Clean Technology Data Strategy – Developing Industry Level Data Through Company-Based Characteristics

RFP-500033488

Q&A as a result of Bidder's Teleconference – September 14, 2017

Q1. Did you provide an official definition as to what falls under Cleantech?

A1. Clean technology is defined as any process, good, or service that reduces environmental impacts through

- Environmental protection activities that prevent, reduce, or eliminate pollution or any other degradation of the environment,
- Resource management activities that result in the more efficient use of natural resources, thus safeguarding against their depletion, or
- The use of goods that have been adapted to be significantly less energy or resource intensive than the industry standard.

Q2. Consultations – What industries is the successful bidder expected to look at? Has NRCan already established boundaries?

A2. Preliminary consultations with provincial and territorial government representatives and industry stakeholders were held in April (workshop).

Conceptually, work under the Clean Technology Data Strategy seeks to encompass all companies or organizations either fully or partially engaged in the research and development, manufacture, application, support, servicing, or sale of clean technologies. This includes both companies that are only engaged in these activities – the "pure-play" companies – as well as companies that derive only a portion of their revenues from clean technology sales or spend a portion of R&D on clean technology.

However, this is an issue that was discussed extensively at the April workshop. All bidders are invited to carefully review the Outcomes report attached to the RFP for more background and perspective on this issue.

Q3. What is the expected scope of the consultations – National, Regional, level of input – or is up to the bidder to define?

A3. The objective of this work is to contribute to a pan-Canadian Clean Technology Data Strategy. As such, bidders should consider that consultations will be required with stakeholders from all regions of the country. The outcomes of the consultations should be reflected in the Guidelines and Standards (Task 1) as well as in the Data Collection, Consolidation and Dissemination Strategy (Task 2). A separate report is not required.

Q4. How does the industry data to be collected as part of this work compare to information to be released through the Clean Technology Satellite Account (CTSA)?

A4. The first CTSA data will be released in December 2017. The CTSA will be consistent with the System of National Accounts and will provide statistics such as gross domestic product, trade and employment related to clean technologies in Canada.

The objective of this RFP is to establish an approach to collect industry data on a range of micro-economic indicators (i.e., data that will not be available through the CTSA). More specifically, industry data refers to information on aspects that impact firm's decision-making such as access to financing, market barriers, etc.

It is important to read the Outcomes Report from the workshop held in April. Appendix B provides an example list of data and indicators that the participants of the workshop deemed required in order to properly support the clean technology sector. It is non-exhaustive, however.

Q5. Which government data sources does the Statement of Work refer to in 3.1.1?

A5. A number of provinces are also developing clean technology data initiatives. The successful bidder will be expected to review these initiatives as part of the development of guidelines and standards.

Q6. In the Evaluation Criteria, can you clarify rated requirements R4-1?

A6. Bidders are asked to demonstrate that they have an existing database of clean technology stakeholders/clients which they have used or leveraged in the past for data collection or other purposes. The purpose is to assess the bidders' readiness to implement an industry-level clean technology data collection initiative. The point breakdown will allow NRCan to measure the bidders' capacity to cover the Canadian clean technology economy in its entirety.

Q7. Please clarify M1 in the Evaluation Criteria (i.e., "must have provided resources…").

A7. The bidder has to demonstrate that they have provided resources as part of previous research and analytical data collection projects. The purpose is to assess the bidders' capacity in this area of expertise.

Q8. Interaction with StatsCan and ISED – Any views or existing teams that needs to be considered in the approach?

A8. NRCan co-leads the development of the Clean Technology Data Strategy with Innovation, Science and Economic Development Canada (ISED) and Statistics Canada. Regular meetings between NRCan and

the consultants will include representatives from ISED and Statistics Canada. However, bidders will not be expected to deal directly with these departments.

Q9. Task 3 to 5 – How will NRCan make the decision to proceed or not with the implement of the Data Collection, Consolidation and Dissemination Strategy?

