

MIAC update

- **ToRs:** Endorsement of revised Terms of Reference (attachment in meeting invitation).
- **Membership Duration Discussion**
- **Industry Segment:** Discussion regarding adding disposal specific industry segment (see proposed change in ToRs).
- **Forward Calendar:** Awareness regarding planned Outlooks and MIACs.



Forward Calendar (for discussion)

Fall 2022 (Confirmed)

- **October 26-27, 2022:** MIAC (Ottawa, ON)
- **November 9, 2022:** Outlook (ABCMI Business Opportunities Conference, Vancouver, BC)

Spring 2023 (Confirmed)

- **April 18-20, 2023:** MIAC, G2Bs and Workshops (Mari-Tech, Vancouver, BC)
- **June 12-14, 2023:** Outlook & MIAC (H20, Halifax, NS)

Fall 2023 (Proposed)

- **Dates TBC:** Outlook & MIAC (ABCMI Business Opportunities Conference, Vancouver, BC)

Spring 2024 (Proposed)

- **May 14-16, 2024:** Outlook & MIAC (Mari-Tech, St-John's, NFLD)
- **Additional activities in 2024:** TBC



Recently Completed Actions

<u>Discussion Topics</u>	<u>Description of required action</u>	<u>Status</u>	<u>Year Initiated</u>
Indigenous participation	GoC to confirm whether both services & goods count towards the 5%	Addressed. Confirmed with ISC that both goods & services count towards 5%.	2022
ITB Support	GoC to provide training/seminar, products etc. for SMEs to better understand ITBs.	Addressed/Ongoing. ISED workshop incorporated into MIAC agenda (Oct 26, 9:30-10:30am). Additional training/seminar planned for Mari-Tech 2023.	2021
Greening Initiatives	Track GoC greening initiatives and share opportunities with MIAC members.	Addressed. Included as a standing item during future MIACs. Dedicated discussion incorporated into MIAC agenda (Oct 26, 13:30-14:30).	2022
Terms and Conditions Feedback	MIAC members to provide information on problematic Terms and Condition.	Addressed/Ongoing. Incorporated as item for discussion during MIAC (Oct 26, 13:00-13:30). Also includes Limitation of Liability.	2022
Introduction of In-camera sessions	Provide Industry MIAC members with the opportunity to meet during the MIAC meeting to discuss common trends.	Addressed. Incorporated as standing item at MIAC.	2022



Recently Completed Actions (Continued)

<u>Discussion Topics</u>	<u>Description of required action</u>	<u>Status</u>	<u>Year Initiated</u>
Mid Shore Multi Mission Vessel Tonnage	GoC to confirm whether the MSMMV will be less than 1000 tonnes.	Addressed. At present, the vessel is expected to be less than 1000 tonnes.	2022
Small Boat Build Sourcing Strategy	GoC to confirm whether sourcing outside Canada will occur as part of Small Boat Working Group.	Addressed. Confirmed with lead procurement team that this is not the intent. The SA will be the primary vehicle for procuring small boats.	2022
Exchange Rate Fluctuation & Economic Price Adjustment	GoC to provide update on risk mitigations pending applied (especially in multi-year contracts.)	Addressed/Ongoing. Incorporated in Terry Fox and NSFSV solicitations. Application also occurring in shorter term contracts given economic context.	2021

Actions in progress

<u>Discussion Topics</u>	<u>Description of required action</u>	<u>Status</u>	<u>Year Initiated</u>
Provincial Governments	Incorporate Provincial governments in future engagements, in particular Procurement Outlooks.	In progress.	2021
GC Marine Programs Placemat	Update of GoC placemat on existing programs related to Marine.	In progress. Next update scheduled for Mari-tech MIAC in April, 2023 in Vancouver. <i>*Propose committing to bi-annual update.</i>	2021
HR WG	GoC to provide most current results including any aspects related to border security, security clearances, NGO consultations, Group of Employers Temporary Foreign Workers initiative, and any other relevant developments. Associations to share the information with their membership.	In progress.	2022
ACADA Regional Report	Identified for presentation and discussion at next MIAC meeting.	In progress.	2022

