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Information Session

Land Border Crossing Project

July 21 2017



Government
of Canada

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du Canada

Canada 

Agenda

1. Project Team Members and Advisors
2. Overview of Land Border Crossing Project
3. Anticipated Key Commercial Terms
4. Procurement Process
5. Response Preparation Instructions
6. Evaluation Process and Criteria



QUESTIONS

There will be no question period during this information session.

Should you have any questions, please send them to the project secretariat in accordance with the process laid out in the Request for Qualifications.



1. PROJECT TEAM MEMBERS AND ADVISORS



Project Team

- Project Management is under the direction of a Integrated Project Management Team comprised of:
 - Canada Border Services Agency (CBSA): Technical authority
 - Public Services and Procurement Canada (PSPC): Contracting authority



Project Advisors

- Advocate Architect services provided by AA71- a Joint Venture comprised of:
 - IBI Group Architects (Canada) Inc.
 - Moriyama and Toshima Architects
 - WSP Group
 - P1/P3 Consulting
 - Ernst & Young Orenda Corporate Finance Inc.
 - Hanscomb
- Fairness Monitoring Services provided by an external advisor (TBD)

2. OVERVIEW OF LAND BORDER CROSSING PROJECT



Project Overview

Highlights:

- Project spans over 7 provinces
- 31 land border crossings will be renewed under a single P3 contract.
- Program Operations within the land border crossings will remain the responsibility of the CBSA

Work of the Private Partner:

- Private Partner will be responsible to design, build, finance and maintain (DBFM) the assets over a 30-year Maintenance Term
- Ensure that the assets meet the hand-back requirements

Project Objectives

- Modernize facilities to provide operationally effective infrastructure
- Improve delivery of border services at land border crossings across Canada
- Enable and plan for technical advancements and innovations, throughout the life of the contract, while remaining within capital and maintenance budget constraints
- Deliver on the applicable elements of the Government's Pan-Canadian Framework on Clean Growth and Climate Change
- Maximize value-for-money for tax payers over the life of the asset

Desired Outcomes

- Improve operational efficiency for travellers and working conditions for border service officers
- Ensure that the working environment is healthy, safe and secure
- Ensure that the land border crossings are constructed in an environmentally sustainable manner
- Incorporate regional sense of place within the design while recognizing CBSA's brand

Site Visit

- When: August 1 and 2, 2017
- Where: Land border crossing in Gretna, Manitoba
- Additional details
 - Non-compulsory
 - 90 minute site walk
 - Typical site size and conditions
 - Typical local considerations
 - Workforce availability, etc

Registration is mandatory

3. ANTICIPATED KEY COMMERCIAL TERMS



Anticipated Key Commercial Terms

- Governing Law
 - Project Agreement governed by laws applicable in the Province of Ontario, including applicable federal laws
- Term
 - Approximately 33 years
 - Construction period of approximately 3 years
 - Fixed operating period of 30 years (could be extended in the case of early completion of construction)

Anticipated Key Commercial Terms

- **Payment**

- The private partner will be responsible for arranging all financing required for the project
- Canada's financial contribution to the project will be made in the form of a substantial completion payment(s), followed by monthly payments as set out in the Project Agreement
- The private partner will be required to provide long-term financing for approximately 50% of the capital costs of the Project

4. PROCUREMENT PROCESS



Procurement Process

- **Stage 1 – Request for Qualifications (RFQ)**
 - Identify the three highest ranked Qualified Respondents and invite them to proceed to RFP stage
 - Qualified Respondents will have to sign the Submission Agreement
- **Stage 2 – Request for Proposals (RFP)**
 - Invite the three qualified respondents to submit technical and financial proposals
 - Proponent offering the best value for Canada will be selected as Preferred Proponent
 - RFP will have provisions for:
 - Commercial Confidential Meetings
 - Honoraria

Procurement Process

Key Activities	Timeline
STAGE 1 – REQUEST FOR QUALIFICATIONS	
Information Session	21 July 2017
Site Visits	1 & 2 August 2017
End of Enquiry Period	8 September 2017
RFQ Submission Deadline	22 September 2017
Notification of three (3) highest ranked Qualified Respondents	November 2017
STAGE 2 – REQUEST FOR PROPOSALS	
Expected RFP release to Proponents	Winter 2017/2018
Expected execution of the Submission Agreement	Winter 2017/2018
Expected RFP Technical Proposal Submission Deadline:	Summer 2018
Expected RFP Financial Proposal Submission Deadline:	Fall 2018
Expected Announcement of Preferred Proponent	Fall 2018
Expected Financial Close	Spring 2019
Final Substantial Completion of Project and Service Commencement	Fall 2021



Integrity

Integrity Framework

- Canada is committed to doing business with individuals and companies that respect the law and act with integrity. All respondents will be required to comply with the Integrity Provisions set out in the RFQ
 - A respondent must certify that he complies with the integrity provisions included in the RFQ.

