



**RETURN BIDS TO:  
RETOURNER LES SOUMISSIONS À:**

**LETTER OF INTEREST  
LETTRE D'INTÉRÊT**

Comments - Commentaires

<b>Title - Sujet</b> Canada Pavilion at Expo 2020	
<b>Solicitation No. - N° de l'invitation</b> 08A33-180482/A	<b>Date</b> 2019-02-05
<b>Client Reference No. - N° de référence du client</b> 20180482	<b>GETS Ref. No. - N° de réf. de SEAG</b> PW-\$\$FG-369-76393
<b>File No. - N° de dossier</b> fg369.08A33-180482	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2019-02-26</b>	
<b>Time Zone</b> <b>Fuseau horaire</b> Eastern Standard Time EST	
<b>F.O.B. - F.A.B.</b> <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> D'Allaire, Yvonne	<b>Buyer Id - Id de l'acheteur</b> fg369
<b>Telephone No. - N° de téléphone</b> ( ) - ( )	<b>FAX No. - N° de FAX</b> ( ) -
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b> Foreign Affairs, Trade and Development Canada GLOBAL AFFAIRS CANADA 125 SUSSEX DR. OTTAWA Ontario K1A0G2 Canada	

**Instructions: See Herein**

**Instructions: Voir aux présentes**

**Vendor/Firm Name and Address**  
**Raison sociale et adresse du**  
**fournisseur/de l'entrepreneur**

<b>Delivery Required - Livraison exigée</b> See Herein	<b>Delivery Offered - Livraison proposée</b>
<b>Vendor/Firm Name and Address</b> <b>Raison sociale et adresse du fournisseur/de l'entrepreneur</b>	
<b>Telephone No. - N° de téléphone</b> <b>Facsimile No. - N° de télécopieur</b>	
<b>Name and title of person authorized to sign on behalf of Vendor/Firm</b> <b>(type or print)</b> <b>Nom et titre de la personne autorisée à signer au nom du fournisseur/</b> <b>de l'entrepreneur ( taper ou écrire en caractères d'imprimerie)</b>	
<b>Signature</b>	<b>Date</b>

**Issuing Office - Bureau de distribution**

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# **REQUEST FOR INFORMATION**

**Canada Pavilion at Expo 2020 in Dubai  
For  
Global Affairs Canada (GAC)**

**THIS IS NOT A BID SOLICITATION**

Solicitation No. - N° de l'invitation  
08A33-180482/A

Amd. No. - N° de la modif.  
N/A

Buyer ID - Id de l'acheteur  
fg369

Client Ref. No. - N° de réf. du client  
20180482

File No. - N° du dossier  
FG36908A33-180482/A

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## NOTICE

This is a Request for Information (RFI). The Government of Canada hereby notifies Industry about an upcoming opportunity and is seeking information from respondents with interest, as part of a consortium or Joint Venture. The opportunity will be to design, build, fit up, operate, maintain, dismantle the Canada Pavilion at Expo 2020 Dubai and will also include the same for the public presentation/exhibition components within the Canada Pavilion. Consideration should also be given to the possible legacy (i.e. future use after the Expo) of the Canada Pavilion. The overall project must be delivered within defined timelines and processes of the Canada Pavilion inclusive of the public presentation/exhibit components at the Expo 2020 in Dubai, United Arab Emirates (UAE). The estimated cost for this project is within the range of ten (10) million to fifteen (15) million Canadian Dollars. Responses to this RFI are not, and will not be considered to be, formal bids. Please provide your expressions of interest, comments, ideas, responses or information no later than **February 26, 2019 at 2:00 p.m. EST.**

The issuance of this RFI is not a bid solicitation and is not to be considered in any way a commitment by the Government of Canada, nor as authority to Industry to undertake any work that could be charged to Canada. Responses to the RFI will not be formally evaluated. The RFI and any responses thereto do not impose any obligation or constitute any commitment on the part of Canada to issue a Request for Proposal (RFP) related to the Canada Pavilion at the Expo 2020 or to make any award of business to any respondent.

