



Advance Contract Award Notice (ACAN)

1. 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 Department of Western Economic Diversification Canada (WD) requires a contractor to conduct an environmental scan of western Canadian industry (covering the provinces of British Columbia, Alberta, Saskatchewan and Manitoba) covering ITB-specific capabilities^a that are relevant from the perspective of the [Industrial and Technological Benefits \(ITB\) Policy](#). This will include deliverables such as industry profiles, heat maps locating concentrations of particular capabilities, provision of inventory lists of ITB relevant companies^b under headings defined by WD, presentation formats and other information.

The environmental scan will also identify post-secondary and public research institutions whose programming, skills development and training or research activities are in areas relevant to the ITB Policy.^c The development of a post-secondary institution/public research institution profile will also be included along with inventory lists of ITB relevant institutions under headings defined by WD. The environmental scan will also include industry associations in western Canada whose members have capabilities that are relevant within the context of the ITB Policy. The development of industry association profiles and associated analysis will also be included.

The focus areas noted in the box below (Project Focus Area Summary) are to be covered in products developed as part of the contract. Please note that final contract deliverables will not be limited to what is specified in this document, and are subject to change.

Project Focus Area Summary

Focus area – Sector Overview

- a. Overview of defense industry trends that may impact ITB-relevant Western Canadian industry, Post-secondary Institutions (PSI), and Public Research Institutions (PRI). For example:
 - o growing demand areas related to government defense spending priorities
 - o future potential demand areas based on industry trends (e.g. high tech, space)
 - o profile of western supply side including firms and PSIs/PRI's capabilities in supply related goods and services (including crossover technologies)
 - o summary of any gaps between key demand areas and the supply potential of western industry and PSIs/PRI's.

Focus area - Industry Analysis of Western Canadian Companies

- b. Create inventory lists of ITB-relevant companies based on ITB-specific capabilities. Include industry maps and geographic distribution - including heat maps indicating the distribution of companies and capabilities by subsector - defence-related Air, Land and Marine, and by WD ITB-specific capability.
- c. Inventory of *Indigenous-owned* ITB-relevant companies. Include industry maps and geographic distribution - including heat maps indicating the distribution of companies and capabilities by subsector - defence-related Air, Land and Marine and by WD ITB-specific capability.
- d. Revenue by Subsector, including defence-related Air, Land and Marine, and by ITB-specific capability
- e. National comparisons of GDP contributions and job by ITB-specific capability (western region compared to the rest of Canada, and comparison of the four western provinces to each other).
- f. Export/Import Partners^d - exports and imports by subsector if possible, including dollar value.
- g. Labour profile including types of occupations and number of employees, as well as key demographic data including gender and age cohort for the subsectors. As available, include occupational demand and supply trends (outlooks and projections).



Focus area - ITB Relevant Post-Secondary Institutions (PSI) / Public Research Institutions (PRI) in Western Canada

- h. Inventory list of PSI/PRI's focused on ITB-related/relevant capabilities. Include maps and geographic distribution - including heat maps indicating the distribution of PSI/PRI's and capabilities by subsector - defence-related Air, Land and Marine, and by ITB-specific capability.
- i. Inventory of programming, skills development and training opportunities, and research areas of expertise that are relevant within the context of the ITB Policy.
- j. Map & Geographic Distribution of - Indigenous-controlled educational or training facilities (PSI/PRI's)
- k. Inventory of programming, skills development and training opportunities, and research areas of expertise that are relevant within the context of the ITB Policy for Indigenous Peoples.

Focus area - Industry Associations in Canada

- l. Map of ITB-relevant industry associations across Canada (showing physical location of each association head office and the location and number of members of each association).
- m. Analysis of the ITB-relevant industry association landscape in western Canada compared to the rest of Canada (including national associations, where applicable).
- n. Analysis of the relative capacity of the industry associations (e.g. number of employees, number of members, sources of funding, amounts of funding).
- o. Comparison of Regional Development Agency funding to industry associations across Canada (current and historical).
- p. Cross-reference of companies identified in the industry profile with industry association membership.

Focus area – Government Support Funding Programs

- q. Inventory of federal and provincial funding programs, by province, that support the development of ITB-specific capabilities (e.g. Strategic Innovation Fund, Innovation for Defence Excellence and Security program).

