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Marine Commodity Management

Marine Industry Consultation Update

By Marc Baril

November 20th , 2018



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Program Strategies & Procurement Modernization

- In 2017/18 conducted four Regional Marine Industry Workshops across Canada to inform/shape national program strategies and explore ways to streamline and modernize the procurement process for:
 - Small Vessel Construction (vessels under 1,000 tonnes)
 - Vessel repair, refit, and maintenance including refits, Vessel Life Extension (VLE) and In-Service Support (ISS) requirements for all sizes of vessels

Victoria, BC
April 2018

Halifax, NS
January 2018

Quebec City, QC
February 2018

Hamilton, ON
November 2017

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Industry Consultation Results Prioritization Strategy

Results and analysis of workshop reports

- Established a 360 degree rating scheme
 - Criteria used (Industry/PSPC/Client Depts):
 - ❖ Impact - overall effect of the solution/issue
 - ❖ Effort - overall ease of implementation
- Identified priority items to address in the short term, medium term, and long term
- Improvements are ongoing

Industry Consultation Strategy Results

Commitments

Title	Summary	Next Steps
IMC/MIAC/MPM WG	Leverage industry / government committees and working groups.	<ul style="list-style-type: none"> • Next IMC, Dec • MIAC Jan.15 Halifax (TBC)
Semi-Annual Procurement Outlook & G2Bs	Improved planning, forecasting and industry consultation by leading semi-annual Outlook sessions.	<ul style="list-style-type: none"> • November 20, via webcast • G2Bs November 21-22, via telephone • Procurement Outlook, April 23, 2019 as part of Mari-Tech



Industry Consultation Strategy Results

Short-Term Initiatives - 18 months

Title	Summary	Next Steps
Pre-Qualification Process	Pre-qualify companies, allowing bidders to submit common documents at any time.	Initial concept developed MIAC consultation topic
Marine Templates	Develop standardized PSPC contracting templates.	Under review with policy and legal MIAC consultation topic
2-Step Evaluation	Consistently apply phased bid compliance process to provide more flexibility and explore alternative multi-phased evaluation approaches.	Bulletin in production Threshold under discussion MIAC consultation topic

Industry Consultation Strategy

Medium-Term Initiatives - 18 to 36 months

Title	Summary	Next Steps
Bundling	Examine bundling options as a means to drive best value.	Tiger team for option review MIAC Panel topic
Supply Arrangements/ Standing Offers	Develop/leverage procurement instruments for requirements of similar size, type, complexity, and region.	Review by ISMB WG 2019 roll out
On-Site Technical Inspectors	Determine the viability and methods to acquire and develop on-site technical inspectors/support.	Successfully piloted on CCG file IMC topic discussion Dec Moved to short term
Vendor Performance Management	Consider past performance for future contracts to incentivize quality.	Reviewed similar systems Need for 360 degree evaluation MIAC Panel topic

