



# Request for Information

Accommodation in Frontcountry and Backcountry  
Campgrounds within Parks Canada's National Parks  
and National Historic Sites

April, 2019

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# Request for Information

## Accommodation in Front-country and Back-country Campgrounds within Parks Canada's National Parks and National Historic Sites

### PART I: INTRODUCTION

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#### Background

Parks Canada is the federal agency responsible for managing the country's systems of national parks, national historic sites, and national marine conservation areas.

In the early 2000's, camping in Canada's National parks became stagnant and started declining in many locations. To correct course, Parks Canada began exploring camping-like accommodation. Changing demographics (an aging, more diverse and more urbanised population) and social trends (technology-oriented, intergenerational travel, more and shorter vacations) were influencing visitor's needs and expectations related to the range of accommodations offered in Canada's protected places.



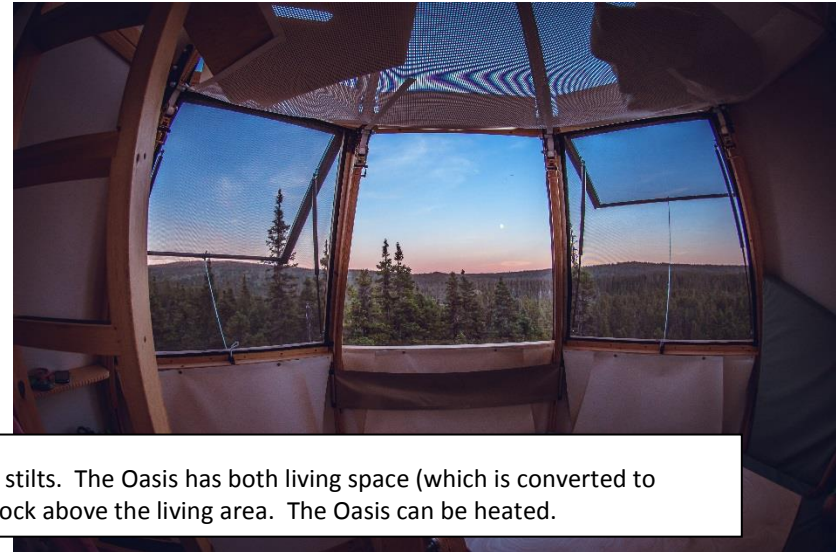
In 2012, after several years of market research, pilot projects and policy development, Parks Canada introduced the oTENTik - a cross between a tent and a cabin that offers a unique blend of the comforts of home with the experience of the great outdoors.

Six years on, the oTENTik has become the cornerstone of Parks Canada's accommodation strategy with over 400 units in thirty locations.