Actions in progress (Continued)

<u>Discussion Topics</u>	<u>Description of required action</u>	<u>Status</u>	<u>Year Initiated</u>
Intellectual property	GoC to clarify requirements and facilitate a dialogue based on the Avascent report.	In progress.	2022
Pre-qualification	GoC to examine ways to make the solicitation process more efficient by 'pre-qualifying' yards to reduce the time required to submit a bid.	In progress. Feedback to be sought during MIAC (Oct 27, 2022).	2022

Annex A: History of Completed Actions

<u>Discussion Topics</u>	<u>Description</u>	<u>Year Completed</u>
MIAC chat content	<ul style="list-style-type: none"> Project Officer MCMO to share information shared in the chat function 	2021
Invitation to Tender (ITT) dry-docking template	<ul style="list-style-type: none"> Presentation and discussion of new procurement tool 	2019
HR Strategy	<ul style="list-style-type: none"> Discussion on an approach for a study <ul style="list-style-type: none"> ➤ Statement of requirements – scope ➤ Critical path ➤ Notional objectives & timelines – situation now and in the future Initiate conversation with marine institutes and academia to evaluate awareness of marine trades/careers. 	2019
Long term goal of the Maritime Strategy	<ul style="list-style-type: none"> Review of strategy documents and key themes for MIAC situational awareness by MIAC Summary of findings was at the November 2019 meeting 	2019
Canadian Welding Bureau (CWB)	<ul style="list-style-type: none"> Situational awareness on the evolution of CWB program 	2019
Temporary foreign worker program	<ul style="list-style-type: none"> Update on approval for Norway and France certificates 	2019
Immigration programs & resources to address workforce challenges facing the Canadian marine industry	<ul style="list-style-type: none"> Fact sheets for MIAC members 	2019
Fostering export	<ul style="list-style-type: none"> Canadian Defence Attaché role in nurturing export 	2019



Annex A: History of Completed Actions (Continued)

<u>Discussion Topics</u>	<u>Description</u>	<u>Year Completed</u>
Extension of MIAC Membership	<ul style="list-style-type: none"> Industry membership extension until April 2022 due to COVID 	2021
Revise Terms of Reference (ToR) and add new members	<ul style="list-style-type: none"> ACADA added to the MIAC membership roster 	2021
Small Vessel Construction	<ul style="list-style-type: none"> Develop an interdepartmental multi year forward looking plan to be briefed at next Procurement Outlook. Update: the next Procurement Outlook that will take place at MariTech will emphasize small vessel construction 	2021
MIAC HR sub WG	<ul style="list-style-type: none"> Map marine trade skill development programs from entry level to advanced programs The HR Strategy team is working with the sub WG members to establish the mapping. This will be part of their presentation at MIAC. NSS HR Strategy team discussion on the establishment of HR WG 	2021
B.C. Shipbuilding Strategy	<ul style="list-style-type: none"> B.C. Shipbuilding Strategy correction to June 2021 report: presented to BC Gov't by June 2022, not implemented at that time; edit post on buyandsell.gc.ca – Julia McDonald, PSPC 	2021
Vendor Performance Management	<ul style="list-style-type: none"> Introduction of a new PSPC policy Discussion of a pilot project with industry 	2021
Canada Buys	<ul style="list-style-type: none"> PSPC rollout of the new electronic procurement solution – Canada Buys 	2021
NSS report 2020	<ul style="list-style-type: none"> Project Officer MCMO to share report with all MIAC members 	2021
Presenters' contact information	<ul style="list-style-type: none"> Project Officer MCMO to send all presenters' contact information to all members for any follow-up questions 	2021

Discussion Question 1

What are additional ways Canada could help industry mitigate risks related to supply chain disruption and inflation?

