



NEGOTIATED REQUEST FOR PROPOSAL ADDENDUM #2

NRFP #DC-2022-CD-01 Commercial Aviation Business Intelligence Services and Air Service Development Consultant Services

Close Date/Time:

April 28, 2022
14:00 hours
Pacific Time

Issue Date: April 21, 2022

From: CTC Procurement

To: All Vendors

E-mail: procurement@destinationcanada.com

Below are answers to question(s) submitted in regards to the above noted RFSQ as of April 8, 2022.

Q1. We can 100% fulfill the requirements of scope of work A. We do not specialize in the consultant services (scope of work B). Before we go through the process of replying to the NRFP, wanted to confirm that it is worth replying even if we potentially may only be able to handle scope of work A.

Answer: Please refer to Section A.1 Purpose and Intent. Proponents do not need to bid on both Scopes of Work. Proponent may submit a proposal for Scope of Work A only, Scope of Work B only or both Scopes of Work A&B. Each scope is evaluated separately.

Q2. Would it be possible for companies based in Canada or the US to cooperate with companies/subconsultants, which are based outside of North America?

Answer: Yes, please clearly articulate this in your response.

Q3. Will there be a possibility to negotiate parts of the General Contract Terms (Appendix 5) in the contract negotiations after the award, for example regarding a limitation of liability?

Answer: Yes, the contract terms can be negotiated between Destination Canada (DC) and the successful proponents.

Q4. Can a proponent use the project references of its subconsultant in a joint "pool" of references?

Answer: Proponents should submit references for relevant past projects who have directly worked with the proponent.

Q5. Is there a preference of storing and processing the data in cloud or on premise?

Answer: DC's preference is "cloud first" for non-sensitive data.

Q6. If cloud is preferred, is the cloud account managed by contractor or DC?

Answer: For Scope of Work A: Commercial Aviation Business Intelligence (BI) services, the proponent would be responsible for managing any cloud accounts. For Scope of Work B: Air Service Development Consultant Services it is possible that DC could manage a cloud account for data storage/collaboration.

Q7. Are Business Intelligence BI tools licenses provided by DC?

Answer: DC's does have a Business Intelligence tool for its use. For Scope of Work A: Commercial Aviation Business Intelligence (BI) services, DC expects the contractor to have their own tool/capacity for this work, DC expects the proponent to provide a data query and a visualization interface. For Scope of Work B: Air Service Development Consultant Services, DC and the successful proponent will determine if and when a BI tool is required and who would provide this.