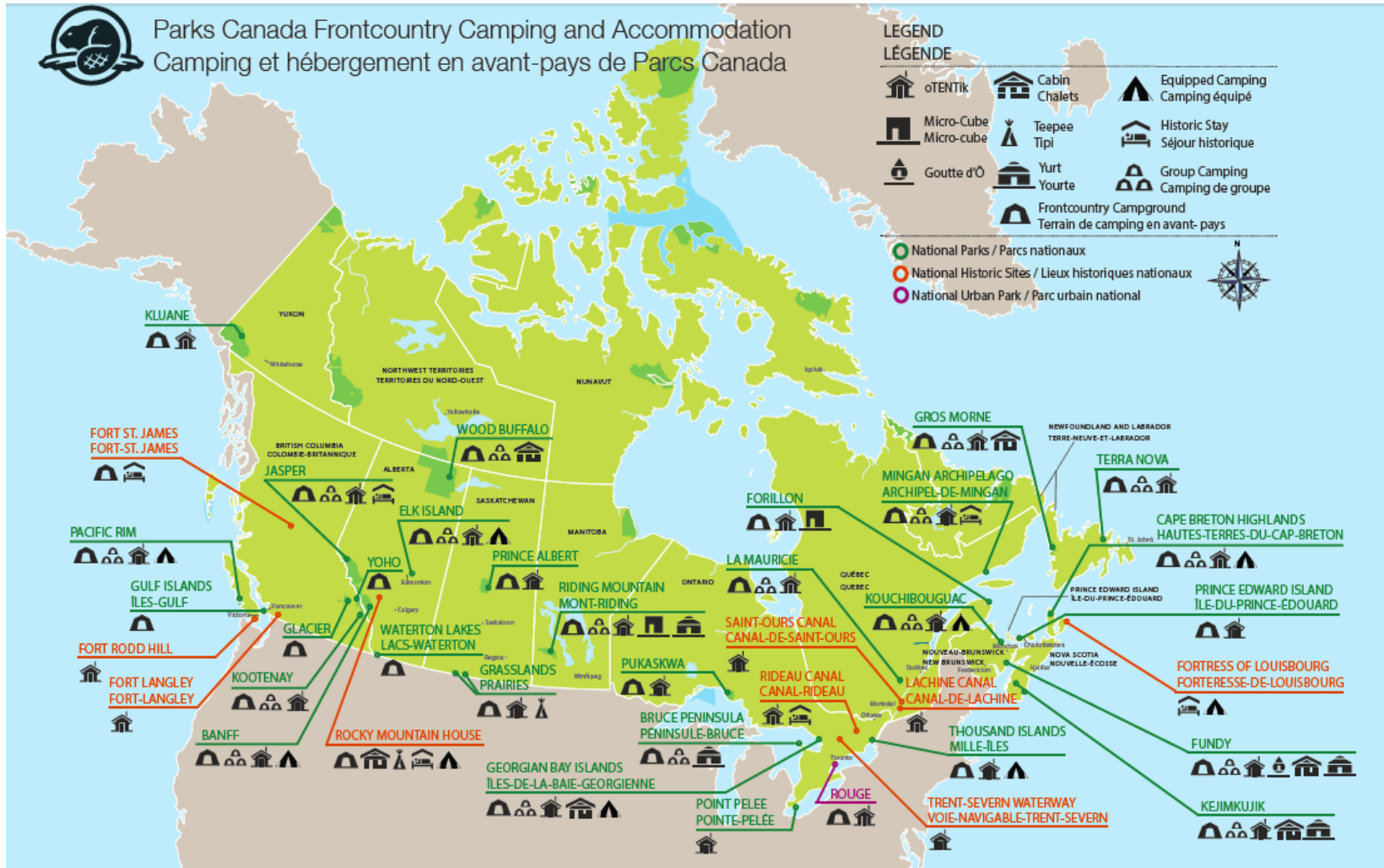
The oTENTik is intended to be a 'camping' experience. There is a combination of living and sleeping space (for up to 6 people) but no bathroom. They can be heated with propane, electricity or woodstove.

Building on this success, Parks Canada has continued a program of accommodation research and development targeting different visitor markets. Parks Canada's most recent accommodation product, the Oasis, was introduced in 2018 as a novelty accommodation that can be suspended or mounted on stilts.



The Oasis can be suspended from cables hung from trees or placed on stilts. The Oasis has both living space (which is converted to sleeping space for 2) and a separate sleeping space for two in a hammock above the living area. The Oasis can be heated.

There is a proven market demand for roofed accommodation as part of a spectrum of camping opportunities. Parks Canada would like to explore options for other forms of accommodation. Specifically, a two-person accommodation, a cabin experience, and a shelter. These accommodation products may be placed in either frontcountry campgrounds<sup>1</sup>, backcountry campgrounds<sup>2</sup> or both.



<sup>1</sup> Frontcountry campgrounds are generally easily accessible by road, and frequently, though not always, some portion of the campsites are serviced with any combination of electricity, water and sewer.

<sup>2</sup> Backcountry campgrounds are generally remote, and are not accessible by vehicle or motor boats. Backcountry campgrounds are un-serviced.

## Opportunity

Parks Canada is reviewing options to expand its accommodation offer in both its frontcountry and backcountry campgrounds across its network of parks and national historic sites extending from the west coast to the east coast of Canada. The Agency is specifically interested in acquiring three distinct turn-key<sup>3</sup> accommodation products.

1. Accommodation for 2-People
2. Cabin Experience
3. Shelter

This RFI will help Parks Canada identify existing accommodation products and determine their ability to meet our needs.