Discussion Question 2

For several months we have heard about challenges associated with marine supply chains. Have things stabilized or are they worsening?



Discussion Question 3

What are the top challenges expected to impact the marine industry in 2025? What are the lessons learned/strategies that should be employed?

Background

- Launched with intent to highlight and recognize meaningful, engaging ways associations and suppliers contribute to strengthening and growing the marine industry within Canada.
- Nominations and selections for 2022 awards were conducted by Canada with awards presentation at Mari-Tech (Niagara Falls) in May 2022.

The Awards

Navigator



Designed to recognize a supplier or association who made exceptional efforts to support and facilitate engagement between the Government of Canada and the marine industry.



Alpine Butterfly



Designed to recognize a significant contribution to increase awareness and public interest in the marine industry.



2023 Awards Rollout

- **October 2022:** Launch during fall MIAC meeting.
- **December 2022:** Email communication to MIAC members detailing nomination process.
- **February 2023:** Nomination period closes and selection process begins.
- **June 2023:** Awards are presented to winners during spring Outlook (H2O, Halifax NS).

LoL - Principles

Who does what/who is in control:

- Crown self-insures for risk under Crown's control.
- Indemnify Crown for risks under contractor's control.
- When risk is co-mingled, a risk assessment is required to determine if there is a significant/substantive transfer of risk to Crown (for instance, SOW, poor maintenance, embedded personnel, warm layups etc...)



LoL – Negotiation Authority

- Limitation of liability (1st or 3rd party) where no substantive or significant transfer of risk occurs: **PSPC can negotiate.**
- Limitation of liability (1st or 3rd party) where there is a substantive or significant transfer of risk: **Requires TB approval of negotiation mandate.**
- Full indemnification: **Never within PSPC authority to negotiate without TB advance approval.**
- **Emergency contracting is the exception.**



Contract Modernization – Mandate Letter Commitment

“Continue the modernization of procurement practices so they support Canada’s economic policy goals, including:

- *balanced procurement opportunities with Canada’s trading partners;*
- ***provide value for money;***
- ***are open and transparent; and***
- *require suppliers of goods and services to apply the highest ethical and sustainability standards across their supply chains.”*

(PSPC Minister, Mandate Letter, December 2021)

New Modernized Contractual Document: An Example

Note to let suppliers know that agreements have been modernized.

Critical information placed at the start of the document, to help suppliers rapidly determine if they can bid.

Replaced variable terms like Bidder/Offeror/Supplier with a single term "Offeror".

Grouped like content together.

Added bold clause titles, white space, and broke-up lengthy clauses for easier reading.

Removed SACC reference codes and inserted clauses in full text.
(i.e. 2003-05)

Public Works and Government Services Canada

Please note this solicitation of offers is being tested as part of PSPC's Contract Modernization Initiative. For more information please consult the following <https://buyandsell.gc.ca/contract-modernization-initiative>.

1. Solicitation of Offers.

Canada requests offers from Offerors to meet its requirements. For the convenience of Offerors, a brief description is set out below with detailed requirements in subsequent sections of this solicitation of offers. If interested and able to meet these requirements, Canada appreciates and welcomes an offer.

1.1. Offers. Canada is seeking offers from Offerors to provide [DESCRIBE THE REQUIREMENT] to [CLIENT DEPARTMENT].

1.2. Term. The term of any resulting contract is for [INITIAL TERM] **{(include if needed)}**, but Canada may extend the term for an additional **_____(fill in Additional Term: e.g. two year period)**.

1.3. Delivery Date. All the deliverables must be received on or before [insert delivery date].

1.4. Delivery Points. Delivery of the requirement will be made to delivery point(s) specified at "Annex-Requirement" of the Contract.

2. Offer Requirements.

2.1. Security Requirements. There are no security requirements associated with this solicitation of offers.

2.2. Canadian Content. The requirement is subject to a preference for Canadian [_____] (insert "goods" or "services" or "goods and services").

