



RETURN BIDS TO:

RETOURNER LES SOUMISSIONS À:

Marine Emergency response Division/Division des interventions maritime
Centennial Towers 7th Floor - 7w11
200 Kent Street
Ottawa
Ontario
K1A0S5

**LETTER OF INTEREST
LETTRE D'INTÉRÊT**

Comments - Commentaires

Vendor/Firm Name and Address
Raison sociale et adresse du
fournisseur/de l'entrepreneur

Issuing Office - Bureau de distribution
Marine Emergency Response Division/Division des Interventions en cas d'urgence maritime
Centennial Towers 7th Floor - 7W11
200 Kent Street
Ottawa
Ontario
K1A0S5

Title - Sujet Industry Day AtoN Program	
Solicitation No. - N° de l'invitation F7047-190047/A	Date 2019-12-09
Client Reference No. - N° de référence du client F7047-190047	GETS Ref. No. - N° de réf. de SEAG PW-\$ERD-011-27530
File No. - N° de dossier 011erd.F7047-190047	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2020-02-28	
Time Zone Fuseau horaire Eastern Standard Time EST	
F.O.B. - F.A.B. Plant-Usine: <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: Beland, Marc	Buyer Id - Id de l'acheteur 011erd
Telephone No. - N° de téléphone (343) 542-1635 ()	FAX No. - N° de FAX () -
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction: Specified herein Précisé dans les présentes	

Instructions: See Herein

Instructions: Voir aux présentes

Delivery Required - Livraison exigée See Herein	Delivery Offered - Livraison proposée
Vendor/Firm Name and Address Raison sociale et adresse du fournisseur/de l'entrepreneur	
Telephone No. - N° de téléphone Facsimile No. - N° de télécopieur	
Name and title of person authorized to sign on behalf of Vendor/Firm (type or print) Nom et titre de la personne autorisée à signer au nom du fournisseur/ de l'entrepreneur (taper ou écrire en caractères d'imprimerie)	
Signature	Date

Letter of Interest (LOI) – Aids to Navigation (AtoN) Program Industry Days – Discussion on innovations and opportunities.

Description

Trade Agreement: CETA / WTO-AGP / CFTA / NAFTA
Tendering Procedures: All interested suppliers may submit a bid
Competitive Procurement Strategy: N/A - P&A¹/LOI Only
Comprehensive Land Claim Agreement: No

Aids to Navigation (AtoN) Program Industry Days – Information and Engagement Sessions

Interested suppliers are invited to participate in information and engagement sessions over two days that will be hosted by Public Services and Procurement Canada's (PSPC) Marine Emergency Response Division, Marine Services and Small Vessel Sector, in collaboration with the Canadian Coast Guard (CCG) Marine and Civil Infrastructure and Environmental response Directorate and the Office of Small and Medium Enterprises (OSME).

The first day will consist of an information session and will be accessible in-person or through WebEx. The second day will consist of Government to Business in-person one-on-one sessions. Both days will take place in the Papineau room, Centre des conférences, Place du Portage, Phase 4, located at 140 Promenade du Portage, Gatineau, Québec.

Participants will be able to ask questions related to the new buoy requirements under the Aton program and bidding process.

Day 1 – Information Session - Tuesday, January 21, 2020 from 9:00 am to 4:00 pm (EST)

Participants in the information session will:

- Understand what the CCG AtoN program is all about -who we are and what we do
 - Understand regional challenges etc.
 - Understand procurement challenges (chain deliveries etc.)
 - Learn more about upcoming opportunities and the future direction of the AtoN Program
 - Understand the requirements of Requests for Proposals to better prepare a bid submission
 - Have the opportunity to ask questions about the bidding process
 - Innovation challenges to Industry
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Day 2 – Government to Business One-on-One Sessions - Wednesday, January 22, 2020 between 9:00 am and 4:00 pm (EST)

Participants in the 1 hour in-person one-on-one sessions will have the opportunity to:

- Showcase their products to Government
- Provide input on marine industry trends
- Discuss the aspects of the upcoming CCG buoy requirements including:
 - o Buoy specifications, overall life cycle costs, disposal and biodegradability of materials
 - o Battery options for the Q4S Buoys, including disposal
 - o Issues with CCG current specifications (buoys, lanterns, other)
 - o Identifying possible procurement efficiencies
 - o Disposal options for buoys, lanterns and batteries

[Seeking Industry feedback - Questionnaire open to all interested parties](#)

The CCG is also interested in obtaining industry feedback in key areas. All interested parties are invited to complete [our online questionnaire](#).

If our online questionnaire is not accessible to you, please contact Marc Béland at marc.beland@pwgsc.gc.ca for assistance and to obtain other formats such as a text file with regular or large print, or to participate in a phone interview.

[How to register for the Industry Days](#)

To participate in the Industry Day information session in-person or via WebEx, and/or to participate in the Government to Business in-person one-on-one sessions, please complete the following [online registration form](#) on or before **January 17, 2020**.

When registering, participants are also encouraged to submit questions and comments, which will be addressed during the information session and can be discussed during the one-on-one sessions should they wish to attend. Please indicate any requirement for accommodations when completing the registration. If our online registration is not accessible to you, please contact Marc Béland at marc.beland@pwgsc.gc.ca for assistance and to obtain other formats such as a text file with regular or large print, or to register over the phone.

NOTES:

- The information session will take place in English. However, all presentation materials will be available in both English and French. Questions will be welcomed in both languages and will be addressed accordingly.
- The one-on-one sessions will be available in English or French according to your preference. An alternative date and time may be arranged upon request for a teleconference or in-person one-on-one session.
- Please note that lunch will not be provided during the industry days. A selection of restaurants and cafes are available on-site for your convenience.

Following registration, participants will receive a confirmation of their participation and related details.

Important: This is not a bid solicitation process and a contract will not result from this request. Participation in this Letter of Interest (LOI) is not a condition or prerequisite for the participation in any potential subsequent solicitation. Please note that respondents will not be reimbursed for any cost incurred by participating in this LOI.

[For more information](#)

If suppliers have any questions regarding this Industry Day, please direct emails to the following Public Services and Procurement Canada contracting authority:

Marc Béland

Supply Specialist

Marine Emergency Response Division | Marine Services & Small Vessels Sector

Public Services and Procurement Canada | Government of Canada

marc.beland@pwgsc.gc.ca | 343-542-1635

[Stay informed](#)

Please consult the attached agenda and presentation materials.

To receive email updates about this LOI, subscribe using Tender Notice Updates (above).

DAY 1- MCI Industry Day Agenda	
Time	Topic
8:45-9.00 am	Welcome/Opening Remarks
9:00- 10:00	General Operational Requirements of the CCG AtoN program <ul style="list-style-type: none"> - present what the CCG AtoN program is all about -who we are and what we do. - regional challenges etc. - Procurement challenges (chain deliveries etc)
10:00-10:30am	Aids To Navigation Equipment Program <i>Presented by the Canadian Coast Guard</i>
10:30- 10:45	Health Break
10:45- 12:00	Aids To Navigation Equipment Program (cont'd)
12:00- 1:15pm	Lunch
1:15-2:30pm	Bidding on Opportunities <i>Presented by the Office of Small and Medium Enterprises, PSPC</i>
2:30-2:45pm	Health Break
2:45-3:00pm	Closing Remarks
3:00-4:00 pm	Networking

DAY 2- MCI Industry Day Agenda	
Time	Topic
8:45-9.00 am	Explanation of Break out sessions with various vendors
9:00- 10:30	Break out sessions
10:30- 10:45	Health Break
10:45- 12:00	Break out sessions (cont'd)
12:00- 1:15 pm	Lunch
1:15-3:30 pm	Break out sessions (cont'd)
3:30 - 4:00 pm	Industry Day Wrap up