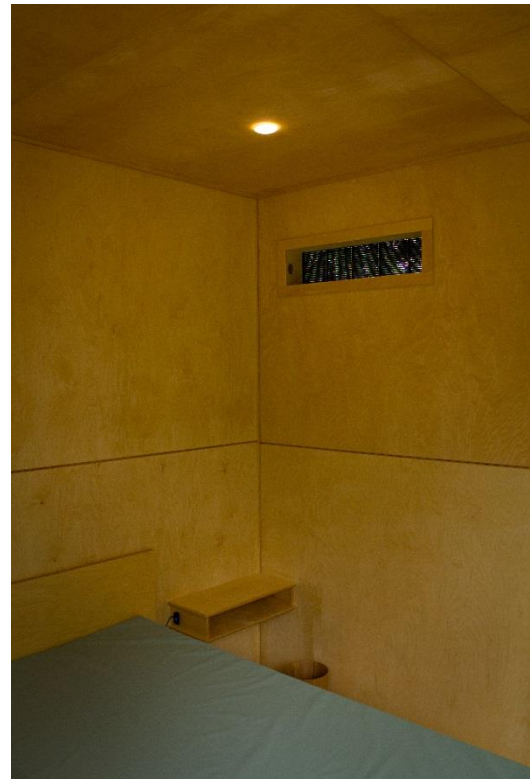
### **Product for 2-People**

The majority of visitors to Parks Canada's parks and historic sites travel in groups of two. Tailoring an accommodation product for this large and diverse market is a priority for Parks Canada. Generally, the product for 2-people would be installed in frontcountry campgrounds.

In 2016, Parks Canada developed and piloted an accommodation for two called the MicroOcube. This was a simple accommodation with sleeping space and minimal living space in the 10' by 10' unit.



Parks Canada is seeking an intimate and unique accommodation for 2-people that offers sleeping space with some "flexible living space" (e.g. Murphy bed that can be raised when not in use to allow for a table and chairs). The 2-person accommodation will not include a washroom.



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<sup>3</sup> Turn-key refers to a product that is ready for immediate use. In the case of accommodation, this means the shipping, installation, servicing and furnishing of the unit is the responsibility of the provider.

## Cabin Experience

Visitors are seeking accommodation options that provide comfort and convenience while still allowing for a meaningful immersive nature experience. A scalable cabin that can sleep families and groups of between four and eight would ensure Parks Canada has a range of roofed accommodation to meet a broad spectrum of visitor needs. In a frontcountry setting, cabins could be either serviced (e.g. with electricity, water, and plumbing, or a combination of these services) or un-serviced. In a backcountry setting, cabins would be un-serviced however some services such as power for lighting may be provided through sustainable, off-grid solutions.

Currently, Parks Canada owns and operates several different models of cabins however these are primarily offered in 'close' backcountry settings where access is limited by boat or a short trail.

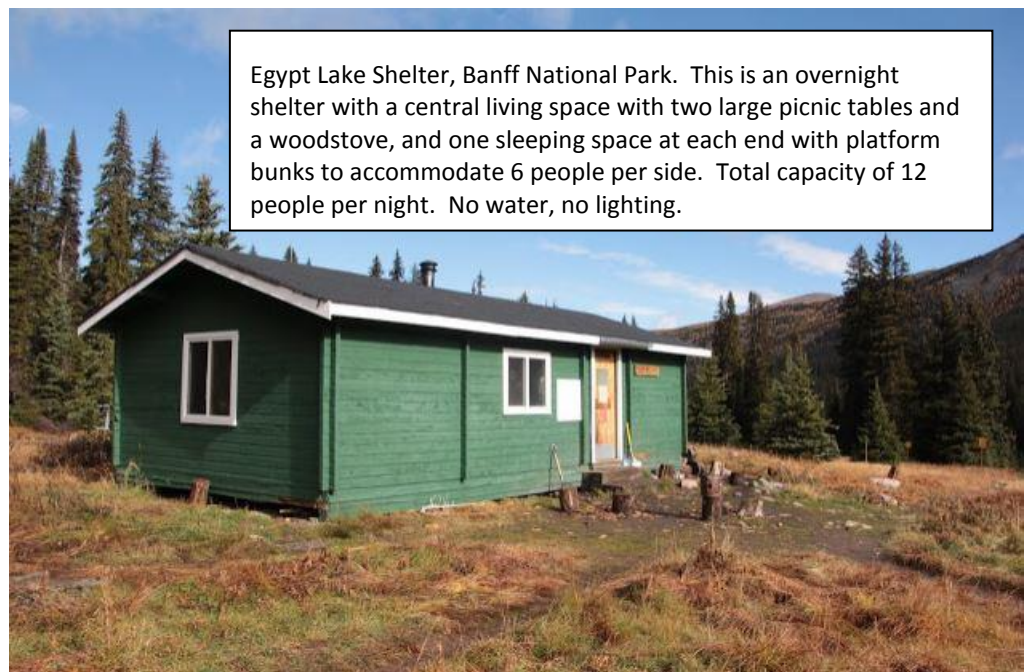


## Shelter

Within Parks Canada, the term shelter can refer to a wide spectrum of structures that serve various functions. For the purposes of this Request for Information, shelters would offer the most basic level of service and would generally be located in the backcountry. Existing shelters in our national parks are either used for the purpose of warm-up (no sleeping space) or overnight use (sleeping and living space).