3. Offeror Requirements.

3.1. Offeror Responsibilities. Each Offeror must |

- a. obtain any clarification it considers necessary of the solicitation of offers requirements before submitting an offer;
- b. prepare its offer in accordance with the solicitation of offers instructions;
- c. submit a complete offer by the closing date and time as per the instructions noted in section titled "Offer Submission";
- d. provide a comprehensible and sufficiently detailed offer, including all requested pricing details that will enable Canada to complete its evaluation based on the solicitation of offers criteria, and
- e. comply with all other requirements of this solicitation of offers.



Annex

Current Agreement: An Example

Solicitation No. - N° de l'invitation W5237-210005/A Client Ref. No. - N° de réf. du client W5237-21-0005	Amd. No. - N° de la modif. File No. - N° du dossier KIN-1-56101	Buyer ID - Id de l'acheteur KIN950 CCC No./N° CCC - FMS No./N° VME
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PART 2 - BIDDER INSTRUCTIONS

2.1 Standard Instructions, Clauses and Conditions

All instructions, clauses and conditions identified in the bid solicitation by number, date and title are set out in the [Standard Acquisition Clauses and Conditions Manual](https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual) (<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual>) issued by Public Works and Government Services Canada.

Bidders who submit a bid agree to be bound by the instructions, clauses and conditions of the bid solicitation and accept the clauses and conditions of the resulting contract.

The **2003** (2020-05-28) Standard Instructions - Goods or Services - Competitive Requirements, are incorporated by reference into and form part of the bid solicitation.

Subsection 5.4 of **2003**, Standard Instructions - Goods or Services - Competitive Requirements, is amended as follows:

Delete: 60 days
Insert: 90 days

2.2 Submission of Bids

Offers must be submitted only to the Public Works and Government Services Canada (PWGSC) Bid Receiving Unit specified below by the date and time indicated on page 1 of the RFSO:

PWGSC Ontario Region Bid Receiving Unit
Only offers submitted using epost Connect service will be accepted. The Offeror must send an email requesting to open an epost Connect conversation to the following address:
TPSGC_orreceptiondessaoumissions-orbidreceiving.PWGSC@tpsac-pwgsc.gc.ca

Note: Offers will not be accepted if emailed directly to this email address. This email address is to be used to open an epost Connect conversation, as detailed in Standard Instruction 2006, or to send offers through an epost Connect message if the Offeror is using its own licensing agreement for epost Connect.

It is the Offeror's responsibility to ensure the request for opening an epost Connect conversation is sent to the email address above at least six days before the Request for Standing Offers closing date.

Transmission of offers by facsimile or hardcopy to PWGSC will not be accepted.

2.3 Enquiries - Bid Solicitation

All enquiries must be submitted in writing to the Contracting Authority no later than 10 calendar days before the bid closing date. Enquiries received after that time may not be answered.

Bidders should reference as accurately as possible the numbered item of the bid solicitation to which the enquiry relates. Care should be taken by Bidders to explain each question in sufficient detail in order to enable Canada to provide an accurate answer. Technical enquiries that are of a proprietary nature must be clearly marked "proprietary" at each relevant item. Items identified as "proprietary" will be treated as such except where Canada determines that the enquiry is not of a proprietary nature. Canada may edit the question(s) or may request that the Bidder do so, so that the proprietary nature of the question(s) is eliminated, and the enquiry can be answered to all Bidders. Enquiries not submitted in a form that can be distributed to all Bidders may not be answered by Canada.

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In the current PSPC model, solicitations provide an external link to the SACC Manual, which is hundreds of pages long.

Use of SACC Manual reference code 2003 links to a set of 21 separate clauses, totaling 12 pages.

Solicitations include variable terms like Bidder/Offeror/Supplier.

Content on topics presented throughout document. (Bid submission information in Parts 1, 2, 3 and 4).

Lengthy paragraph, uses passive voice in text.