A9. NRCan's goal is to have a data collection, consolidation and dissemination strategy that will allow for the collection, consolidation and dissemination of robust data and credible information on Canadian clean technology industries and firms. The proposed strategy developed under Task 2 will be reviewed and assessed carefully by NRCan, in collaboration with Innovation, Science and Economic Development Canada (ISED) and Statistics Canada. A decision to not proceed with the implementation of the strategy might be made if:

- The proposed approach presents too many risks, or if access to the data is too difficult (e.g., if there are privacy issues that cannot be addressed);
- Data collection proves to be more expensive than anticipated); or if
- The data collected is not expected to complement and inform other initiatives under the Clean Technology Data Strategy.

Q10. A. How are bidders expected to provide a cost-estimate for the optional services (Tasks 3-5)?

A10. A. Bidders are expected to describe their proposed approach for the collection, consolidation and dissemination of clean technology industry-level data. Although certain aspects of the approach will be defined as part of Tasks 1 and 2 (e.g., number and type of industry-level indicators), the data collection methods and dissemination approach should be described in details in the proposal. The cost-estimate for the proposed approach should also respect the maximum budget available for Tasks 3-5 identified in the RFP.

Q10. B. Can the cost-estimate be revised before implementation? What would be the process?

B. Bidders should be able to determine the cost of Tasks 3 to 5, and the cost-estimate presented in the proposal should consider the maximum budget available for these tasks. That said, the development of Guidelines and Standards (Task 1) will influence and help clarify certain important aspects of the data collection, consolidation and dissemination strategy (e.g., number and type of industry-level indicators). In this context, NRCan and the successful bidder will discuss the specifics of the strategy before its implementation. Negotiations may take place should there be a change in the scope of work.

Q11. The Statement of Work requires bidders to indicate how the data collection, consolidation and dissemination approach will be kept evergreen. Are any evolution in the requirements anticipated?

A11. NRCan is of the view that the Guidelines and Standards to be developed in Task 1 will remain valid for the duration of this contract. There are no specific requirements for consultations on the nature of these guidelines and standards beyond those required under Task 1. That said, proposals should explain

how the bidders expect to keep the data collection, consolidation and dissemination approach evergreen and responsive throughout the implementation of Tasks 3 to 5.

Q12. Statement of Work, Point 3.3.1.5.3 – Will this be removed?

A12. See response A11.

Q13. Why do you say, "Proposals must achieve the stated minimum points required for each rated criterion to be assessed as responsive under the point rated technical criteria section; proposals not meeting the minimum required points will be deemed non-responsive." Yet there are no minimum points indicated.

A13. That was a mistake. There is no minimum points required per criterion. However, proposal must reach the overall minimum number of points for points-rated criteria (120/173). The Rating Grid will be amended to reflect this correction.

QUESTIONS RECEIVED PRIOR TO BIDDER'S TELECONFERENCE:

Q14. Statement of Work, Point 3.0 and 3.3 – What are factors that will determine the award of the contract for tasks 3 to 5 to the proponent or not?

A14. See response A9.

Q15. Statement of Work, Point 3.1.1 – What other specific government datasets are expected to be considered in the review? What information and documentation about them will be made available and how?

A15. See response A5.

Q16. Statement of Work, Point 3.2.7 – What is the nature of the microdata sought and what is the intended use of that microdata, especially as most firms providing data will consider the data confidential at the company level and so specific permissions my be required and the intended use by government may impact on other uses or licensing of the same IP and data by the proponent?

A16. See response A4 regarding the nature of the data to be collected. The intention is to use the data to conduct analysis and research on the clean technology economy in Canada, but also to complement and inform other data initiatives currently underway at Statistics Canada under the Clean Technology Data Strategy (e.g., the development of a Clean Technology Satellite Account). The successful bidder will be required to examine potential reporting limitation (e.g., due to confidentiality) as part of the development of a data collection, consolidation and dissemination strategy under Task 2.

Q17. Statement of Work, Point 3.3 – Should a contract award be made for implementation of tasks 3 through 5, what will be the process for agreeing likely necessary adjustments to the approach outlined in the initial bid for meeting 3.3.1.1 through 3.3.1.7 in light of the new information and requirement uncovered in tasks 1 and 2?

A17. See responses A9, A10 A and A10B.

Q18. Please clarify what you mean by "The bidder must have provided resources to conduct research and analytical data collection in the last 5 years."? What does the Crown mean by "provided resources?" Does this mean that the bidder has worked on projects that include and involve research and analytical data collection?

