



Advance Contract Award Notice

Employment and Social Development Canada (ESDC) requires an expert trainer in the field of evidence based leadership training and performance measurement processes that support performance improvement and the development of a strong performance culture in organizations.

The purpose of the Advance Contract Award Notice ACAN is to signal the Government of Canada's (GC) intent to award a contract to:

Adura Strategy Incorporated
4723 McNair Place
North Vancouver, BC V7K 2X7

Before awarding a contract, the GC would like to provide other suppliers with the opportunity to demonstrate that they are capable of satisfying the requirements set out in the ACAN by submitting a statement of capabilities during the fifteen (15) calendar days posting period.

If other potential suppliers submit a statement of capabilities during the fifteen (15) calendar days posting period that meet the requirements set out in the ACAN, the GC will proceed to a full-tendering process on the government's electronic tendering service or through traditional means in order to award the contract.

If no other supplier submits, on or before the closing date, a statement of capabilities meeting the requirements set out in the ACAN, a contract will be awarded to the preselected supplier.

Title

PuMP Performance Measurement Blueprint workshop Western Canada & Territories Region (WT), Benefits Delivery Services Branch (BDSB) leadership and business expertise employees.

Background

BDSB is comprised of five programs and all play a crucial part contributing to overall client service. It has been identified that the program Operational Plans could be stronger at identifying targets with real activities to help achieve the intended goals. This training will enable everyone involved with the planning process to develop a more meaningful plan that keeps the strategy focused on the clients. The new techniques will help teams quickly recognize and assess whether current actions are having an impact or not, and if not, what the next steps should be.

Requirement Definition

The Contractor will deliver training on how to redesign the performance measurement process and creating measurable strategies.

To do this, the Contractor will apply its training on how to make strategies measurable and



easier to communicate, design meaningful performance measures, develop ownership and buy-in from employees, bring measure to life with a consistent approach, design actionable reports & dashboards, identify signals on whether performance is improving and make measurement about transformation.

The Contractor will rely on previous experience and certification as a licensed PuMP trainer through Stacey Barr Ltd: <https://adurastrategy.com/about/our-partners/>

Justification for the Pre-Selected Supplier

It has been determined that Adura Strategy is the only known Canadian supplier (licensed PUMP Partner) that is capable of successfully performing the work with their proven PuMP methodology. There are no alternate sources of supply within Canada that provide the relevant experience and resources to meet the requirements and deliverables at this time.

Adura Strategy regularly facilitates these workshops throughout the year across Canada. They will teach the PuMP 8 step methodology to help redesign our performance measurement process and make our strategies more measureable. They offer public sessions as well, but at \$3450 per person, it is more cost effective to organize a private in-house session.

Contract Period

The specialized services required for this project can take place during the period between the contract award date up to March 31, 2020.

Estimated Contract Value

The estimated total value of the contract is \$70,875 inclusive of applicable taxes.

Intellectual Property

The vendor has exclusive ownership of, and rights to use, the intellectual property (IP) for the services in question.

Submission of Statement of Capabilities

Suppliers who consider themselves fully qualified and available to meet the specified requirements may submit a statement of capabilities in writing to the Contracting Authority 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.

Minimum Essential Requirements

The bidder must demonstrate that they have the experienced and qualified resources to undertake the specified work including the following:

1. The bidder must demonstrate they are qualified and have working knowledge to teach the PuMP performance measurement blueprint methodology.
2. The bidder must demonstrate their experience in business, marketing, strategic planning and leadership.



3. The bidder must demonstrate a minimum of two years experience in consulting practice.

The closing date and time for accepting statements of capabilities are:

March 4, 2020 @ 14h00 EST

Inquiries and statements of capabilities are to be directed via email to:

Marie-Claude Darragh
Senior Procurement Specialist
NC-SOLICITATIONS-GD@hrsdc-rhdcc.gc.ca