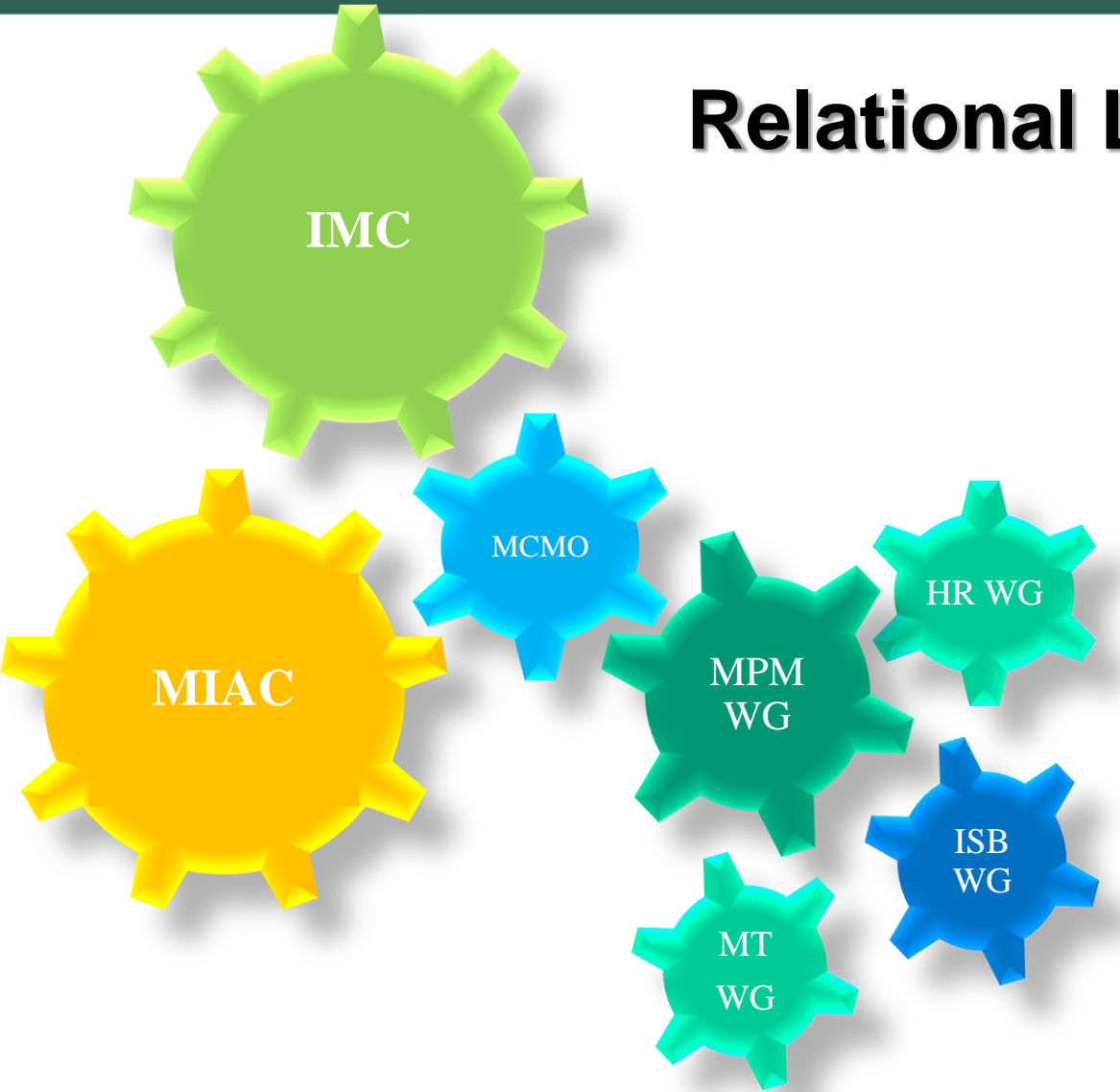


Marine Industry/Stakeholder Engagement

- **Four Regional workshops 2017/18**
 - November 2017 => April 2018
- **Interdepartmental Marine Committee (IMC)**
 - April 19, 2018, Victoria
 - Aug 23, 2018, NCR
 - Oct 30, 2018, NCR
 - December 12, 2018, NCR
- **Marine Industry Advisory Committee (MIAC)**
 - January 15, 2019, Halifax
- **Marine Procurement Modernization (MPM) Working Group**
- **ABCMI Conference**
 - November 14, 2018 Vancouver
- **Semi-annual procurement outlook & G2B sessions**
 - November 20-22, 2018, WebEx and telecon
 - April 23-25, 2019 (Mari Tech) Ottawa Conference & Event Center
- **MIAC panels/Workshops/RFI's etc. to refine new approaches and pilots**



Relational Landscape



Legend:

- Interdepartmental Marine Committee (IMC)**
- Marine Industry Advisory Committee (MIAC)**
- Marine Procurement Modernization (MPMWG)**
- Interdepartmental Small Boat (ISB WG)**
- HR Working Group (HR WG)
- Marine Training (MT WG)

