

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

The National Economic Accounts Division (NEAD), within Statistics Canada, is continuously investigating new data sources to improve its products such as the quarterly gross domestic product (GDP) estimates, and to fulfill Statistics Canada's requirements to the federal-provincial fiscal arrangements regulations and to the Harmonized Sales Tax (HST) allocation formula.

Understanding the motor vehicle market in Canada has always been a requirement at Statistics Canada because of its volatility and importance in the measurement of household expenditure on consumer goods together with its impact on GDP and household savings.

J.D. Power and Associates (JDPA) launched the Power Information Network (PIN) in Canada in 2003. PIN collects, processes, edits and releases monthly information on retail transactions with individuals. PIN collects statistics from the dealer management systems on new and used motor vehicles sold in Canada by participating new motor vehicle dealers operating in major metropolitan areas such as Vancouver, Edmonton, Calgary, Toronto and Montreal. Statistics available from the PIN include the number of new motor vehicle transactions by model and model year together with the vehicle price less customer cash rebate and the Manufacturer Suggested Retail Price (MSRP). It also breaks down the sales into cash purchases, financed purchases and leases. PIN covers approximately 25% of all transactions with individuals. Information on the actual transaction price of new vehicle purchases from JDPA combined with provincial and territorial registration data available represents a unique source to apply the concepts of the Canadian System of National Accounts (CSNA). Access to these monthly data is critical in supporting the analysis of the motor vehicle market as they determine the Canadian demand by household in terms of units and value. It represents an important component in the supply/disposition analysis carried out in the CSNA.

The JDPA data combined with the registration data will have a significant role in the federal-provincial fiscal arrangements regulations and in the Harmonized Sales Tax (HST) allocation formula as household demand for new motor vehicles represents approximately 8% of the representative average tax base for household expenditure. The price data from JDPA will also be exploited by the Consumer Price Division as an additional input into determining the Consumer Price Index (CPI) for new motor vehicle purchases and leases. The calculation of sales tax estimates in the CSNA also relies on the valuation by type of transactions, purchases or leases.

3. Criteria for assessment of the Statement of Capabilities (Minimum Essential Requirements)

Any interested supplier must demonstrate by way of a statement of capabilities that it meets the following requirements:

Statistics Canada requires new and used vehicle motor sales statistics by model. This data is required on a monthly basis, within one month following the reference month.

Data is required for the reference month starting from the month of contract award until reference month of June 2022. The data received must be electronically transferred in an easily accessible format such as MS Excel spreadsheet.

- The data provider must provide a client service representative when needed.

- The data must include **new motor vehicle sales** by sales month, by vehicle model, by model year, and by the counts sold that month. For all these aggregates, detail regarding the average final vehicle price paid by the customer (less customer rebate), the average type of sale (% cash, % finance, and % lease), the average trade-in amount and the average percentage of trade-ins are also required.
- The data must include **new motor vehicle leased** by sales month, by vehicle model, by model year, and by the counts sold that month. For all these aggregates, detail regarding the average final vehicle price (less customer rebate), the average lease term, the average down payment, the average monthly payment, the average annual interest rate charged on leases and the average lease residual are also required.
- The data must include **new motor vehicle sales for the top thirty five (35) vehicle models purchased** (not leased), by sales month, by vehicle trim level (such as EX, DX, XLT), by model year, by certain urban centers (including Montreal, Toronto, Calgary/Edmonton and Vancouver, Atlantic and Territory), and by the counts sold that month. For all these aggregates, detail regarding the average final vehicle price paid by the customer (less customer rebate) and the percentage of trade-ins are also required.
- The data must include **new motor vehicle leased for the top thirty five (35) vehicle models leased**, by sales month, by vehicle trim level (such as EX, DX, XLT), by model year, by certain urban centers (including Montreal, Toronto, Calgary/Edmonton and Vancouver), and by the counts sold that month. For all these aggregates, detail regarding the average final vehicle price (less customer rebate), the average lease term, the average down payment, the average monthly payment, the average annual percentage rate of return and the average lease residual are also required.
- The data must include **used motor vehicle sales sold by new car dealers** by sales month, by vehicle model, by the counts sold that month and an average of how old they were. For all these aggregates, detail regarding the average final vehicle price paid by the customer (less customer rebate) and the average vehicle age are also required.
- Twice per year, the data must include information on new motor vehicle sales of diesel, electric, flexible, gas and hybrid vehicles.
- The data must have a good coverage of the economy. The new motor sales data are required to have a sample of at least 10% of the annual new motor vehicle sales. For the used motor vehicles, a required sample of 10% of the annual used motor vehicle sales by new motor vehicle dealer is also required.

4. **Applicability of the Trade agreement(s) to the requirement**

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

- Canadian Free Trade Agreement (CFTA)

5. **Justification for the Pre-Identified Supplier**

J.D.Power and Associates is the exclusive owner of the PIN database. No other qualified vendor has been identified.

6. **Government Contracts Regulations Exception(s)**

The following exception(s) to the *Government Contracts Regulations* is (are) invoked for this procurement under subsection:

Subsection 6(d) -“only one person is capable of performing the work”

7. Exclusions and/or Limited Tendering Reasons

The following exclusion(s) and/or limited tendering reasons are invoked under the section of the trade agreement specified:

- Canadian Free Trade Agreement (CFTA)
 - Article 513.1(b) is applicable on the basis “where there is an absence of competition for technical reasons and the goods or services can be supplied only by a particular supplier and no alternative or substitute exists;
- North American Free Trade Agreement (NAFTA)
 - Annex 1001.1b - 2 services - Section B - Excluded Coverage - D Information Processing and Related Telecommunications Services D317 - Automated News Service, Data Services, or Other Information Services. Buying data, the electronic equivalent of books, periodicals, newspapers, etc.

8. Ownership of Intellectual Property

Ownership of any Foreground Intellectual Property arising out of the proposed contract will vest in the Contractor.

9. Period of Proposed Contract

The proposed contract is for:

| | |
|--------------------------------|---|
| Initial Contract Period | Date of Contract Award to June 30, 2020 |
| Option Period 1 | July 1, 2020 to June 30, 2021 |
| Option Period 2 | July 1, 2021 to June 30, 2022 |

10. Cost estimate of the proposed contract

The estimate value of the contract, including options is \$171,192.00 (GST/HST extra)

11. Name and address of the pre-identified supplier

J.D. Power and Associates
161 Bay Street, 27th Floor
Toronto, Ontario M2J-2S1

12. 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.

13. Closing date for a submission of a statement of capabilities

The closing date and time for accepting statements of capabilities is December 4, 2019 at 14:00 EST.

14. Inquiries and submission of statements of capabilities

Inquiries and statements of capabilities are to be directed to:

Name: Myriam Dupuis

Title: Contracting Advisor

Organization: Statistics Canada

Address: 150 Tunney's Pasture Driveway, Ottawa, Ontario K1A 0T6

Telephone: 613-698-0470

E-mail: myriam.dupuis@canada.ca