



Canadian Tourism
Commission

Commission canadienne
du tourisme

NEGOTIATED REQUEST FOR PROPOSAL (“NRFP”) ADDENDUM #01

NRFP DC-2017-JW-09 General Sales Agency India

Close Date/Time:

August 21, 2017
14:00 hours
Pacific Time

Issue Date: July 17, 2017

From: DC Procurement

To: All Vendors

E-mail: procurement@destinationcanada.com

Below are answers to questions submitted in regards to the above noted NRFP DC-2017-JW-09 General Sales Agency India.

Q1. Section B.1, Mandatory Criteria Evaluation makes reference to a “Rectification Period”. What does this encompass?

Answer: As stated in Section B.1, Mandatory Criteria Evaluation, proponents failing to satisfy the mandatory criteria evaluation will be provided an opportunity to rectify any deficiencies. In other words, proponents will be notified of their failure to meet the Mandatory Criteria. Upon receipt of this notification, they will have the opportunity to refute this evaluation by providing further evidence of their ability to meet the mandatory criteria. For example, a proponent may indicate that they are not currently located in New Delhi, India, and therefore Destination Canada (“DC”) determines that the proponent does not pass the Mandatory Criteria Evaluation. However, upon notification of their failure of meeting this Mandatory Criteria, the proponent has since located to New Delhi, India – and would now meet this specified Mandatory Criteria. The proponent is responsible for notifying DC in a timely manner of their objection to the Mandatory Criteria Evaluation results and providing evidence qualifying to move forward in the evaluation.

Q2. Section E.2.2, DC has requested a list of any of the proponent’s sub-contractors intended to be used to perform the services. Does this include digital agencies or material vendors that may be used throughout campaigns?

Answer: DC does not require proponents to provide a list of digital or material vendors that might be used to support promotional activities.

Q3. Section D.1.1 of the Mandatory Criteria requires that the successful proponent must currently, or upon Contract award, be located in New Delhi, India. If a proponent has an office in New Delhi, India, but the registered office is in Mumbai, India, would they qualify?

Answer: The above scenario is acceptable as long as the following key day to day personnel are located in New Delhi: Account Director, Travel Trade Manager, Media/PR Manager.

Q4. Section D.1.2 of the Mandatory Criteria requires that the successful proponent must not represent DC competitors at a national, regional, nor municipal level from the following countries: Australia, New Zealand, South Africa, and USA. Is this only relation to tourism boards, or does this also include receptive operators?

Answer: This is only in relation to tourism boards, not the private sector.