A18. See response A7.

Q19. Are you able to provide a copy of the report "Clean Technology Workshop Outcomes Report" that is referenced in the RFP Document?

A19. Document now available on Buy & Sell.

Q20. Is the Natural Resources Satellite Account (NRSA) fully implemented and ready to be used?

A20. Data from the NRSA are now available on the Statistics Canada website. However, data from the Clean Technology Satellite Account will become available only in December 2017.

Q21. Will the winning bidder be given access to the current state of NRSA?

A21. Yes. See response A20.

Q22. Can we have a copy of NRSA's data schema and structure?

A22. See response A20. Access to more detailed information on the NRSA and/or CTSA methodologies and structure will have to be discussed with Statistics Canada once a contract is established.

Q23. So as to avoid duplication and ensure consistency, will the Government of Canada provide to all bidders its definition of clean technology that is consistent with the production of statistical data on clean technology that is comparable to other sectors of the economy?

A23. See response A1.

Q24. How does the government contemplate using statistical data versus industry data be used in the tracking of Government of Canada programs and monitoring outcomes?

A24. The Clean Technology Data Strategy seeks to foster an environment in which the data collected and report, regardless of source (Statistics Canada or industry) is complementary, consistent and comparable. As such, the vision is for the strategy to provide a range of indicators and statistics on the Canadian clean technology economy in order to support research and analysis, track progress against clean technology objectives, and support strategic decision-making in both the public and private sectors. More specifically, the data collected under this contract will provide important complementary information and context relevant to tracking government programs and monitoring outcomes.

Q25. Standard setting for economic data is typically undertaken by government entities and regulators. What international organizations does the Government of Canada see at leading in regards to industry data? Examples might include the OECD and EURO Stat.

A25. The successful bidder will be expected to examine this as part of the development of guidelines and standards under Task 1.

Q26. Are bidders with Aboriginal Designation give priority?

A26. No.

Q27. "As part of the data collection activities, the consultant will retain IP rights for the data but will be required to share microdata sets to NRCan, ISED, and StatCan" – Will the same policies for suppression of confidential information used by Statistics Canada apply to the requirements of microdata sets produced by this project?

A27. The Clean Technology Data Strategy builds on strong collaboration between NRCan, ISED and Statistics Canada, and seeks to leverage and integrate clean technology data from multiple sources. For example, one of the goals of this work is to collect industry-level data that will inform the ongoing development and improvement of the Clean Technology Satellite Account by Statistics Canada. Options to share microdata in a manner that protect confidential information will be assessed in collaboration with the successful bidder and Statistics Canada. The successful bidder will also be required to examine potential reporting limitation (e.g., due to confidentiality) as part of the development of a data collection, consolidation and dissemination strategy under Task 2.

Q28. Can you extend the deadline for submission by three weeks?

A28. The bidding period will be extended by 19 days to October 17th, 2017.

Q29. There are multiple points of engagement between the service provider and the Project Team (represented in the RFP by NRCan, ISED and Statistics Canada). How would the project team envision this interaction for tasks 1 and 2?

A29. Section 4 of the Statement of Work provides a list of key deliverables and milestones for each task. In addition, it is expected that the successful bidder and the project team will meet on a regular basis to discuss progress and results (e.g., weekly, biweekly). As indicated under the contractor's responsibilities, the consultant will be allowed to attend these meetings via teleconference, videoconference or in person.

Q30. The RFP notes that outputs from tasks 1 & 2 will be evaluated before proceeding to support the annual data cycle. Would this evaluation be supported through feedback with the service provider during the development of 3.2.1 and 3.2.5 or would the evaluation be conducted once the final report is delivered?

A30. NRCan (in collaboration with ISED and Statistics Canada) will have regular meetings with the contractors through the development of Tasks 1 and 2. Feedback and guidance on the guidelines and standards (Task 1) and the proposed data collection, consolidation and dissemination strategy will be provided during these meetings. However, a final decision on whether or not to proceed with the implementation of the proposed strategy (Tasks 3-5) will be made only after the final report is delivered.

Q31. There are consultations and engagement noted in 3.1.5 and 3.2.6. Can you share additional details on the scope of these consultation (e.g. national) and how they would need to be conducted and documented?

A31. See response A2.