



CANADA'S REPRESENTATIVE

Audrey Paquin
Global Affairs Canada | GAC
125 Sussex Drive
Ottawa, Ontario
Canada, K1A 0G2

E-Mail:

Audrey.Paquin@international.gc.ca

Telephone : 343-203-0846

**Request for Expression of
Interest (RFEI)**

This is not a bid solicitation

TITLE		
Canada's Participation at Expo 2020 Dubai		
RFEI NUMBER	AMENDMENT NUMBER	DATE
7405360	001	16/05/2019
RFEI DOCUMENT		
In the event of discrepancies, inconsistencies or ambiguities of the wording of these documents, the document that appears first on the above list shall prevail.		
PROPOSAL DELIVERY		
In order for the request for expression of interest (RFEI) to be valid, it must be received no later than June 7 th , 2019 2:00pm EDT.		
Electronic proposals must be sent only to the following email address: audrey.paquin@international.gc.ca		
Please note: Electronic Proposals must not be copied to any other address or individual. Failure to comply will result in the Proposal being declared non-compliant and rejected from further consideration.		
ENQUIRIES		
All enquiries or issues concerning this RFEI must be submitted in writing to the Departmental Representative no later than five (5) business days prior to the Closing Date and Time in order to allow sufficient time to provide a response.		
LANGUAGE		
Expression of Interest documents shall be submitted in English or French.		



Request for Expression of Interest	
Closing Date	07/06/2019
Time	2:00 pm EDT
Reference number	7405360

The amendment 001 is raise to modify the request for expression of interest documents due to a mix-up in the display languages, to change the closing date and answer the questions and answers for the industry.

1- MODIFICATION 1

In the section solicitation documents:

DELETE: The document Request for expression of interest (RFEI).

REPLACE BY: The revised version dated May 16th, 2019.

2- MODIFICATION 2

DELETE: THE CLOSING DATE: May 24th, 2019 at 2:00pm EDT

REPLACE BY: June 7th, 2019 at 2:00pm EDT

3- QUESTIONS AND ANSWERS

Question 1:

Shall I simply reply to the questions that best relate to how we are looking to contribute?

Answer 1:

Yes. Please answer the questions at the Annex A.

Question 2:

How I can add my name to the Suppliers list in the Expo 2020

Answer 2:

First, **the Expo 2020 Dubai Organizer Team** who is responsible for the entire event is dedicating twenty percent (20%) of their procurement budget for small, medium and large enterprise (SME) opportunities. To access, search and submit bids for these opportunities related to Expo 2020 Dubai, please visit the Web site: Expo 2020 Dubai Marketplace and register at: <https://omp.expo2020dubai.com/>.



Request for Expression of Interest	
Closing Date	07/06/2019
Time	2:00 pm EDT
Reference number	7405360

A two-minute video on the home page of the Web site explains how it works. As of February 2019, only 170 Canadian companies had registered.

Question 3:

Also, what are the options?

Answer 3:

Major contracts for the supply and service of Canada's presence at Expo 2020 will be tendered publically. This may include communications services, hosting, retail boutique and other products and services necessary to operate Canada's pavilion at Expo 2020 Dubai.

The Canada Expo 2020 Dubai team leads and organizes Canada's participation at Expo 2020 Dubai. To learn more about tender opportunities for Canadian businesses (Request for Proposals, Request for Expression of Interest etc.) please visit:

- www.CanadaExpo2020.ca – Canada's official Web site as a participating country at Expo 2020 Dubai. Business opportunities specifically related to Expo 2020 Dubai are regularly announced on this site, accessible via the home page.
- www.buyandsell.gc.ca – lists government of Canada tender opportunities open to all eligible Canadian businesses. Expo 2020 Dubai opportunities tendered by Canada are also announced on this site.

Question 4:

Is there a certain list I can go through and choose from ?

Answer 4:

There are at least four different ways that public, private, not-for-profit organizations can support Canada (either at the Canada Pavilion or where Canada leads or participates in events at Expo 2020 Dubai) and participate:

1. **Offer a Financial Contribution** and gain exclusive access & visibility at the Canada Pavilion or Expo 2020 Dubai – please read the Request for Expression of Interest (RFEI) document at <https://buyandsell.gc.ca/procurement-data/tender-notice/PW-19-00873742>. Download the file [7405360_rfei_canadas_participation_at_expo_2020_dubai.pdf](#), then fill out and submit *Annex A*.



Request for Expression of Interest	
Closing Date	07/06/2019
Time	2:00 pm EDT
Reference number	7405360

2. **Offer an “In-kind” Contribution** and to showcase your product or service – please read the Request for Expression of Interest (RFEI) document at <https://buyandsell.gc.ca/procurement-data/tender-notice/PW-19-00873742>. Download the file *7405360_rfei_canadas_participation_at_expo_2020_dubai.pdf*, then fill out and submit *Annex A*.
3. **Host an Event or Meeting** to target prospective clients, partners, stakeholders, collaborators, contacts, or representatives from other countries – please contact us at CanadaExpo2020@International.gc.ca.

Participate in a Planned Event, demonstrate expertise/thought leadership and represent Canada – please contact us at CanadaExpo2020@International.gc.ca

Question 5:

Please advice and also how much is the minimum maximum investment we are looking at ?

Answer 5:

There Is NO maximum or minimum dollar value investment required for suppliers or organizational supporters (donors). All proposals will be evaluated based on individual merit.

Question 6:

We are participating in the RFP Tender of the Canada Pavilion. It is mentioned in the document that participants to the RFP are ineligible to participate in the RFEI.

Answer 6:

Please note that **during the bidding and awarding process** of the RFP for the Canada Pavilion, **bidding proponents are ineligible to respond to this RFEI**. However, **after the award** of Canada Pavilion RFP, **any non-winning proponents may** contact the Canada Expo 2020 Dubai team, to **discuss opportunities** to contribute to Canada’s participation at Expo 2020.

Question 7:

We have always participated in the past World Expos and took part of different pavilions delivering two solutions:

- Public presentation
- Facility management



Request for Expression of Interest	
Closing Date	07/06/2019
Time	2:00 pm EDT
Reference number	7405360

Therefore, we cover these two areas and deliver a turnkey solution for any needed service inside the venue and be the only contact with the client to manage the daily work during the 6 months duration.

Answer 7:

To deliver services in the “Public Presentation and facility management” areas – your company would have had to bid on the RFP for the Canada Pavilion, which is now closed. Please see the attached link:

<https://buyandsell.gc.ca/procurement-data/tender-notice/PW-FG-369-76393>

All other terms and conditions remain unchanged.