



**CANADA'S REPRESENTATIVE**

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

This is not a bid solicitation

|   |                         |             |
|---|-------------------------|-------------|
| <b>TITLE</b>  |                         |             |
| Canada's Participation at Expo 2020 Dubai   |                         |             |
| <b>RFEI NUMBER</b>  | <b>AMENDMENT NUMBER</b> | <b>DATE</b> |
| 7405360   | 002                     | 01/06/2019  |
| <b>RFEI DOCUMENT</b>  |                         |             |
| 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.   |                         |             |
| <b>PROPOSAL DELIVERY</b>  |                         |             |
| In order for the request for expression of interest (RFEI) to be valid, it must be received no later than June 7 <sup>th</sup> , 2019 2:00pm EDT.   |                         |             |
| Electronic proposals must be sent only to the following email address:<br><a href="mailto:audrey.paquin@international.gc.ca">audrey.paquin@international.gc.ca</a>  |                         |             |
| 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.                                  |                         |             |
| <b>ENQUIRIES</b>  |                         |             |
| 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. |                         |             |
| <b>LANGUAGE</b>   |                         |             |
| Expression of Interest documents shall be submitted in English or French.   |                         |             |



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| <b>Request for Expression of Interest</b> |                    |
| <b>Closing Date</b>                       | <b>07/06/2019</b>  |
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The amendment 002 is raise to answer questions from the industry.

## 1- QUESTIONS AND ANSWERS

### **Question 8:**

Is a financial contribution/payment of a fee expected in addition to the provision of in-kind materials such as the provision of products (e.g vehicles) for display?

### **Answer 8:**

If your organization wishes to provide an in-kind contribution to support Canada's participation at Expo 2020 Dubai, no fees are required. However, depending upon the type of in-kind contribution offered, you may be responsible for costs associated with transporting the contribution to and from the Expo 2020 Dubai site. All such arrangements will be discussed by both parties before an agreement is reached.

### **Question 9:**

Are the selected companies expected to "only" supply the goods to be displayed or is it their responsibility to also manage the lay out for the display of the products (e.g set up, banners, etc)?

### **Answer 9:**

Set up and display of in-kind contributions will be discussed and negotiated on a case-by-case basis by the organization offering support and the government of Canada. Moreover, to gain maximum visibility at Expo 2020 Dubai, it is anticipated that supporting organizations would provide electronic files of their organizational logo, or name, and/or other relevant digital marketing material.

### **Question 10:**

We would want to create a possibility in providing a proposal on how we can supply your event furniture requirements for the upcoming Expo 2020 in Dubai, UAE. Perhaps we can have a list of your requirements as well as a due date.



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**Answer 10:**

The design, construction (including furniture) , operation of the Pavilion building and the public presentation, have already been publically tendered through buyandsell.gc.ca. This tender is now closed.

Please go to the Request for Expression of Interest (RFEI) (link below) to review other types of financial or/and in-kind resources that could be offered:  
[https://buyandsell.gc.ca/cds/public/2019/05/17/ed821c2e874a460cc133b60f2e023d99/7405360\\_canadas\\_participation\\_at\\_expo\\_2020\\_dubai\\_rfei.pdf](https://buyandsell.gc.ca/cds/public/2019/05/17/ed821c2e874a460cc133b60f2e023d99/7405360_canadas_participation_at_expo_2020_dubai_rfei.pdf)

**Question 11:**

Is there a preference for the vehicle that will be needed to transport 15 people? Can it be a small bus? Will it need to be a limo bus? Will you need a driver available 24 hours a day?

**Answer 11:**

At this time, we cannot yet confirm exact numbers. There is no preference regarding the make or type of the vehicle. However, vehicles will have to provide enough space and safety features for staff to be transported back and forth to the Expo site. It is possible that in order to fulfill staff duties at Expo a driver will be needed on standby.

**Question 12:**

Is the Chauffeur Services only required for the Commissioner General? Will there be anyone else requiring this service other than stated?

**Answer 12:**

At this time, we cannot confirm exact details, which services will be needed, nor for whom.

**Question 13:**

Is there a preference for a Toyota, Nissan? Will the Commissioner need a driver?

**Answer 13:**

There is no preference regarding the make of the vehicle however, vehicles will have to provide enough space and safety features generally available across modern makes and models. It is possible that in order to fulfill his/her public engagement duties, the Commissioner General will need transportation around the city of Dubai and within the UAE in general.



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**Question 14:**

We were told the marketing and communications would appear at some point this summer. Just wondering if there is a date set for this?

**Answer 14:**

Solicitations related to marketing and communications for Canada's participation in Expo 2020 are currently in development and will be published on buyandsell.gc.ca. Please register and monitor buyandsell.gc.ca to ensure that you see all Government of Canada opportunities.

**Question 15:**

Does the RFEI refer to the marketing/communications aspect of Expo 2020 or if there will be a different RFEI and RFP? We are not sure, where the communications aspect comes in or if that will be a different RFP

**Answer 15:**

Solicitations related to marketing and communications for Canada's participation in Expo 2020 are currently in development and will be published on buyandsell.gc.ca. Please register and monitor buyandsell.gc.ca to ensure that you see all Government of Canada opportunities.

**Question 16:**

Is the request with this RFEI that marketing/communications be provided in-kind?

**Answer 16:**

Solicitations related to marketing and communications related to Canada's participation in Expo 2020 are currently in development and will be published on buyandsell.gc.ca. Please register and monitor buyandsell.gc.ca to ensure that you see all Government of Canada opportunities.

**Question 17:**

The expression of interest here

[https://buyandsell.gc.ca/cds/public/2019/05/02/75c160ae813cb22425e43703a87f4245/7405360\\_rfei\\_canadas\\_participation\\_at\\_expo\\_2020\\_dubai.pdf](https://buyandsell.gc.ca/cds/public/2019/05/02/75c160ae813cb22425e43703a87f4245/7405360_rfei_canadas_participation_at_expo_2020_dubai.pdf) is only for those people who want to be involved and completely fund their own way, or are we wrong in thinking this?

If there is an RFP or a correct link for the direct application for the curating of the Canadian Pavilion, please do point us in the right direction.



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**Question 18:**

Is this only for suppliers and organizations? I am a Canadian Expat living in Dubai just looking to volunteer and contribute to the representation of Canada at the Expo 2020. Is this where I can submit my interest? Or can you refer me to the right department?

**Answer 18:**

Thank you for your interest in volunteering with Expo 2020 Dubai. The Request for Expression of Interest (RFEI) is the best place for you to submit your interest. Solicitations related to Canada's participation in Expo 2020 Dubai will be published on buyandsell.gc.ca. Please register and monitor buyandsell.gc.ca to ensure that you see all Government of Canada opportunities for Expo2020 Dubai.

**Question 19:**

First of all, the services I offer are in collaboration with a key partner. Is it necessary to submit one joint application or two separate applications?

**Answer 19:**

It is recommended that one application per project be submitted for consideration. Information about both partners can be included on the form.

**Question 20:**

We offer an education service for young people in three areas: arts, sports and science. Part of the science component is provided by our key and specific partner in artificial intelligence. What is the best way to contribute to Expo 2020?



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**Answer 20:**

A Menu of Business and Promotional Opportunities document will be posted on the Web site at: <https://expo2020.canada.ca/en/index.aspx> . It describes the different ways to contribute to and/or participate in events planned for Expo 2020 Dubai. Thereafter, we invite you to download, fill out and submit form Annex A of the Request for Expression of Interest (RFEI) document.

**All other terms and conditions remain unchanged.**