Public Works and Government Services Canada (PWGSC), on behalf of Global Affairs Canada (GAC), solicits:

- a) information and feedback from industry in this matter solely for the benefit of GAC;
- b) ideas related to the current approach that might result in efficiencies and cost savings to Canadians.

Responses will be kept confidential, subject to the provisions of the *Access to Information Act*, and will be retained to support further development of internal planning documents and decisions, and possibly any future RFP. Any findings made public will protect commercially sensitive information in accordance with federal policies. Respondents are encouraged to identify, in the information they share with Canada, any information that they feel is proprietary, third party or personal information. Please note that Canada may be obligated by law (e.g. in response to a request under the *Access to Information* and *Privacy Acts*) to disclose proprietary or commercially-sensitive information concerning a respondent (for more information: <http://www.fintrac-canafe.gc.ca/atip-aiprp/privacy-privee-eng.asp>).

Canada does not commit to respond to any comments that may be received. Responses will not be returned.

There will be no short-listing of potential suppliers for the purposes of undertaking any future work as a result of this RFI. Similarly, participation in this RFI is not a condition or prerequisite for the participation in any potential subsequent solicitation.

Respondents will not be reimbursed for any cost incurred by participating in this RFI.

## **1 INTRODUCTION**

Canada will participate in Expo 2020 Dubai, to be held in the United Arab Emirates (UAE) from October 20, 2020 to April 10, 2021.

### **1.1 International Expos**

International Exhibitions are a global platform to share ideas, showcase innovation, encourage collaboration and celebrate human ingenuity. They are held every five years and last up to six months. They bring together countries, companies, Non-Government Organizations (NGOs), multilateral organizations, and millions of visitors. They introduce new ideas, technology and approaches in ways that fascinate their very broad audiences. They continue to be one of, if not the largest scale event in the world in terms of visitors, scope and duration and offer one of the best global branding opportunities.

### **1.2 Expo 2020 Dubai**

The UAE will be hosting this event in the context of the 50<sup>th</sup> anniversary of the federation of its seven Emirates.

Expo 2020 will be the first world Expo to take place in the Middle East.

It is expected that a significant number of Heads of government, business leaders, experts and thought leaders from all over the world will attend.

The Expo will be a platform to foster creativity, innovation, and collaboration globally. The objective of the Expo Organisers is to trigger new thinking that can have a long-term impact on the Middle East, Africa and South Asia (MEASA) as well as the wider world.

*Connecting Minds, Creating the Future* and the subthemes *Opportunity, Mobility, and Sustainability* are the lens through which the Organiser and the participants will explore and demonstrate prospects and

possibilities for the future to multinational visitors, both physical and virtual.

For further information on the Expo 2020 Dubai, visit <https://www.expo2020dubai.com/en>.

### **1.3 Canada at Expo 2020 Dubai**

Canada will participate in Expo 2020 with a Canada pavilion, a high impact audio visual presentation, as well as complementary business, cultural and public affairs programs. Canada's presentation will be based on a thematic approach which contributes to the Expo themes and allows Canada to advance its objectives for the Expo. For illustrative purposes Canada's theme statement would be: Canada has been a global champion of diversity, inclusion, human rights and gender equality which have contributed to its ability to build a prosperous and innovative nation, capable and intent on working with its citizens and foreign countries to bring solutions to world challenges and to managing resources sustainably.

Canada will develop a pavilion and programming for Expo 2020 aimed at achieving the following key objectives:

- to diversify its international markets
- to attract foreign investment
- to promote Canadian innovation, tourism and international education
- to build support for Canadian initiatives and values on the world stage such as its leadership in promoting gender equality, and to deepen its relationship with the UAE and the region.