The Modernization of Contractual Documents: A Comparison

Existing Contractual

Modernized Contractual

Sollicitation No. - N° de l'invitation WS237-210005/A Client Ref. No. - N° de réf. du client WS237-21-0005	Amd. No. - N° de la modif. File No. - N° du dossier KIN-1-36101	Buyer ID - Id de l'acheteur KIN950 CCC No./N° CCC - FMS No./N° VME
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Sollicitation No. - N° de l'invitation W168A-21MK05/A Client Ref. No. - N° de réf. du client W168A-21-MK05	Amd. No. - N° de la modif. File No. - N° du dossier W168A-21-MK05	Buyer ID - Id de l'acheteur wpg113 CCC No./N° CCC - FMS No./N° VME
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1. Bid Solicitation

Canada requests bids from Bidders to meet its requirements. For the convenience of Bidders, a brief description is set out below with detailed requirements in subsequent sections of this solicitation. If interested and able to meet these requirements, Canada appreciates and welcomes a bid.

1.1 Bids. Canada is seeking bids from Bidders to provide one (1) 2016 International PROSTAR tractor engine to the Department of National Defence (DND).

1.2 Term. The period of the Contract is from date of Contract to ____ inclusive. (The end date will be three (3) months from the date of delivery and will be indicated upon contract award).

1.3 Delivery Points. The goods must be delivered to point(s) specified in Annex "Requirement", in accordance with the Resulting Contract section entitled Delivery.

1.4 Best Delivery Date. While delivery is requested within 30 days of Contract award, the best delivery that could be offered is _____. (Complete in Annex Bidder Declaration Form.)

2. Bid Requirements

2.1 Security Requirements. There are no security requirements associated with this bid solicitation.

2.2 Canadian Content. The requirement is subject to a preference for Canadian goods.

3. Bidder Requirements

3.1 Bidder Responsibilities. Each Bidder must:

- a. obtain any clarification it considers necessary of the bid solicitation requirements before submitting a bid;
- b. prepare its bid in accordance with the solicitation instructions;
- c. submit a complete bid by the closing date and time as per the instructions noted in section titled "Bid Submission";



Discussion

- 1. What support, training or tools could be put in place to help suppliers understand these changes so that they can successfully bid on government procurements?*
- 2. What would be the best mechanism for soliciting industry feedback on further improvements to contractual documents?*



Greening Government Strategy

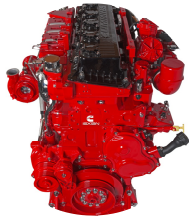
Procurement of Goods and Services:

*“The government will aid the transition to a net-zero, circular economy through green procurement that includes **life-cycle assessment principles** and the **adoption of clean technologies and green products.**”*



Marine Greening Initiatives

Low/Zero Emissions Outboard Motors for Small Vessels, RCMP led Interdepartmental Initiative



Lead: RCMP (Darren Mierau)
Partners: PC (Cristina Martinez), PSPC (Dianne Tinkess)

Description: Identify, procure, and evaluate low/zero-emission engine conversions in small government vessels. The current scope of work is funded by Greening Government fund (eight small vessels TBD).



Status: RFI closed May 30, 2022; 9 responses received. RCMP preparing a report with RFI results.
Value: \$400K for FY 22/23 and \$400K for FY 23/24.



Expected Outcome: Establish long term procurement tool (e.g. SA or SO) to reduce emissions through the acquisition and conversion of outboard motors for small vessels.

In-Water Vessel Clean & Capture Supply Arrangement, PSPC led on behalf of CCG and DND



Lead: PSPC (Dianne Tinkess)
Partners: DND (Adam Valenta), CCG (Andre St Laurent), TC (Katelyn Cutler)



Description: Program will translate to a reduction of hydrodynamic drag forces on fleets, and result in a reduction in consumed fuel and GHGs, while increasing vessel operational capability and preventing the introduction of invasive species.