Conflict of Interest

- Ineligible Parties are identified in Section 15.4 of Appendix E.
 - The list is non-exhaustive

Section 3.7 of the RFQ: Respondents may request an Advance Ruling for integrity/conflicts of interest issues

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5. RESPONSE PREPARATION INSTRUCTIONS



Response Preparation Instructions

- Respondents must be mindful of the RFQ instructions
- Conditional responses and variations from the requirements of the RFQ may render the response non-compliant
- Documents marked as “Master”
 - In case of discrepancy between wordings, the “Master” copy will prevail.
- Page Limitations
 - Are identified per criterion within Appendix C – Rated Evaluation Criteria
 - Page count limitations do not apply for Package 1 (Appendix B – Mandatory Forms and Certifications)
 - Any additional pages will not be considered for evaluation
- Additional format instructions for size and type of paper, numbering system, font size, etc. are indicated in the RFQ

Response Preparation Instructions

- **Date and Place of Delivery of Responses**

- Deadline: 22 September 2017, at 14:00 (Eastern Daylight Time)

- Address:

Public Services and Procurement Canada
Bid Receiving Unit
11 Laurier Street
Place du Portage, Phase III
Tower B, Room 0B2
Gatineau, Québec

Response Preparation Instructions

- **Enquiries**

Land Border Crossing Project Secretariat

E-mail Address: TPSGC.PAPPFT-APLBCP.PWGSC@TPSGC-PWGSC.GC.CA

- Addenda and Q&A published on a regular basis, as required
- Deadline for submission of Enquiries
 - Friday, 8 September 2017 at 14:00 EDT

Response Preparation Instructions

- Package 1 (Forms and Certifications)
 - One (1) bound, signed master, marked as “Master”, and two (2) hard copies as well as two (2) separate USB data storage keys each containing electronic copies in both Microsoft® Office compatible format and searchable Adobe Acrobat® compatible PDF format
- Package 2 (Technical and Financial Capability and Experience)
 - One (1) bound, signed master, marked as “Master” and eight (8) hard copies of the responses to criteria A.1 to A.3, B.1 to B.3, C.1 to C.3, D.1 to D.3, and E.1 to E.3. One (1) bound, signed master, marked as “Master” and three (3) hard copies of the responses to criteria F.1 to F.3
 - Two (2) separate USB data storage keys each containing electronic copies in both Microsoft® Office compatible format and searchable Adobe Acrobat® compatible PDF format

Response Preparation Instructions

- **Mandatory Content** (Appendix B – Forms and Certifications)
- **Respondents must submit the following mandatory documents as part of their Response:**
 - **Package 1:**
 - Master RFQ Submission Form;
 - Team Member Consent Declaration Form;
 - Respondent Team Members Form;
 - Corporate Profile;
 - Directors of the Respondent's Team Form; and
 - Respondent Key Individuals Form.

Response Preparation Instructions

- **Package 2 – Rated Content** (Appendix C – Rated Evaluation Criteria)
- Includes the following criteria:
 - Respondent Team Structure and Project Development Capability and Experience
 - Design Capability and Experience
 - Construction Capability and Experience
 - Facility Operations Capability and Experience
 - Information Technology (IT) and Specialized Equipment Capability and Experience
 - Financial Capacity and Financing Experience

6. EVALUATION PROCESS AND CRITERIA



Evaluation Process

- To be considered a Qualified Respondent, the Response must:
 - Comply with the requirements of Section 3.4 of the RFQ;
 - Obtain the required minimal score of points, as applicable
- The three highest ranked Qualified Respondents will be invited to execute a Submission Agreement and to proceed to the RFP stage