## **2 THE CANADA PAVILION, EXHIBITION AND PUBLIC PRESENTATION**

### **2.1 Objectives:**

The Canada Pavilion will be the physical, visual and experiential representation of Canada. It will include the exterior and interior architecture, showpiece presentation and interactive visitor/exhibition/public presentation areas, all of which will contribute to presenting an image of Canada as:

- a global leader, innovator and ally with solutions to offer the world in many spheres: free trade, human rights, gender equality, international security, migration, and diversity, sustainable development, food and water security
- a leader in innovation and sustainability: through its people, its R & D, its incubators, its superclusters, its global partnerships

- an ideal place for study, tourism, business, investment and immigration.

## **2.2 Scope of Project:**

The scope of the work includes, but is not limited to: the design, supply and construction of all pavilion and exhibition (public presentation) elements, the supply and construction of the shell and core, fit up (including all set work, internal walls, ceilings, floors, display unit, furnishings, all finishes, graphics, electrical, lighting, interfacing works and exhibition, mechanical and plumbing), operation and maintenance, dismantling and possibly legacy of the Pavilion. The final product will be a fully finished, operational pavilion and exhibition (public presentation), with finishes and furnishings in the appropriate areas of the program, reflective of the type and level of event that will occur in each space.

Legacy works may include but not be limited to, the careful dismantle and packaging of the entire Pavilion, parts of the Pavilion and/or main exhibit for transportation to and re-erection at a new site either within or outside of the UAE.

The Pavilion and the exhibition is required to be designed and built to adhere to the Expo 2020 Dubai guidelines.

The Pavilion's exhibition/public presentation area(s) will need to have the capacity to effectively allow a high number of visitors and ensure their continuous and free flow through the space(s). The Canada Pavilion will have a maximum total floor area of approximately 2000 sq. meters, with a height between 15 to 21 meters. The program details will be provided as part of the Request for Proposal (RFP) but in general, the main areas of the Canada Pavilion will be: Public Entrance and Queuing Area, Public Presentation Areas, Boutique, Administrative Offices, VIP Entrance and Reception Area, VIP Boardroom, VIP Conference Centre, VIP Lounge, Staff Kitchenette and Lounge, General Office Area, Back-of-House Utilities and Services Rooms.

## **2.3 Location Site:**

The Expo Site is located in the Dubai South District, halfway between Abu Dhabi and Dubai and covers 438 hectares which is equivalent of approximately 5 square kilometers. It has been designed to highlight innovation as well as to provide an authentic representation of the UAE's culture and architecture.

The Canada plot (C.83) has an area of 3,885.26 square meters and is located at the edge of the South Park, adjacent to the Desert Experience main attraction. The area is situated between the Mobility

District and Sustainability District.

## **2.4 Site Visit:**

A site visit during the Request for Proposal (RFP) solicitation period may be organized, in late March or early April 2019, at the Expo 2020 Site with interested suppliers, representatives of the Government of Canada and representatives from Dubai Expo 2020.

Travel, administrative, living or any other expenses related to the site visit will not be reimbursed by Canada. All such costs and expenses are the responsibility of the interested supplier.

## **2.5 Schedule:**

The Pavilion must be ready and fully operational for a soft opening on September 21<sup>st</sup>, 2020 and must be ready to welcome visitors on the opening day, October 20<sup>th</sup>, 2020. To achieve this, the construction stage of this requirement will follow a very tight timeline. The critical path milestones on the construction are as follows:

- Complete the shell and core of the Pavilion by February 26<sup>th</sup>, 2020;
- Complete Fit-up of the Pavilion by July 22<sup>nd</sup>, 2020; and
- Complete final exhibition installation by September 20<sup>th</sup>, 2020.

The Design and Authority Approvals will be integrated in this fast-track process and timeline. Dismantle will follow the Expo 2020 closing date of April 10<sup>th</sup>, 2021. These three key milestones will need to be discussed and negotiated with Canada and the Expo Organizers and may vary depending on final Work plan proposed by the winning bidder and final Expo Organizers decision.

## **2.6 Licenses:**

All bidders must ensure they have all required licensing and legal statuses to work on the Expo 2020 Site and in the United Arab Emirates in general.

