

ADVANCE CONTRACT AWARD NOTICE (ACAN)

An Advance Contract Award Notice (ACAN) allows departments and agencies to post a notice, for no less than fifteen calendar days, indicating to the supplier community that it intends to award a good, service or construction contract to a pre-identified contractor. If no other supplier submits, during the fifteen calendar day posting period, a statement of capabilities that meet the requirements set out in the ACAN, the competitive requirements of the government's contracting policy have been met. Following notification to suppliers not successful in demonstrating that their statement of capabilities meets the requirements set out in the ACAN, the contract may then be awarded using the Treasury Board's electronic bidding authorities.

If other potential suppliers submit statements of capabilities during the fifteen-calendar day posting period, and meet the requirements set out in the ACAN, the department or agency must proceed to a full tendering process on either the government's electronic tendering service or through traditional means, in order to award the contract.

Contracting Officer Name:

Michelle Owens

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DESCRIPTIVE TITLE:

Support for Saskatoon Food and Ingredients Processing Cluster Research, Development, and Management

BACKGROUND

PrairiesCan is the department that supports diversification of the economy across the Canadian Prairies. PrairiesCan supports businesses, innovation, and community economic development in Alberta, Saskatchewan, and Manitoba.

Past research, consultation and engagement activities at the Western Economic Diversification Canada, predecessor of PrairiesCan, have led to the identification of high-potential clusters across the prairies provinces that could significantly contribute to regional growth. The Saskatoon Food and Ingredients Processing Cluster (the Saskatoon Cluster) is one of the high potential clusters identified in the West. This Cluster is centered on Saskatoon but includes communities within 125 kilometers radius, such as Rosetown, Humboldt, Outlook, and Rosthern. It is home to the Saskatoon Food Industry Development Centre, the University of Saskatchewan, and more than 90 food and ingredient companies including Ingredion and Three Farmers Food. Since 2018, WD-Saskatchewan has been supporting the Saskatoon Cluster through research, outreach, pathfinding, convening, and funding support through the Business Scale-Up and Regional Innovation Ecosystem programs. WD-SK's work has built the initial momentum for the Cluster, including the establishment of the Cluster Steering Committee and the Cluster CEO group that meet regularly to discuss pertinent issues and potential opportunities for the Saskatoon Cluster. Having established the governance and initial strategy, additional activities will be required to support the formal launch of the Saskatoon Cluster and its next stage of growth.

Objective: To continue supporting the management and expansion of the Saskatoon Cluster, WD-SK requires the services from an entity with significant experience working with partners and stakeholders within the Saskatchewan value-added agriculture sector, and experience in conducting research and analysis of the sector.

REQUIREMENTS/RESULTS:

The requirement is to conduct analysis of the Saskatoon Cluster in the following areas:

- Identification of core competencies, strength, and value proposition of the Saskatoon Cluster
- Identification of challenges and opportunities for advancing the cluster
- Identification and evaluation of the existing value-chain(s) within the Cluster network
- Provide recommendations on how to enhance the existing value-chain(s)
- Develop and execute a short-term tactical agenda with the Cluster members and in consultation with appropriate government agencies
- Develop a brand and related marketing materials for the Saskatoon Cluster and establish active collaborations with other agri-food hubs in the Prairie provinces

IDENTIFICATION OF CONTRACTOR

Name of Contractor: **Ag West Bio**
Address: #101 – 111 Research Drive
City: Saskatoon, SK
Country: Canada

REASON FOR AWARDING CONTRACT TO THIS CONTRACTOR

Ag-West BIO for our work on the Saskatoon Food and Ingredient Processing Cluster since fall 2020. Their extensive experience in the agri-food and bioscience sector within Saskatchewan is unique. The organization has a track record in leading and building community initiatives that support the growth of the province's agri-food sector, including the early development and management of the Protein Supercluster (now Protein Industries Canada) and the Protein Highway Initiative. The contract will provide the Crown with access to strategic knowledge of the food and ingredient processing value chain(s) in the Greater Saskatoon area.

ESTIMATED COST

The period of the contract will be from January 2022 to November 2022 and the total amount of the contract is estimated to be \$150,000 including taxes.

APPLICABLE TRADE AGREEMENTS AND APPLICABLE LIMITED TENDERING REASONS:

Sample wording should NAFTA & AIT be applicable

The North American Free Trade Agreement (NAFTA) and the Agreement on Internal Trade (AIT) (T.B. 10.2.8(b)) are applicable. With the absence of competition for technical reasons and that the services can only be supplied by Company X and no reasonable alternative or substitute exists is the basis for the limited tendering.

**CLOSING DATE AND TIME FOR WRITTEN SUPPLIER RESPONSES
CHALLENGING THIS REQUIREMENT IS 2:00 P.M, EASTERN TIME, 2021-12-07**

You are hereby notified that the government intends to solicit a bid and negotiate with the firm identified above.

If you wish to submit a written response showing that you are capable of meeting this requirement, it must be done not later than the closing date and time. As it is intended to proceed in a timely manner, responses received after the closing date will not be considered. The Crown reserves the right not to open this procurement to competition.

Responses received on or before the closing date will be considered solely for the purpose of deciding whether or not to conduct a competitive procurement. Information provided will be used by the Crown for technical evaluation purposes only and is not to be construed as a competitive solicitation. Your written response must provide sufficient evidence (e.g. specifications, technical data, drawings, or any other proof) that clearly demonstrates that your product or service is capable of fulfilling this requirement.

Suppliers that have submitted a response will be notified in writing of Industry Canada's decision to continue with the non-competitive procurement or to compete the requirement.

Should you have any questions concerning this requirement, contact the contracting officer identified above. The Industry file number, the contracting officer's name and the closing date of the ACAN must appear on the outside of the envelope in block letters or, in the case of a facsimile transmission, on the covering page.