Focus area – Conclusions and Recommendations

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:

- (a) Experience working on at least two contracts of similar scope and complexity;
- (b) Experience working with other departments within the Government of Canada;
- (c) Knowledge and understanding of the Industrial and Technological Benefits Policy, including the Value Proposition;
- (d) Holds a Bachelor's degree in a field relevant to the work to be undertaken. Preference may be given to contractors holding an advanced degree

4. Applicability of the Trade Agreement(s)

This procurement is not subject to any trade agreements. The provisions of any resulting contract will be such that Canada's total potential liability will be restricted to less than any applicable trade agreement threshold.

5. Justification for the Pre-Identified Supplier

The WD ITB Team's primary function is to help connect western Canadian firms and organizations to companies with ITB obligations and to connect western firms to one another. WD is seeking information that will aid in this process. WD is working to expand its database of company and organization capabilities, and OMX is the only organization known to maintain an evergreen database of firms/organizations that are relevant to this scope of work. WD will have access to OMX databases during and after the project and will be able to maintain up-to-date files after receiving capability information from OMX.

OMX has demonstrated knowledge of Western Canadian business and PSIs/PRI's, and how the ITB Policy relates to these types of stakeholders. OMX has also produced past reports focused specifically on the



defence and aerospace industry in western Canadian provinces. As a regional development agency, western region specific data is valuable and can inform WD's work going forward.

OMX maintains a platform specializing in accessing procurement opportunities and analyzing the economic impact of organizations in the domestic and international defence and aerospace industry. The OMX database is populated with up-to-date information and will allow the project to be completed within three months. This is important, as the outcome of this project is to support the development of a WD internal work strategy expected before the end of the 2020-2021 fiscal year. OMX will be able to provide the required information with minimum effort resulting in lower costs. WD tracks industrial capabilities using categories very similar to those employed by OMX, so information provided by OMX to WD will be a close fit and can easily be integrated into WD's existing databases.

6. Government Contracts Regulations Exception(s)

The following exception to the Government Contracts Regulations is invoked for this procurement under subsection:

6(d) – “Only one person is capable of performing the work.”

7. Ownership of Intellectual Property

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

8. Period of the Proposed Contract or Delivery Date

The proposed contract will be for a period of approximately three (3) months, from date of award to approximately October 30th, 2020. There will be no option periods.

9. Cost Estimate of the Proposed Contract

The estimated maximum value of the contract is \$65,000.00 (GST/HST extra).

10. Name and Address of the Pre-Identified Supplier

Offset Market Exchange Inc.
701-460 Richmond STW
Toronto, Ontario
M5V 1Y1
Canada

11. Supplier's 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 for a Submission of a Statement of Capabilities

The closing date and time for accepting statements of capabilities is **August 5, 2020 at 15:00Hrs MDT.** Inquiries and statements of capabilities are to be directed to:

Name : Michelle Owens
Title : Procurement Manager
Address : 9700 Jasper Avenue NW
Edmonton, Alberta
T5J 4H7 Canada

Telephone: (780)495-4217
E-mail: michelle.owens@canada.ca



^a **ITB Specific Capability:** WD's ITB Specific Capability List includes capabilities commonly sought by major defence contractors when developing supply chains related to defence procurements, or when identifying investment opportunities to fulfill ITB obligations. These capabilities are based on ISED ITB Defence Sector definitions, Key Industrial Capabilities (KICs), and WD definitions. There are 26 broader capability categories, each of which has various subcategories.

^b **ITB Relevant Company:** A company with capabilities that may be of interest to potential bidders or contractors on a defence procurement project. This includes companies whose capabilities are directly related to the equipment or services being procured by Canada, as well as companies with unique or innovative capabilities that, while not directly related to the equipment or services being procured by Canada, may be of interest to bidders or contractors given their product or business lines (e.g. artificial intelligence technologies, advanced manufacturing, clean technology, data visualization etc.).

^c **ITB Relevant Post-Secondary Institution & Public Research Institution:** The ITB Policy encourages ITB investment partnerships with Canadian post-secondary academic and public research institutions, including the formation of research consortia, to create an environment that supports world-class innovation and allows for the fusion of hands-on, industrial experience with academic knowledge and inquiry. To motivate bidders to partner with Canadian universities and colleges, additional points may be awarded based on the R&D that bidders and their major suppliers propose to undertake with accredited Canadian post-secondary institutions. Major contractors may choose to invest in PSIs and PRIs if these institutions have specializations in areas complimentary to ITB Specific Capabilities (note: this is condensed definition of terms).

^d Countries where goods and services are exported to / imported from.