



Questions & Answers

Title: GHP Account Executives, Level 3	
Solicitation Number: ISED-201286	Date: June 14, 2022

NO	Questions	Answers
1	Would ISED consider a bid from a team of consultants as opposed to a single account executive?	ISED would consider an alternative service team. We value deep integration of the Account Executives into the AGS. An alternative arrangement would need a strong rationale for a team of consultants. We'd also need to know how specialist time, budget, responsiveness and knowledge transfer etc. would be addressed. You may wish to present two options - one for just Account Executive(s) and one for the Account Executive(s) with a team to support.
2	Are you able to specify what the maximum budget for each Account Executive will be?	We do not specify a maximum budget, but estimate the cost at \$250,000 per Account Executive per year.
3	How many Account Executives does ISED believe would be necessary to fulfill this requirement?	Five
4	Related to MT6: Considering a team approach, would ISED consider a team where one individual within the team possesses the CleanTech experience being sought?	A team approach will be considered including an approach with a single resource with Cleantech experience. Depending on how the bid is structured, up to two resources with Cleantech experience may be required. If a single successful bid does not have all of the required resources, ISED may select multiple bids or otherwise obtain the remaining resources.
5	MT2 states: "The Bidder must demonstrate in their	Yes, we would certainly be interested in candidates who have this level of



	<p>proposal that the proposed resource possesses the required qualifications by providing a detailed resumé stating the proposed individual’s work experience and other relevant details, which clearly indicate that the individual meets the minimum years of related experience in the Public Sector.</p> <p>The proposed resource must have greater than (>) two (2) years professional work experience either:</p> <p>i) in the Public Sector at a Senior level providing industry with services or funding or</p> <p>ii) in a government relations role."</p> <p>We would like to confirm that “ experience in the Public Sector at a Senior level” does not necessarily imply that the candidate has been an employee of the Public Sector but that they could also have also consulted extensively to senior-level clients within the Public Sector. We feel that there could be very good candidates for this role that have acted as paid consultants to a variety of government departments and crown corporations and thus have a very strong understanding of how government works and a strong network of relationships. Such consulting experience could be consistent with the requirement of “at a Senior level” in consulting directly to government/crown corporation clients at Director, DG, ADM, VP, and SVP levels."</p>	<p>experience working with senior levels of government officials. The rationale for including the requirement for senior level public sector experience is because a key function of the account executives will be to interface at various levels of government. For that reason, we need candidates to understand how government works, which level of government is responsible for which functions and how to work with senior executives in the government. Consultants who have worked at senior levels of the government would very likely have the requisite skill set.</p>
6	<p>- The call for tenders targets many NPOs who would like to collaborate with the SCA department for canvassing fast-growing companies or is it a call for tenders to find new innovation advisors?</p> <p>- The delivery region is the national capital: are we therefore talking about</p>	<p>The goal of the RFP is to procure the services of individuals to fill the Account Executive role within AGS (Accelerated Growth Service). It is a role that differs from Innovation Advisors as it will provide a higher tier of service to specific Canadian companies. The Account Executives will work closely with both Partners and clients to help</p>



	<p>Ottawa or is there a specific need for Quebec?</p>	<p>Canadian companies navigate barriers to unlock their growth potential.</p> <p>We are looking for individuals located throughout Canada. Proposals from Quebec will certainly be considered.</p>
<p>7</p>	<p>“Attachment 1 to Part 3 - Pricing Schedule” states the following: "The rates included in this pricing schedule includes the total estimated cost of any travel and living expenses that may need to be incurred for the Work described in Part 6 of the bid solicitation. Under any resulting contract, Canada will not accept travel and living expenses that may need to be incurred by the contractor for any relocation of resources required to satisfy its contractual obligations." Part 6 of the bid solicitation does not mention travel costs, but subsequently, Section “7.6.1 Basis of Payment” , subsection ii. “Pre-Authorized Travel and Living Expenses” states: "Canada will pay, upon prior approval, any travel or living expenses associated with performing the Work.” As well, Section "9.0 Travel” within "Annex A Statement of Work” states: "Travel will be required as requested by the Project Authority and the GHP Director."</p> <p>Understandably, there is very little information about the amount or nature of travel that might be required and this could vary greatly with the client companies that an individual Account Manager is assigned, and thus it would be impossible for Bidders to accurately predict travel expenses and thus include provision for them in the per diem rate provided in the Pricing Schedule. That said, it is understandable that the Crown</p>	<p>The contractor will be compensated in addition to the proposed per diem rate, upon prior approval, for required travel requested by the GHP Director.</p>



	<p>would not pay for relocation of a Bidder's resource to be close to an ISED office (or more specifically, 235 Queen Street, Ottawa).</p> <p>Could the Crown confirm that any travel or living expenses incurred for the Work (other than travel or relocation costs to be close to 235 Queen Street, Ottawa) would be compensated to the Contractor in addition to the proposed per diem rate, upon prior approval?</p>	
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