

ADVANCE CONTRACT AWARD NOTICE (ACAN)

1. Advance Contract Award Notice (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 Requirements

The department of Natural Resources Canada (NRCan) has a requirement to obtain economic and industry information, services, analysis, and data, to support efforts to improve forest sector competitiveness while advancing environmental leadership. NRCan requires detailed information at the firm, mill, and machine level for pulp and paper production, including production capacity and costs, types of products, fibre inputs, types of equipment, greenhouse gas (GHG) emissions, water and energy consumption, wastewater flows and ownership information for pulp and paper mills in North America and optionally for global mills. This information could be used to evaluate the competitiveness and the environmental impact of the Canadian pulp and paper industry relative to its primary competitors. NRCan is looking to access this information through a website and/or software package.

3. Criteria for Assessment of the Statement of Capabilities

Any interested supplier must demonstrate by way of a statement of capabilities that they possess a software package or web application capable of performing custom data compilations, data filtering, and scenario analysis with the following specifications:

NRCan requires a comprehensive database with data and capabilities as listed below, with a minimum of 25 accounts. At a minimum, the databases must be updated quarterly, and, as applicable, data should be available in metric units of measure and in both USD and CAD currencies. The software package or web application must be capable of performing custom data compilations, data filtering, and scenario analysis.

The website and/or software package must include the following:

Information

- Capacity and Cost: Machine, mill, and firm-level mill gate and delivered production costs for the pulp and paper industry, with at least the following cost categories: capital costs; fibre and/or pulp inputs; chemicals; energy; labour; overhead; other materials; transportation costs; and by-product revenue. Fibre cost category must differentiate softwood and hardwood, and log and chips. Energy cost must be broken into sub-categories such as, electricity, gas, oil and wastewood. By-product revenue must be broken down into sub-categories, such as electricity sales, tall oil sales, pulping liquor chemical sales, steam sales and turpentine sales.
- The Capacity and Cost information must be available at different product groupings for mills (including closed mills) dating back to the year 2000. For example, groupings can include market pulp, broken into kraft or chemical pulp and then further specifying Northern Bleached softwood kraft. Another example would be a

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printing and writing paper grouping, which could include an undercoated groundwood sub grouping, which in turn could include directory paper.

- Asset information: Mill information; location; assets (equipment, technical age, etc.); employment; and pulp and paper line information (number, technical age, status, etc.).
- Time series Capacity: Historical production and capacity by different product groupings (see second bullet above) for mills and machines (including closed operations) dating back to the year 2000.
- Environmental information: (GHG) emissions, energy consumption, energy generation and water and wastewater data for each machine, mill, and firm. Data must be available by type of greenhouse gas, scope (on-site combustion emissions, purchased electricity, raw materials, transportation), and by equipment type.
- Competitiveness measure: Bidder-developed index/model that takes into account factors beyond cost (e.g. technical age, production, ownership) to assess machine and mill competitiveness. Capability for users to choose factors impacting viability and to see how factors are weighted.

Capabilities for end-users:

- Create custom data compilations in lists or tables: the ability to select a variety of variables (including employment) and export this data
- Create cost-curves, including machine- and mill-level cost curves (sortable by variables such as country, region, company, etc).
- Create machine, mill, and firm carbon intensity curves with GHG emissions data.
- Filter data by machine, mill, firm, country, region, product, continent, and by line.
- Create maps to visualize mills and underlying data, including delivery costs and locations; the location of producers by product; etc.
- Export data to Excel; export tables, graphs, and other information to programs such as Excel, Word, and/or PDF.
- Produce user-defined scenario analysis of cost-benchmarking data (measuring the potential impact of internal and external variables on company/mill/region operations), including at minimum: input costs, duty cost, transportation/delivery costs, and exchange rates.

Industry intelligence:

- News and updates about the pulp and paper industry and market. At minimum, these must be updated monthly and as applicable include company and mill level details.

Service and support:

- For the duration of the contract, the Contractor will provide technical information and recommendations for data utilization (i.e. analytical capabilities), upon request and at no additional cost, in addition to monthly ad-hoc analysis about the pulp and paper industry.
- The Contractor will provide software training, customer support (phone number, email and contact information) for the software/web application, and ongoing problem solving and IT support.

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4. Trade Agreements

This procurement is subject to the following trade agreement(s):

- Canadian Free Trade Agreement (CFTA);
- Canada-Chile Free Trade Agreement (CCFTA);
- Canada-Columbia Free Trade Agreement (CCoFTA);
- Canada-Honduras Free Trade Agreement (CHFTA);
- Canada-Panama Free Trade Agreement (CPaFTA);
- Canada-Peru Free Trade Agreement (CPFTA);
- Canada-Korea Free Trade Agreement (CKFTA).

5. Set-aside under the Procurement Strategy for Aboriginal Business

Not applicable

6. Comprehensive Land Claims Agreement(s)

Not applicable

7. Justification for the Pre-Identified Supplier

We intend to deal directly with the supplier mentioned in section 10 below as, it is the only known supplier that meets all the mandatory criteria set out in section 3 above.

Should Canada receive a statement of capabilities from a supplier that contains sufficient information to indicate that it meets all the requirements set forth in this ACAN, a competitive process will be triggered with a technical and financial evaluation methodology of the bids proposed by the potential bidders.

8. Exception to the Government Contracts Regulations

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”.

The identified provider, Fisher International, Inc., is the only one able to meet all of the criteria identified in paragraph 3 above.

9. Exclusions and/or Limited Tendering Reasons

The following exclusion(s) and/or limited tendering reasons are invoked under the:

- Canadian Free Trade Agreement (CFTA) – Article: 513.1(b) (iii);
- Canada-Chile Free Trade Agreement (CCFTA) – Article(s) Kbis-09 (b), Article Kbis-09 (c)
- Canada-Colombia Free Trade Agreement – Article (s): 1409 (b) (iii);
- Canada-Honduras Free Trade Agreement – Article (s): 17.11 2 (b) (iii)
- Canada-Korea Free Trade Agreement – Article 14.3, Under the Revised GPA - Article XIII, 1 (b) (iii);

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- Canada-Panama Free Trade Agreement – Article(s) 16.10 (b) (iii)
- Canada-Peru Free Trade Agreement (CPFTA) – Articles 1409 (b) (iii)

10. Ownership of Intellectual Property

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

11. Contract Period

The contract period will be from contract award to May 31, 2023.

12. Estimated Cost

The estimated maximum value of the contract is \$107,184.00 USD inclusive.

13. Name and Address of the Proposed Contractor

Fisher International, Inc.
50 Water Street
South Norwalk, CT
06854

14. Suppliers' right to submit a statement of capabilities

Suppliers who consider themselves fully qualified and available to provide the services/goods described herein, may submit a Statement of Capabilities in writing, preferably by e-mail, to the contact person identified in this Notice on or before the closing date and time of this Notice. The Statement of Capabilities must clearly demonstrate how the supplier meets the advertised requirements.

15. Closing Date

The closing date for a submission of a Statement of Capabilities is May 24, 2022 at 14:00 Pacific Daylight Time (PDT).

16. Contract Authority

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