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Federal Multidepartment Supply Arrangement for Rigid Hull Inflatable Boats (RHIBs) and Inflatable Boats (IBs)



WebEx Presentation
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Public Services and
Procurement Canada

Services publics et
Approvisionnement Canada

Canada

Presentation Outline

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Intent

Public Service and Procurement Canada (PSPC) in collaboration with client departments:

- Department of National Defence (DND),
- Canadian Coast Guard (CCG),
- Department of Fisheries and Oceans (DFO),
- Royal Canadian Mounted Police (RCMP),
- Parks Canada (PC), and
- Canada Border Services Agency (CBSA)

is in the process of developing a Supply Arrangement for Small Boats, available for use by all government departments. This specific Supply Arrangement (SA) will target requirements for Rigid-Hulled Inflatable Boats (RHIB) and Inflatable Boats (IB)



Background

- A Request for Supply Arrangement (RFSA) for small boats was issued in 2017
- This RFSA was cancelled as the requirement was too encompassing
- The current RFSA being developed will be simplified by only including only RHIBs and IBs instead of all small boats. There will also be only a few streams, thus simplifying the requirement
- Over the past 5 years PSPC has awarded 107 RHIB contracts valued at \$24.5M on behalf of other government departments



What is a Supply Arrangement?

- A SA is a non-binding arrangement between Canada and a pre-qualified supplier
- The intent of a SA is to establish a framework to permit expeditious processing of individual bid solicitations
- SAs are issued following a Request for Supply Arrangement Process (RFSA) which allows for a suitable pool of suppliers who meet the stated evaluation criteria
 - Bidders will have to submit certification material only once at the RFSA stage
 - RFPs under the SA will be sent directly to the pre-qualified contractors



How can my company qualify?

- Respond to the RFSA once posted (expected release date is mid-March 2019). It will be posted for 40 calendar days

- The requirements under the SA will be Compliant with Transport Canada's Construction Standards for Small Vessels (2010) - TP 1332 for commercial vessels or as per the statement of requirements for military vessels and will have several streams:
 - Safety of Life at Sea (SOLAS) certified or Non-SOLAS
 - Six (6) Meters and Less or > Six (6) Meters
 - Fiberglass, Aluminum or Rubberized Synthetic Fabrics