Status: RFSA resulted in one qualified supplier and an SA for a period of two years with a possibility of an additional five one-year option periods. Refresh currently on CanadaBuys. DND in planning stage for 1st cleaning in Nov/Dec 2022 timeframe.
Value: TBD



Expected Outcome: Efficient procurement tool in place to clean Canada's vessels on a regular basis between dry docking periods.

Marine Zero Emission Propulsion System Initiative, TC led



Lead: TC (Jordan O'Reilly)
Partners: PSPC (Kathy Large)



Description: Demonstration and deployment of marine zero emission propulsion systems on Canadian vessels.



Status: Two contracts have been awarded to-date for vessels under 15 GTs (one on each coast). RFP for vessels over 15 GTs was posted on August 19, 2022.
Value: Two contracts awarded to-date have combined value of \$450k.

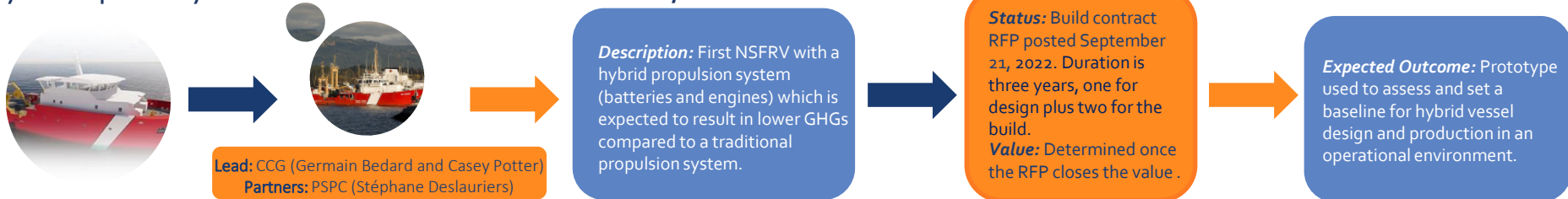


Expected Outcome: Issuance of contracts will provide valuable information to other programs such as Low/Zero Emissions Initiative for Outboard Motors. This process will also document lessons learned.

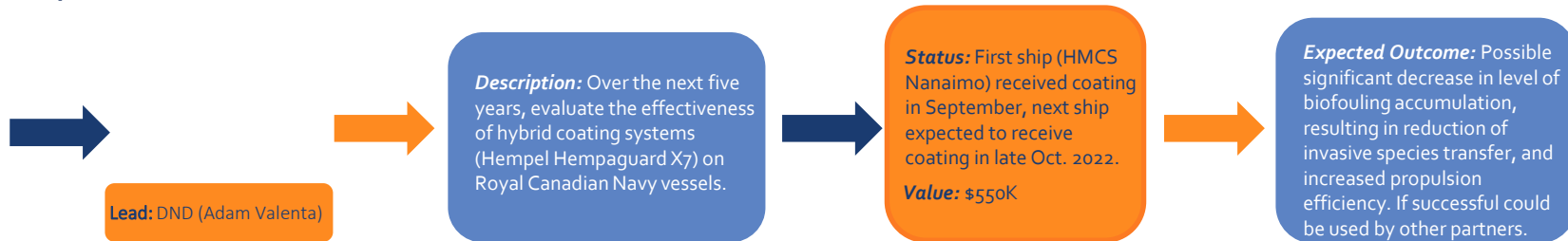


Marine Greening Initiatives (Continued)