Evaluation Criteria

PACKAGE 2: TECHNICAL AND FINANCIAL CAPABILITY AND EXPERIENCE

RATED CRITERIA

WEIGHTING

A: Respondent Team Structure and Project Development Capability and Experience	Total : 10 %
B: Design Capability and Experience	Total : 25%
C: Construction Capability and Experience	Total : 25%
D: Facility Operations Capability and Experience	Total : 20%
E. Information Technology (IT) and Specialized Equipment Capability and Experience	Total : 20%
TOTAL MINIMUM SCORE	65/100
F. Financial Capacity and Financing Experience	PASS/FAIL



Evaluation Criteria

- **Response Submission Requirements**
 - What must be submitted
 - The form and content that is expected
- **Evaluation Criteria**
 - Outlines the attributes of the response that will be rated
 - Details conditions that will impact the rating

Evaluation Criteria

Section A - Respondent Team Structure and Project Development Capability and Experience

- Total applicable weight of 10%
- Criterion A.1 – Evaluates Respondent Team Composition, Structure and Approach
 - Applicable weight of 4%
- Criterion A.2 – Evaluates Experience Working Together
 - Applicable weight of 4%
- Criterion A.3 – Evaluates Project Lead Key Individuals
 - Applicable weight of 2%

Evaluation Criteria

Section B – Design Capability and Experience

- Total applicable weight of 25%
- Criterion B.1 – Evaluates Experience
 - Total applicable weight of 10%
 - Criterion B.1.1 Comparability
 - Applicable weight of 5 % - Evaluation of projects on a collective basis
 - Criterion B.1.2 Capacity
 - Applicable weight of 5 % - Evaluation of projects on an individual basis
- Criterion B.2 – Evaluates Approach
 - Applicable weight of 10%
- Criterion B.3 – Evaluates Key Individuals
 - Applicable weight of 5%

Evaluation Criteria

Section C – Construction Capability and Experience

- Total applicable weight of 25%
- Criterion C.1 – Evaluates Experience
 - Total applicable weight of 10%
 - Criterion C.1.1 Comparability
 - Applicable weight of 5 % - Evaluation of projects on a collective basis
 - Criterion C.1.2 Capacity
 - Applicable weight of 5 % - Evaluation of projects on an individual basis
- Criterion C.2 - Evaluates Approach
 - Applicable weight of 10%
- Criterion C.3 – Evaluates Key Individuals
 - Applicable weight of 5%

Evaluation Criteria

Section D – Facilities Operations Capability and Experience

- Total applicable weight of 20%
- Criterion D.1 – Evaluates Experience
 - Total applicable weight of 6%
 - Criterion D.1.1 Comparability
 - Applicable weight of 3 % - Evaluation of projects on a collective basis
 - Criterion D.1.2 Capacity
 - Applicable weight of 3 % - Evaluation of projects on an individual basis
- Criterion D.2 – Evaluates approach
 - Applicable weight of 10%
- Criterion D.3 – Evaluates key individuals
 - Applicable weight of 4%

Evaluation Criteria

Section E – Information Technology (IT) and Specialized Equipment Capability and Experience

Total applicable weight of 20%

- Criterion E.1 – Evaluates Experience
 - Total applicable weight of 6%
 - Criterion E.1.1 Comparability
 - Applicable weight of 3 % - Evaluation of projects on a collective basis
 - Criterion E.1.2 Capacity
 - Applicable weight of 3 % - Evaluation of projects on an individual basis
- Criterion E.2 – Evaluates approach
 - Applicable weight of 10%
- Criterion E.3 – Evaluates key individuals
 - Applicable weight of 4%



Evaluation Criteria

Section F – Financial Capacity and Financing Experience

- Evaluated on a Pass/Fail Basis
- Criterion F.1 – Evaluates Financial Capacity
 - Pass/Fail
- Criterion F.2 – Evaluates Financing Experience
 - Pass/Fail
- Criterion F.3 – Evaluates Key Individuals
 - Pass/Fail



Evaluation Criteria

Notes:

- The total of all scores obtained for the evaluation criteria in Sections A to E must be equal or greater than the total minimum score of 65/100.
- A respondent needs to obtain a Pass grade for the evaluation criteria in section F.

All information regarding this RFQ will be available on:

www.buyandsell.gc.ca

Please direct any Enquiries regarding the RFQ to the Canada Contact Person at:

TPSGC.PAPPFT-APLBCP.PWGSC@TPSGC-PWGSC.GC.CA