### 3 PROPOSED PROCUREMENT APPROACH

A one-phased Request for Proposal (RFP) is expected to be issued in the near future (estimated by end of March or early April 2019) and the bidder offering the best value response to the RFP will be recommended for award of the contract.

An integrated architectural and exhibition/public presentation concept design – inclusive of but not limited to: 3D renders, floor plans, elevations, section and site plan at a schematic level will be requested as part of the RFP response deliverables. To complement and reinforce Canada's message, a state of the art immersive interactive audio-visual public presentation will be sought and a concept synopsis/mood board will also be part of the RFP response deliverables. A significant portion of the rating criteria will be allocated to these two main elements of the bid return document. The overall delivery methodology (including scheduling, logistic, shipping, etc.) will also be a significant part of the RFP response deliverables being evaluated.

The Department of Global Affairs Canada requires a turn-key solution for the construction of the Pavilion and Exhibition (public presentation) at Expo 2020 Dubai. The Pavilion will consist of a self-build country Pavilion as defined by the Dubai Expo 2020 Guidelines.

The structure for the Pavilion should aim to showcase innovation and sustainability through utilisation of well tested and approved construction methodology and materials. Considerations to sustainable light-weight materials and integration of pre-fabricated elements or structures in order to highlight Canada's commitments to and expertise in sustainability, renewable resources, and reduction of Greenhouse Gas (GHG) emissions should be a key consideration.

Canada intends to deliver the Canada Pavilion, including the exhibition/public presentation, through a turn-key Design-Build-Operate-Maintain-Dismantle approach.

Canada anticipates that the organization of the team of the successful bidder will be a firm in joint venture or consortium, including all areas of expertise required such as, but not limited to:

- Project Management
- General Contractor
- Design Architect
- Architect of Record

- Civil engineering
- Structural engineering
- Mechanical and electrical engineering
- Commissioning Agent
- Landscape architecture
- Environmental services
- Interactive visitor experiences and exhibition specialists (design and operation)
- Quantity Surveyors
- Building Operations & Maintenance specialists
- Etc.

The successful bidder would be responsible for the provision and procurement of all subcontracted goods or services required for the design, construction, operation, maintenance and dismantle of the Canada Pavilion and the Exhibition (public presentation) elements including but not limited to:

- Design
- Manufacturing
- Furniture, Fixtures and Equipment (FF&E)
- Transportation
- Temporary storage
- Site works and substructures
- Hook-up and commissioning
- Decommissioning and Dismantle
- Any other goods and services required to implement and complete the project.

The submissions to the RFP may be assessed in part on the following criteria in order to select the best value proposal:

1. Architectural Concept Design
2. Exhibition/Public Presentation (Vision/Synopsis/Mood board)
3. Achievements of Bidder (Consortium or Joint Venture) on projects;
4. Achievements of Key Consultants, Sub-Contractors and Specialists on projects;
5. Achievements of Key Personnel on projects
6. Understanding of the Project;
7. Management of Services including;
  - a. Team Composition/Organizational Structure/Capacity;

- b. Project Management Approach and Methodology;
  - c. Work Plan and Scheduling;
8. Pricing.

#### **4 PURPOSE OF THE RFI**

The purpose of the RFI is for PWGSC to notify Industry about an upcoming opportunity, provide Industry with lead time to form multidisciplinary teams and to solicit views from respondents on the matters described herein.

The intent is to use the information gathered in response to this RFI to:

- Determine the level of market interest for this project;
- Obtain information on innovative approaches and solutions that industry may bring to the project;
- Obtain information from experienced design/builders, architects, interactive visitor experiences and exhibition specialists, consultants and/or manufacturers regarding designing and building of the Canada Pavilion and Exhibition (public presentation); and
- Obtain recommendations that contribute to designing a procurement process that would ensure a high quality Canadian pavilion and presentation that meets the objectives and can be built on time and on budget.

#### **5 INFORMATION REQUESTED**

Respondents are encouraged to offer concise responses, comments and insights that they believe would be beneficial to the project.

