

On page 30 of the RFP/DDP # NRCAN-5000035030 we find the following:

“NOTES:

- The contractor will work to ensure a maximum number of relevant exhibitors and participants is obtained.
- All proceeds from booth sales and participant fees will be collected by, and belong to, the contractor.
- All event sponsors and exhibitors are subject to NRCAN approval.”

With respect to the second bullet: “All proceeds from booth sales and participant fees will be collected by, and belong to, the contractor “

NRCAN is expecting that this gain in revenue by the contractor is to offset the NRCAN expenditure. This is to be accomplished in the competitive bidding process, where the bidders ensure that their bid price is minimized due to expected revenues generated by booth sales and participant fees retained by the contractor.

Graphically, this is depicted as follows:

Bid costing factors:	Bidder A	Bidder B	Bidder C
Total of ALL anticipated costs : to Natural Resources Canada, to participants and to exhibitors renting booth space associated with this requirement., including: (the cost to provide ALL the services, including all services to be provided under the resulting contract as well as renting booth space and managing participant registration) PLUS (the overall profit expected, including revenue from booth rentals and participant registration)	\$1.2M	\$1M	\$920K
Minus the: Estimated revenue retained from booth rentals and fees from participant registrations:	\$400K	\$340K	\$330K
For a final Bid price of:	\$800K	\$660K	\$590K

Conclusion: the bid price (and hence the price of the contract) is appropriately minimized by anticipated revenue to be generated by booth rentals and registration sales.