Warming shelter at Hidden Cove, a paddle-in backcountry campground on Maligne Lake, Jasper National Park. Inside there is a wood stove, large picnic table, and counter for food preparation. No water, no lighting, no sleeping space.



Egypt Lake Shelter, Banff National Park. This is an overnight shelter with a central living space with two large picnic tables and a woodstove, and one sleeping space at each end with platform bunks to accommodate 6 people per side. Total capacity of 12 people per night. No water, no lighting.



## **PART II: REQUEST FOR INFORMATION AND SUBMISSION REQUIREMENTS**

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### **Nature of Request for Information**

This is not a bid solicitation. This RFI will not result in any direct request for proposal or the award of any contract. As a result, potential suppliers of any goods or services described in this RFI should not reserve stock or facilities, nor allocate resources, as a result of any information contained in this RFI. Nor will this RFI result in the creation of any source list. Therefore, whether or not any potential supplier responds to this RFI will not preclude that supplier from participating in any future procurement. Also, the procurement of any of the goods and services described in this RFI will not necessarily follow this RFI.

This RFI is simply intended to solicit feedback from industry with respect to the matters described within this document.

### **Nature and Format of Responses Requested**

Respondents are requested to prepare a response that includes the following elements:

1. The solicitation number.
2. The full legal name of the respondent.
3. The category of product – 2-person accommodation, cabin experience, or shelter – their response is intended for.
4. A response to each numbered question for their given product category. Please preserve the original numbering so the reviewer can most easily review your response. Respondents should feel free to respond to all or some of the questions. All responses regardless of completeness will be reviewed by Parks Canada.
5. Respondents may add additional comments, information, suggestions, concerns and where applicable, alternative recommendations regarding how the requirements described in this RFI could be satisfied.
6. Respondents should explain any assumptions they make in their responses.
7. Parks Canada requests that respondents submit electronically by email 1 copy of their response.

### **Response Costs**

Parks Canada will not reimburse any respondent for expenses incurred in responding to this RFI.

### **Treatment of Responses**

1. Use of Responses: Responses will not be formally evaluated, but Parks Canada may use those it receives to develop or modify procurement strategies. Parks Canada will review all responses received by the RFI closing date. Parks Canada may, at its discretion, review responses received after the RFI closing date.
2. Review Team: A review team of Parks Canada representatives will review the responses. Parks Canada reserves the right to hire any independent consultant, or use any Government of Canada resources that it deems necessary to review any response. Not all members of the review team will necessarily review all responses.

3. **Confidentiality:** Respondents should mark any portion of their response that they consider proprietary or confidential. Parks Canada will handle the responses in accordance with Canada's Access to Information Act.
4. **Follow-up Activity:** Parks Canada may, at its discretion, contact any respondents to follow up with additional questions or to clarify any aspect of a response.

## Enquiries

Because this is not a bid solicitation, Canada will not necessarily respond to enquiries in writing or by circulating answers to all potential suppliers. However, respondents with questions regarding this RFI may direct their enquiries to:

**Jamie Leech**

Senior Contracting and Procurement Advisor, Procurement, Contracting and Contribution Branch  
Parks Canada/Government of Canada  
30 Victoria Street, 2-151, Gatineau, QC J8X 0B3  
Jamie.Leech2@canada.ca / Tel.: 819-420-9832/Cel: 613-410-4790

## Submission of Responses

1. **Time and Place for Submission of Responses:** Suppliers interested in providing a response should send it by email to (Jamie.Leech2@canada.ca), respondent is solely responsible for ensuring its response is submitted on time to the correct email address.
2. **Identification of Response:** Each respondent should ensure that the response is identified and that the name and email address, the RFI number and title appear legibly in the email.

## Contents of this RFI

This RFI contains specific questions addressed to the industry. It remains a work in progress and respondents should not assume that new clauses or requirements will not be added to any bid solicitation that is ultimately published by Parks Canada. Nor should respondents assume that none of the clauses or requirements will be deleted or revised.