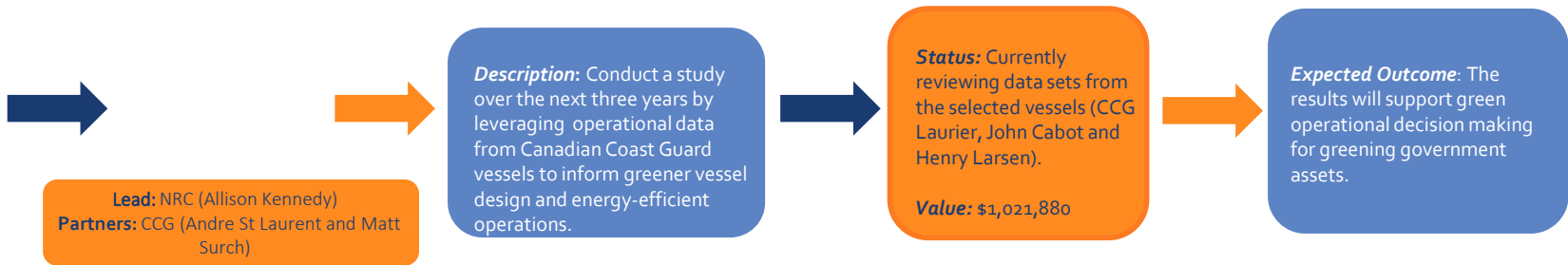
Hybrid Propulsion System for Near Shore Fisheries Research Vessel, CCG led Initiative



Hybrid Coating System, RCN Trial

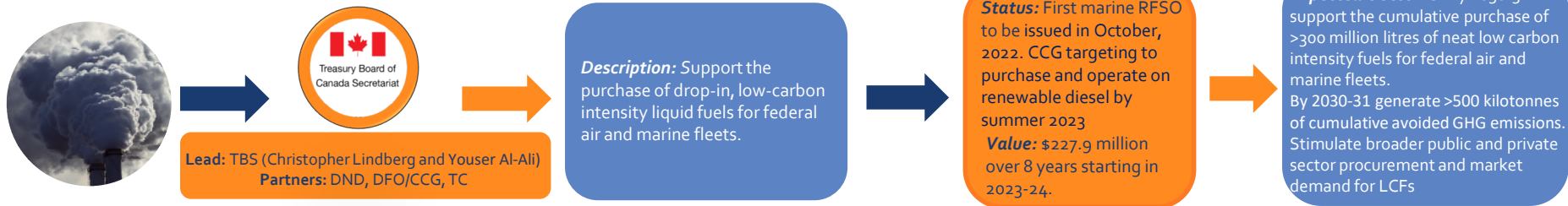


Operational Data Analytics: A Demonstration of Benefits to Greening Government Marine Fleets, NRC Research Project

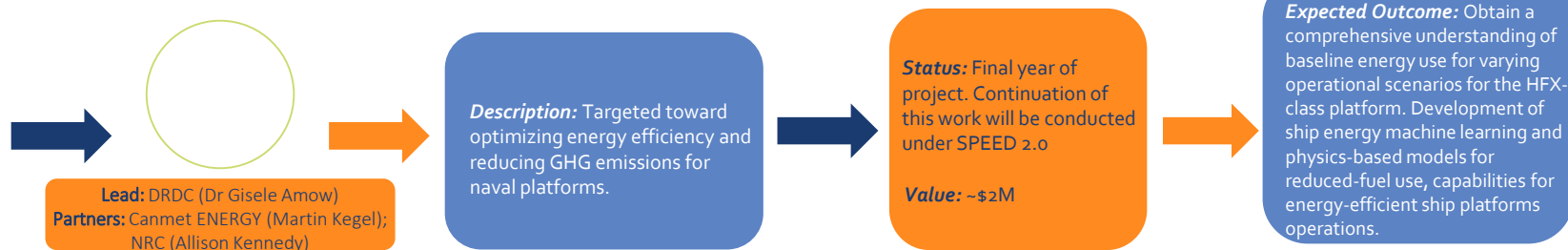


Marine Greening Initiatives (Continued)

