

ACAN Solicitation Number: 19-58020

National Research Council Canada - Advisor in Japan

1. Advance Contract Award Notice (ACAN):

An ACAN is a public notice indicating to the supplier community that a department or agency intends to award a contract for goods, services or construction to a pre-identified supplier, thereby allowing other suppliers to signal their interest in bidding by submitting a statement of capabilities. If no supplier submits a statement of capabilities that meets the requirements set out in the ACAN on or before the closing date stated in the ACAN, the contracting officer may then proceed with the award to the pre-identified supplier.

2. Definition of the requirement:

In the pursuit of its mandate, the National Research Council Canada (NRC) has identified the need to increase engagement with Japan's innovation eco-system and as such has a requirement for a Consultant who will be responsible in assisting with the elevation of NRC's profile within the Japanese innovation community which includes large R&D-driven Japanese Corporations, Japanese Government Ministries and Agencies, Research Institutes and leading Japanese Universities. The Consultant will have a thorough understanding of Japanese culture, Japanese language, business environments and approach to innovation while leveraging a pre-existing, extensive network of high-level contacts throughout Japan's ecosystem to accelerate the achievement of NRC's objectives in Japan.

3. Criteria for assessment of the statement of capabilities (minimum essential requirements):

Any interested Consultant must provide a statement of capabilities that demonstrates and provides evidence that they meet the following requirements as a Principal Consultant.

- Must have a Master's or Doctor's degree in a Natural Science or Engineering, obtained from a Japanese University.
- Must have native-level Japanese and business-level English language skills.
- Must have a minimum of 20 years of experience in an R&D-related area of a major Japanese technology company (more than 25,000 employees on a consolidated basis), or in an innovation-related Japanese Government Department or Agency. This work experience must also include one or more positions as a Senior Executive in the organization, in a position related to R&D.
- Must have extensive experience with either receiving or disbursing R&D funding from Japanese R&D funding agencies, or directly from Japanese Ministries with multiple billion yen in total funding received or disbursed.
- Must have an extensive network across Japan's Innovation Ecosystem, including:
 - Representatives from at least 30 Japanese Universities which should include at least 20 of the 37 Universities identified in the Japanese Ministry of Education, Culture, Sports, Science and Technology (MEXT) in the "Top Global University Project".
 - Senior executives from at least 30 large Japanese corporations (more than 25,000 employees on a consolidated basis).

- As evidence of this network, the Consultant must submit a list of senior-level representatives at large Japanese technology companies, Government, and Japanese Research Institutes that the Principal Consultant knows professionally. NRC may reach out to some of these people to act as references.

- Must meet all legal requirements to work in Japan on or before the contract start date. Any subcontractors or staff members of the Consultant working on NRC-related files must also meet these requirements.
- Must maintain a presence at NRC's office in Japan during regular business hours, which will be established in a location still to be determined in central Tokyo.
- Must be able to travel to Canada as well as within Japan.
- Must obtain Security Clearance and Integrity Verification as part of the Government of Canada's Ineligibility and Suspension Policy.
- Any subcontractors or staff members working on NRC-related files must also meet the same security requirements outlined above to obtain a clearance from the Canadian Government before being allowed to do any work under this contract.
- Required security level: Reliability

4. This procurement is subject to the following trade agreement(s):

The Canadian Free Trade Agreement (CFTA)
The North American Free Trade Agreement (NAFTA)
The World Trade Organization Agreement on Government Procurement (WTO-AGP)

5. Justification for the pre-identified supplier:

The pre-identified supplier: Co-Creation Tech Lab – Shigeru Sasaki.

Shigeru Sasaki is the former CEO of Fujitsu Laboratories and CTO of Fujitsu Ltd. As former head of Fujitsu's R&D efforts, Shigeru Sasaki has access to a network of peers in many large Japanese companies. He also has experience collaborating with Japan's RTO's and dealing with Japanese R&D funding agencies. As former Chairman of Fujitsu's Research Laboratories in the UK, USA, and China, Mr. Sasaki is also very familiar with international R&D collaborations. Mr. Sasaki has over 20 years of relevant experience in an R&D-related area at a large Japanese technology company and is knowledgeable of current trends in Japan's innovation ecosystem, including a recent push towards open innovation. Shigeru Sasaki is the only known consultant that can provide expert advice on matters related to Japan's innovation ecosystem and the approaches to R&D collaborations of large Japanese corporations in Japan, and can help position NRC with the most suitable organizations.

6. Exclusions and/or limited-tendering reasons:

Only one vendor is able to satisfy the unique technical requirements listed herein.

7. Ownership of intellectual property:

There is no IP that will be generated as a result of this initiative.

8. Period of the proposed contract or delivery date:

The contract period is for one year from the agreement date and may be renewed for 5 additional one-year terms at the sole discretion of the NRC.

9. **Cost estimate of the proposed contract:**

The estimated annual value of the contract, excluding option(s), is \$270,000 CAD. NRC reserves the right to negotiate with the proposed consultant.

10. **Name and address of the pre-identified supplier:**

Co-Creation Tech Lab
c/o Shigeru Sasaki
780-6 Nakayama, Midori-ku
Yokohama, Japan
226-0011

11. **Suppliers' right to submit a statement of capabilities:**

Suppliers who consider themselves fully-qualified and available to provide the goods, services or construction services described in the ACAN may submit a statement of capabilities in writing to the contact person identified in this notice on or before the closing date of this notice. The statement of capabilities must clearly demonstrate how the supplier meets the advertised requirements.

12. **Closing date and time for a submission of a statement of capabilities:**

The closing date for accepting statements of capabilities is July 26th, 2019, at 2:00 PM EDT.

13. **Inquiries and statements of capabilities are to be directed to:**

NRC Contracting Officer: Marlene Lindsay
National Research Council Canada
Bldg. M-58, 1200 Montreal Road, Ottawa, ON
Telephone: 613-990-0922
Email: Marlene.Lindsay@nrc-cnrc.gc.ca