eurasia Group  
149 5<sup>th</sup> Avenue, 15<sup>th</sup> floor  
New York, NY 10010  
USA

### **14. Suppliers' right to submit a 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, preferably by e-mail, to the contact person identified in this Notice on or before the closing date and time of this Notice. The Statement of Capabilities must clearly demonstrate how the supplier meets the advertised requirements.

### **12. Closing Date**

The closing date for a submission of a Statement of Capabilities is 28 April, 2017 at 14:00 Mountain Standard Time.

### **13. Contract Authority**

Kingsley Okosun  
Natural Resources Canada  
Northern Forestry Centre  
5320 122 Street  
Edmonton AB  
T6H 3S5  
Telephone: 780 435-7208  
email: [kingsley.okosun@canada.ca](mailto:kingsley.okosun@canada.ca)