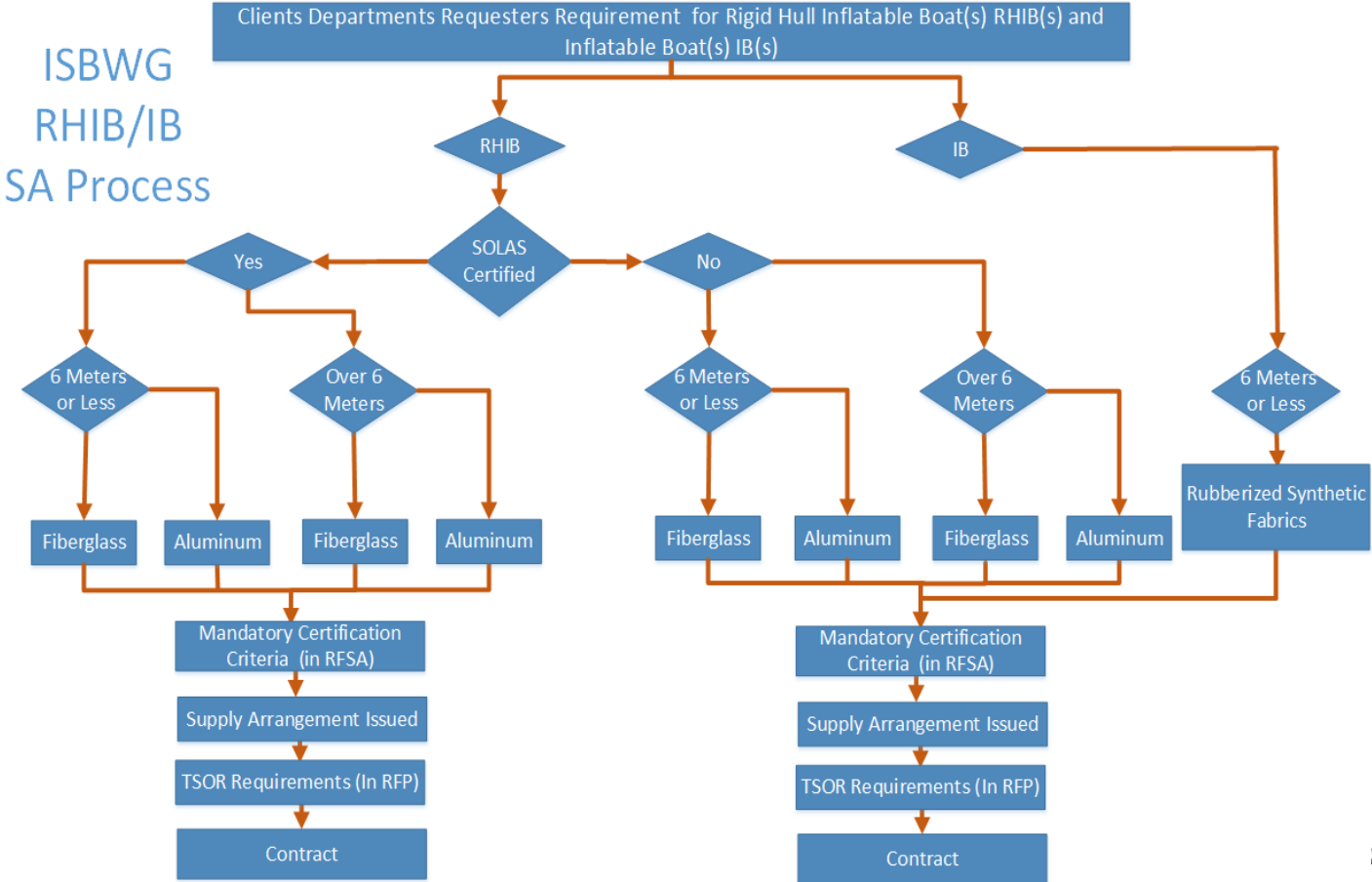


How can my company qualify?

- Suppliers can qualify for one or more streams (SA Architecture and SA Streams on next slides)
- Suppliers can qualify for the SA on an ongoing basis
 - After the initial SA is awarded a notice will be posted to Buy and Sell allowing suppliers to provide a proposal to pre-qualify for the SA
 - Canada will conduct the evaluation, in cycles, on a quarterly basis
 - Bidders can also qualify for other streams at a later date through this notice
- Canada will solicit bids and award contracts to pre-qualified Suppliers only
 - Suppliers who are not pre-qualified, at the time of solicitation, cannot bid on solicitations against this SA



SA Architecture



SA Streams

Stream #	Vessel Type – Rigid Hull Inflatable Boat (RHIB) or Inflatable Boat (IB)	Size	Material Type	Safety of Life at Sea (SOLAS) Certified
1	RHIB	Greater than 6 Meters	Aluminum	Yes
2	RHIB	Greater than 6 Meters	Glass Reinforced Plastic	Yes
3	RHIB	Greater than 6 Meters	Aluminum	No
4	RHIB	Greater than 6 Meters	Glass Reinforced Plastic	No
5	RHIB	Equal to or less than 6 Meters	Aluminum	Yes
6	RHIB	Equal to or less than 6 Meters	Glass Reinforced Plastic	Yes
7	RHIB	Equal to or less than 6 Meters	Aluminum	No
8	RHIB	Equal to or less than 6 Meters	Glass Reinforced Plastic	No
9	IB	Equal to or less than 6 Meters	Rubberized Synthetic Fabrics	No



How can my company qualify?

- The bidder must provide certain management and certification criteria documents as set out in the RFSA
- The bidder must identify the stream(s) for which they would like to pre-qualify
- The bidder must complete the mandatory checklist (next slide)

Not Qualified


Opportunity to become
qualified



Qualified



Mandatory Checklist

Stream # _____  One Stream per form				
Part and Clause #	Evaluation Criteria	Supplier Certifies they meet the criteria Yes/No/Not Applicable	Document/Certificate Attached Yes/No/Not Applicable	Indicate proposal page # of Document /Certificate
4.1.1.1.1	Vessel Construction Experience			
4.1.1.1.2	Quality Management System			
4.1.1.1.3	Marine Drafting and Engineering Capability			
5.1.1	Integrity Provisions - Declaration of Convicted Offences			
5.1.2	Integrity Provisions – Required Documentation			
5.2.1	Workers Compensation Certification			
5.2.2	Fiberglass Hull Fabrication Standards			
5.2.3	Equipment Protection			
5.2.4	Site Cleanliness			
5.2.5	Hazardous Operation			
5.2.6	Health and Safety Certification			
5.2.7	Facilities			
5.2.8	Welding Certification			
5.2.9	Standards			
5.2.10	Insurance Requirements			



Fill out Form



Moving Forward

- A RFSA will be issued to Buy and Sell in mid-march for this requirement
 - RFSA will be posted for 40 days. Supply Arrangements expected to be awarded by May 2019
 - The SA period will be for 2 years with options for 2 one year options periods
- N.B. Subsequent SAs (including a refresh of the current one) could be developed to address other Small Boat requirements and factor in lessons learned from the current SA



Questions

Frequently asked questions:

- I did not qualify, can I resubmit?
 - You can re-apply to qualify on a quarterly basis
- What can I do if I did not qualify?
 - Your qualification results will indicate where you did not meet the criteria, if you correct the deficiencies you can apply to qualify in the next pre-qualification period
- Do I need to qualify for more than one stream?
 - You can qualify for as many streams as you wish but will need to fill out one form per stream



Questions

- Once on the SA, how will I be informed of opportunities?
 - You will be sent a Request for Proposal (RFP) for any opportunities for streams that you are pre-qualified for
 - The RFP will be sent directly to you
- Will a phased-bid approach be used for the RFSA?
 - No, suppliers have the opportunity to qualify on a quarterly ongoing basis as per the RFSA schedule
- What is the expected size of opportunities?
 - Over the next 2 years it is projected that the client departments will require approximately 133 RHIBs/IBs at a value of \$20M



Contact Information

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