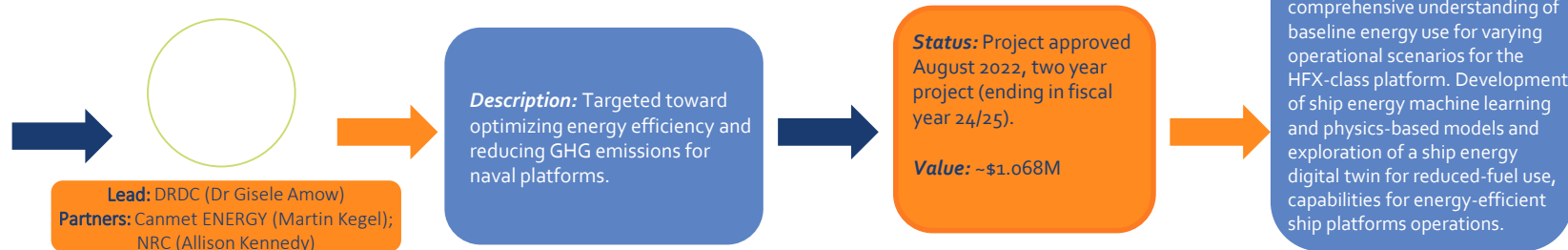
Low-Carbon Fuel Procurement Program, TBS led



Ship Platform Exploitation of Energy Datasets (SPEED), RCN led



Ship Platform Exploitation of Energy Dataset (SPEED) 2.0, RCN led



Marine Greening Initiatives (Continued)

Naval Electric Ship Technologies (NEST), RCN led



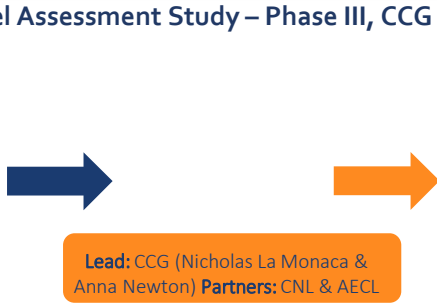
Lead: DRDC (Dr Gisele Amow)
Partners: NRC (Allison Kennedy, Dr Dean MacNeil, Imran Khan); CanmetENERGY (Martin Kegel)

Description: Assessing the feasibility of hybrid and/or all-electric solutions for the Royal Canadian Navy (RCN) fleet for reducing GHG-emission stemming from ship platforms and operations towards 2050 net-zero targets while ensuring operational capability is maintained.

Status: Approved August 2022
Value: Total project cost \$1.844M, which includes GGF, DRDC, ADM(Mat) MEPM and OGD in-kind contributions; GGF amount is \$1.295M

Expected Outcome: Establish a foundational base for the RCN as well as DND's Assistant Deputy Minister (Material) [ADM(Mat)] MEPM to inform an electrified future for the RCN ship vessels

Zero Emissions Fuel Assessment Study – Phase III, CCG led



Lead: CCG (Nicholas La Monaca & Anna Newton) **Partners:** CNL & AECL

Description: Understand the technical, economic, environmental and long-term implications of adopting low-carbon fuels (LCFs). Phase III will assess LCF technical properties and financial impacts alongside operational attributes and impacts, to inform measures Coast Guard might implement to maximize interoperability of LCFs.

Status: Moving into the 3rd phase of project. First phase of biodiesel trial complete: B20 used on Caribou Isle over 50 hours.
Value: \$246K in FY 21/22 and \$246K for FY 22/23 .

Expected Outcome: Analysis of materiel configuration and adaptation requirements, operational impacts, costing, and GHG reductions associated with use of biodiesel blends (from B20 to B100), and renewable diesel on Coast Guard's T1100 ships, to inform targeted LCF uptake, GHG emission projections to 2030 and 2050, and tangible near-term GHG reductions

Clean Transportation Systems Research and Development Program, TC led



Lead: TC (Jordan O'Reilly)

Description: Program promotes a clean transportation system (marine/rail/aviation sectors) by funding projects that reduce air pollutants and/or greenhouse gas emissions from transportation.

Status: Grants were provided to five applicants to undertake projects for demonstration and pilot deployment of low/zero emission technologies in real-world testing.
Value: Total of \$476,662 over 2 years.

Expected Outcome: Results will provide valuable information to explore feasibility of various marine decarbonization solutions in the Canadian marine sector.