Canada requests that respondents follow the structure provided below for their responses. Responses should include ideas, information and recommendations that could result in a clarification of the requirements, cost-saving opportunities, and the identification of potential problem areas with this project.

Although responses should be as comprehensive as possible, it is understood that, for various reasons, potential respondents may be unable to provide some of the information requested. Provision of whatever information is available would be appreciated.

Responses will be kept confidential, subject to the provisions of the *Access to Information Act*. The information provided will be used for the purposes of the analysis of the project, and may be used to develop a possible Request for Proposal (RFP).

QUESTION #	QUESTION	RESPONSE
Q1	<p><b>Respondent Profile:</b> Please provide a general profile of your organization. Your response could also include any information that could be helpful in demonstrating your organization's expertise in the context of this project. Include the name, mailing address, phone number and e-mail of a designated contact.</p>	
Q2	<p><b>Risks:</b> What challenges, issues or risks (technical, environmental, operational, organizational, financial, etc.) could impact the successful completion of the project?</p>	
Q3	<p><b>Site Visit:</b> Would you participate in a site visit in Dubai? If not, would an optional site visit in Dubai refrain you from bidding on this solicitation? Do you have suggestions for alternative communication methods to replace a site visit in Dubai?</p>	
Q4	<p><b>Innovation/Proposed Solutions:</b> Do you have information on innovative approaches and solutions that you may bring to the project?</p>	
Q5	<p><b>Other information:</b> Is there other information, specific to this RFI that is deemed important by your organization?</p>	

## 6 GOVERNMENT OF CANADA'S INTEGRITY REGIME - INELIGIBILITY AND SUSPENSION POLICY

Before awarding a contract as a result of any eventual RFP, Canada will verify that the bidder is not ineligible to be awarded a contract or suspended. Certain charges, convictions and other circumstances with respect to the bidder, its affiliates and its first tier subcontractors, as described in the [Ineligibility and Suspension Policy \(https://www.tpsgc-pwgsc.gc.ca/ci-if/politique-policy-eng.html\)](https://www.tpsgc-pwgsc.gc.ca/ci-if/politique-policy-eng.html) will or may render the supplier ineligible to be awarded or suspended from being awarded a contract.

## 7 ADMINISTRATION OF THE REQUEST FOR INFORMATION

### 7.1 Designated PWGSC Contact

PWGSC's Designated Contact Officer for the RFI is:

Yvonne D'Allaire  
Supply Officer  
Construction Services Division  
Real Property Contracting Directorate, PWGSC  
140 O'Connor, Ottawa, ON  
K1A 0S5  
Canada  
E-mail: [Yvonne.d'Allaire@tpsgc-pwgsc.gc.ca](mailto:Yvonne.d'Allaire@tpsgc-pwgsc.gc.ca)

### 7.2 Questions Regarding the RFI

All enquiries must be submitted in writing to the Designated PWGSC Contact Officer **no later than five (5) business days before response submission date**. Enquiries received after that time may not be answered. Interested parties must communicate directly with the Designated PWGSC Contact Officer. GAC will not respond to any requests pertaining to this RFI.

### 7.3 Response Submission Date

Responses for this RFI should be submitted via email to [Yvonne.d'Allaire@tpsgc-pwgsc.gc.ca](mailto:Yvonne.d'Allaire@tpsgc-pwgsc.gc.ca) no later than **February 26, 2019 at 2:00 p.m. Eastern Standard Time (EST)**. An email will be returned to the respondent acknowledging receipt of the RFI response.

#### **7.4 Treatment of Responses to the RFI**

The treatment of the receipt and consideration of responses to the RFI will be as follows:

- Responses and revisions communicated orally or by telephone will not be considered;
- Responses received after the specified closing date and time for the RFI may not be considered because the schedule may not allow sufficient time for their consideration; and
- Canada will not be liable under any circumstances to any party who provides a response to this RFI.

**END OF DOCUMENT**