

1. **We would like to confirm that the maximum fee set out on page 21 of the RFP (section 13.0 Financial Proposal) is intended to cover both the initial development of Deliverable A and B (as set out on page 15) in 2021 and the completion of the follow up reports for Deliverable B in 2022-2024.**
 - Yes, the amount specified in section '*13.0 Financial Proposal*' is intended to cover both the initiative development of Deliverable A, and the product specified through Deliverable B.
2. **We note that there is considerable uncertainty over the scope and cost of Deliverable B prior to the completion of an agreed methodology which would be done as part of Deliverable A. Given this, are you open to bid that contains a fixed price for Deliverable A but not for Deliverable B? Under this model the price and scope of Deliverable B would be agreed once Deliverable A is complete.**
 - The \$400,000 amount specified in section '*13.0 Financial Proposal*' represents the maximum amount of funding allocated to this project through the program's internal budget. The amount must cover both deliverables.
3.
 - a. **Can you provide any information on data already held by either ISED or the Superclusters which could be made use of in this study (e.g. financial data on partner firms)?**
 - b. **We understand that the Crown requires a contractor to develop and apply a methodology to measure the economic impact of clusters. Developing such a methodology can be data intensive. Can the Crown provide more detail on the type of data it intends to make available to the contractor? In addition, can the Crown specify any data related to clusters and recipients that it plans not to share with the contractor?**
 - The successful bidder will have access to data the ISI currently holds through its financing and performance measurement activities. This includes the amount allocated to each project and its corresponding project partners, as well as qualitative project benefits attested to by the project lead.
4. **Can you confirm whether primary data collection activities would be consolidated by the Superclusters (i.e. they would contact partner organisations to gather data based on surveys provided by the consultant, consolidate the data and provide to the consultant) or whether the consultant would be expected to lead on data collection efforts with individual supercluster partners (i.e the Supercluster may send an introductory email only to connect the consultant with their partners)?**
 - The Innovation Superclusters Initiative maintains an arms length approach to companies involved in Supercluster projects. The Supercluster acts as an intermediary between ISI and project partners. This project will proceed with the full knowledge and participation of the Supercluster entities, who will facilitate any research activities that involve project partners or Supercluster membership. The Contractor will work with ISED to determine the best way to collect information from the Superclusters in order to align with other information requests and

minimize duplication. ISED will facilitate the conversation with the Superclusters and the Contractor.

5. **On page 15, in Section 6.0 Deliverables, the RFP notes that the timeline for Deliverable A is 16 weeks following contract signature. Under Deliverable B, the RFP indicates that a report on impact for each supercluster is due one month after the methodology is finalized and also annual reports on the 5 superclusters starting in April 2021. Is the report due one month after the methodology is finalized an annual report due in April 2021?**

- Recommendation is an amendment to the text of the RFP, changing the wording of the bullet in question from:
 - **Annual report summarizing and aggregating results for the 5 Superclusters – starting April 2021 and ending March 2024**
- To**
 - Annual report summarizing and aggregating results for the 5 Superclusters – starting one month following the receipt of Deliverable A. Following the first round of deliverables, reports will be due annually on the 31st of March, continuing until March 2024.

6. **12.2 and 12.3 in Section 12.0 Point Rated Requirements, on page 20, both include:**

“The Bidder is to provide a minimum of five (5) projects in the last five (5) years, they were involved in to demonstrate this experience.

Up to 5 points per project up to a maximum of 30 points.”

Does this mean that in order to score maximum points a bidder must include 6 projects? Or are 25 points awarded on a per project basis and 5 points awarded on another basis?

- The 5 projects requested represent the minimum threshold for bidder qualification. In order to achieve the maximum number of points for this section (30), the bidder is required to demonstrate one additional project (ie. 6 total).

7. **On page 20, the requirement for 12.4 reads:**

“The Bidder should demonstrate that they are able to access multiple resources and expertise in technological, business, and economic research to produce timely analysis, advice, and quality strategic reports regarding advanced manufacturing insight and circumstance-specific analysis on a global scale. Specifically, the Bidder must demonstrate that it meets the requirements by submitting three (3) samples of work related to the following:”

Is there additional text that should come after “the following:”?

- Recommendation is simply to remove **“related to the following”** through a simple amendment to the RFP text

8. **On page 15, Deliverable A, the fourth bullet mentions "*Analysis describing the economic impact model prepared for the program – Week 16 following contract signature*". Can you elaborate on what is meant by this i.e., does the mean you**

require an analysis of the economic impact model itself? Or is this meant to be an initial analysis of the economic impact using the model?

- The intention of this request is to obtain a fulsome understanding of the economic impact model produced through Deliverable A. To this point, by 'analysis' we mean that we would like to obtain a detailed, written explanation of how the model operates. This will allow us to address any questions the program may face regarding the technical details of the methodology, and will help program staff to brief internally on the program's approach to measuring these outcomes

9. Can ISED or ISI advise if there is a specific list of indicators presently used to monitor economic impact of the superclusters beyond "*global recognition and impact, and the ability to attract talent and investment across highly - innovative industries; and exceptional performance, including an outsize impact on job creation and GDP.*"?

- Yes, ISI maintains a full list of key performance indicators, tracking potential R&D benefits, firm creation, firm growth rates, export rates, GDP contribution, and employment impacts. The result for these indicators varies between short, medium, and long term.

10. Reporting on Supercluster activities: How detailed is the expected reporting? Any further info would be great, such as "national, provincial, or local level".

- The geographic scope of each Supercluster's economic ecosystem is variable, and largely dependant on the goals the Supercluster has established through their respective Supercluster Strategies. It is expected that the product reflects the scope of each cluster based on their individual area of focus. While some aim to produce impacts at the national, or even international level, others are inherently limited to provinces or specific regions in Canada.

11. The RFP refers to a "reliability" security requirement for project team members in English on page 15 and a "Secret" security requirement for project team members in French on page 37. Can the Crown please confirm that the minimum required security clearance for the project team is "Reliability"?

- This represents a mistranslation from the English version of the text. Both requirements should be 'reliability'

Following February 1st,

12. We understand that the Crown requires a contractor to develop and apply a methodology to measure the economic impact of clusters. There are many approaches that may be valid for such a methodology. To provide more context, may the Crown share the authorities given to the Minister for the Superclusters Program and the related results framework?

- The authorities given to the Minister for the Superclusters Program and the related results framework will be shared with the successful bidder at contract signature.

13. In section 13.0. Financial Proposal, the Crown indicated a maximum cost of \$400,000, including applicable taxes, travel and other expenses. We ask that the Crown consider removing the price limit for the following reasons: the complexity involved in building a methodology that will measure not only impacts already achieved, but also forward looking impacts, while being applicable to all superclusters; the fact that the level of effort required to perform the actual assessments is unclear. The current pricing limit may be replaced by a level of effort based pricing. Alternatively, the Crown may request a fixed price for the methodology development and a pricing based on level of effort for conducting assessments during the contract period.

- The \$400,000 amount specified in section '13.0 Financial Proposal' represents the maximum amount of funding allocated to this project through the program's internal budget. The amount must cover both deliverables.

14. Would the Crown confirm that the ultimate objective of the engagement is to assess the superclusters initiative against the performance framework that goes with the authorities the Minister was given to manage the Program?

- The purpose of this engagement is to further the program's ability to measure against its existing performance framework. The result of this project may address several aspects of the established performance framework, and may also inform adjustments to the framework, depending on results.