## PART III: QUESTIONS TO THE INDUSTRY

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### 2-Person Accommodation

1. Please describe your product in terms of its size/dimensions, materials, finishings and exterior/interior look. Please provide photos or renderings if available.
2. What is the lifespan of your product and what sort of maintenance schedule is recommended?
3. Does your product come with furnishings (e.g. bed; table/chairs; storage space for luggage/gear)?
4. What is the seasonality of your product (i.e. summer only, three-season use, four-season use)? Please describe the use of insulation in your product (i.e. where it is insulated and to what R-value).
5. Does your product have an option(s) for heating the unit? If yes, what kind of heating?
6. Is your product wired for electricity? If not, can it easily be retro-fitted?
7. Is your product accessible? Please describe.
8. If your product is not accessible, can adaptations be made to make it accessible? Please specify.
9. Does your product design allow for both indoor and outdoor space? (e.g. covered space, exterior but attached to unit; deck, etc.)
10. Does your product include an attached deck? If so what are the dimensions and materials?
11. How is your product fabricated? (e.g. is it pre-fabricated and shipped ready to be installed; is it a kit of parts, flat-packed, shipped and assembled on-site; is it constructed on-site; etc.).
12. Can your product be shipped to all locations within Canada, south of 60 degrees parallel?
13. What is the cost of shipping? Given the units could be shipped anywhere in Canada south of 60 degrees, shipping costs will likely vary. Can you provide an estimate for shipping to:
  - Gulf Islands National Park - 10740 McDonald Park Rd, North Saanich, BC V8L 5S5
  - La Mauricie National Park - Chemin de Saint-Jean-des-Piles, Shawinigan, QC G0X 2V0
  - Terra Nova National Park - Trans-Canada Hwy, Terra Nova National Park, Division No. 7, Subd. D, NL A0C 4K0
14. What sort of site preparation is required for your product? Please describe.
15. What sort of foundation or base is required for your product?
16. What sort of equipment is required to install, assemble, or construct your product?

17. For a backcountry installation, a helicopter may be the only viable option for product or product material delivery. What is the total weight of your product and could it be slung via helicopter? Have you even slung it via helicopter? If so please describe the project and outcome.
18. Can your product be installed/assembled/constructed with lay-people or does your product require the skills and experience of professional tradespeople?
19. What is the base price of your product?
20. What is the cost of installation (excluding the shipping and any travel cost for labour)? How many hours does it take to assemble (if needed) and/or install the unit? How many people are required to assemble and/or install the unit?
21. What is the snow load your product has been designed to?
22. What is maximum wind speed to which your product can safely resist?
23. What sort of warranty do you provide for your product?

## Cabin Experience

24. Please describe your product or products in terms of its size/dimensions, materials, finishings and exterior/interior look. Please provide photos or renderings if available.
25. What is the lifespan of your product and what sort of maintenance schedule is recommended?
26. Please describe the services provided within your cabin. For example, does your cabin come with services such as a bathroom (toilet, sink, with or without shower and/or tub), kitchen (countertop, cupboards, sink, fridge, stove, etc.), electricity (lighting, heating, etc.)? Please describe if the services require hook-up or if an off-grid solution provides the services.
27. Is your product scalable? I.e. does it come in various sizes and configurations
28. Does your product come with furnishings (e.g. bed; table/chairs; storage space for luggage/gear)?
29. Does your product have an option(s) for heating the unit? If yes, what kind of heating?
30. Is your product insulated for 4 season use? If so where is it insulated? (i.e. floor, ceiling, walls) If so what is the R-Value of the insulation?
31. Can your product be wired for electricity? If not, can it easily be retro-fitted?
32. Is your product accessible? Please describe.
33. If your product is not accessible, can adaptations be made to make it accessible? Please specify.
34. Does your product design allow for both indoor and outdoor space? (e.g. covered space, exterior but attached to unit; deck, etc.)

35. Does your product include an attached deck? If so what are the dimensions and materials?
36. How is your product fabricated? (e.g. is it pre-fabricated and shipped ready to be installed; is it a kit of parts, flat-packed, shipped and assembled on-site; is it constructed on-site; etc.).
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45. What is the snow load your product has been designed to?
46. What is maximum wind speed to which your product can safely resist?
47. What sort of warranty do you provide for your product?

## Shelter

48. Please describe your product or products in terms of its size/dimensions, materials, finishings and exterior/interior look. Please provide photos or renderings if available.
49. What is the lifespan of your product and what sort of maintenance schedule is recommended?
50. Is your product scalable? I.e. does it come in various sizes and configurations

51. Does your product come with furnishings (e.g. bed; table/chairs; storage space for luggage/gear)?
52. Does your product have an option(s) for heating the unit? If yes, what kind of heating?
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66. What is the snow load your product has been designed to?
67. What is maximum wind speed to which your product can safely resist?

68. What sort of warranty do you provide for your product?

## APPENDIX A: DEFINITIONS

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**Frontcountry** – often where more of the visitor services and infrastructure is located. Generally easily accessible by road or in some cases short trail.

**Backcountry** – not easily accessible or vehicle accessible. Accessible by trail, boat or route.

**Remote** – from a distance, without physical access.