

**National Program Strategy Development & Procurement Modernization for
Sustainment and Small Vessel Construction (SVC) Requirements- Regional Marine
Industry Consultation Workshops**

Atlantic Region – Halifax, Nova Scotia January 23rd & 24th, 2018

Sheraton Four Points

1496 Hollis St., Halifax, Nova Scotia B3J 3Z1

Workshop Objectives

The Government of Canada is hosting a series of four regional Marine Industry workshops with the objective to:

- Inform the development of a national strategy for the Federal Government’s sustainment requirements (includes repair, refit and maintenance and in-service support);
- Inform the development of a national strategy for the Federal Government’s SVC requirements (those with less than 1,000 tonnes of displacement); and
- Collaboratively explore opportunities to streamline and modernize the procurement process.

An integral part of the workshop, as it goes hand in hand with the development of these national strategies, includes the continued effort to better streamline and modernize procurement processes.

Background

Public Service and Procurement Canada’s (PSPC) Marine Services and Small Vessel Sector (MSSVS) has established the Marine Procurement Modernization (MPM) Working Group, with membership from Innovation, Science and Economic Development Canada (ISED), Canadian Coast Guard (CCG) and Department of National Defence (DND). The MPM Working Group is firmly committed to taking a new approach as to how Government engages the Marine Industry and interested stakeholders and seeks to better understand industry challenges and best practices, in order to jointly identify solutions that benefit both industry and Government.

As part of the National Shipbuilding Strategy (NSS), both sustainment and construction of small vessels is of key importance to Canada as it supports a sustainable marine sector, ensures fleet readiness and boosts Canada’s economic growth. At Mari-Tech 2017 in Montreal, PSPC carried out an Industry Outlook, an Industry Roundtable and One-on-One (G2B) Consultations as part of its commitment to reach out and engage the marine business community in a meaningful way.

The MPM Working Group is continuing this important dialogue, engaging industry to make it simpler and easier for companies and Government to do business with each other. This means doing things differently and more efficiently and, through collaboration, develop comprehensive program strategies while continuing to improve the procurement process.

To this end, the MPM Working Group launched a series of four regional consultation sessions, with the first one carried out in Hamilton in November, and the next three to be held respectively in:

- **Halifax: 23-24 January 2018;**
- **Quebec City: 20-21 March 2018; and**
- **Victoria: April 2018 (either 12&13 or 16 April TBC).**

Atlantic Canada Opportunities Agency (ACOA) and Canada's Defence and Security Industries (CADSI) are partners in this event and encourage attendance.

Please take note of the date of a workshop in your area!

Workshop Overview

The second workshop, for Atlantic Provinces firms engaged in SVC and/or sustainment, will be held in Halifax on January 23rd and 24th, 2018. This two-day facilitated session will be structured with the 1st day focused on SVC and the second day on Sustainment.

This workshop is intended to be an open dialogue between industry and the MPM Working Group to inform and shape national strategies for Federal Government's Sustainment and SVC requirements, while exploring opportunities to streamline and modernize the procurement process.

Workshop's Themes

To center the discussions and provide focus during the workshops as well as to leverage knowledge gleaned from the first workshop in Hamilton, the MPM Working group, in consultation with industry, industry associations, client departments, as well as internal stakeholders, will be proposing four themes across the procurement continuum. These themes, and related questions, will be presented during the January 16th webinar (see details below).

Participant Experience Profile

We are looking for participants who have the experience and knowledge required to actively participate in meaningful discussions. Those who work with the Government in marine procurements as well as those that are considering doing business with the Government in the future are encouraged to attend. Ideally, workshop participants would have one or more of the following:

- Experience with marine Government contracting (either federal, provincial or territorial);
- Experience in contracting with marine commercial clients;
- Knowledge of marine sustainment and/or SVC industry practices;
- International marine contracting experience (Government and/or commercial) and delivering on either marine requirements.

Why Participate?

Through this process, the MPM Working Group and industry participants will benefit by:

- Contributing towards and influencing the development of national strategies for sustainment and SVC requirements.
- Sharing lessons learned and best practices with Government and other industry participants and influencing the outcome of proposed solutions;
- Developing a common understanding of existing procurement processes and working towards improving these processes;
- Adding to the agenda and continuing the dialogue after the workshop.

When and Where?

The Atlantic region industry engagement workshops will be held at:

Sheraton Four Points

1496 Hollis St., Halifax, Nova Scotia

B3J 3Z1

Date: January 23rd & 24th, 2018

Workshop Registration

Companies are invited to submit their registration by January 8th, 2018 – registration deadline. Registration is limited to 25 companies. Given the high level of interest we ask that you identify a maximum of two company representatives to attend either one or both sessions. Please note that depending on the level of interest and participation received, we may need to limit attendance to one company representative. Registrations will be confirmed by email by PSPC by January 10th, 2018. Priority will be given to those marine companies whose operations are located in the Atlantic region.

Participants can register for either or both sessions depending on interest and/or company's area of expertise or operation:

January 23rd: Small Vessel Construction

January 24th: Sustainment

Webinar on Workshop Themes

The MPM working Group will host a webinar on Tuesday, January 16th at 10:00 hrs AST, to present the workshop themes and to cover any administrative and process issues. For your information, you will find enclosed a copy of the webinar deck that includes an overview of the themes covered during the Hamilton workshop. The MPM Working Group plans to build on these topics and related questions as we move forward with the series of regional sessions. Registered workshop participants will be forwarded the themes in detail via email.

In order to participate, companies are requested to complete the “Workshop Registration Form” (Link Below) by January 8th, 2018 :

Registration link:

<http://questionnaire.simplesurvey.com/f/s.aspx?s=8576f318-6036-40b0-83e0-d1493a11c1b2>

If you have any questions with regards to registrations, please contact Julia McDonald at:

Julia McDonald | PSPC | Marine Commodity Management Office | Julia.mcdonald@tpsgc-pwgsc.gc.ca

If you have any questions or queries with regards to the format or content of the workshops, please contact Marc Baril at:

Marc Baril | PSPC | Marine Commodity Management Office | 581 997-2130