



REQUEST FOR SUPPLIER QUALIFICATION ADDENDUM #1

RFSQ #DC2023-JW-01 Strategic Sourcing and Management of Promotional Items

Close Date/Time:

March 23, 2023
14:00 hours
Pacific Time

Issue Date: March 16, 2023

From: CTC Procurement

To: All Vendors

E-mail: procurement@destinationcanada.com

Below are answers to question(s) submitted in regard to the above noted RFSQ as of February 28, 2023 14:00PT.

For Questions, Q1 to Q5: The purpose of the RFSQ is to qualify proponents for future work should Destination Canada require proponents to support in strategic sourcing, designing, coordination of production activities and shipping logistics for promotional items. Please review Section C – Statement of Work of the bid document for further understanding.

Q1. Could you kindly provide the annual volume estimates of the proposed scenarios (i.e., (1) t-shirts, (2) notebooks, (3) lapel pins)?

We do not expect a commitment to the stated estimates; however, we are requesting such information to evaluate the potential dollar value of the contract.

Answer: Destination Canada cannot provide volume estimates for the proposed scenarios.

Q2. What is DC's estimated total annual spend for promotional items over the next year? What did DC spend on promotional items last year?

Answer: Destination Canada cannot provide past annual and future annual spend for promotional items.

Q3. What is the annual promotional products budget/spend for Destination Canada as a whole?

Answer: Destination Canada cannot provide past annual and future annual spend for promotional items.

Q4. What percentage of the annual budget/spend are ad-hoc/custom order purchases?

Answer: Destination Canada cannot provide past and future annual spend on ad-hoc/custom order purchases.

Q5. What percentage of the annual budget/spend are e-store purchases?

Answer: Destination Canada does not have an e-store currently.

Q6. Will an online store be required for Destination Canada's promotional products purchases?

Answer: Destination Canada will determine whether an online store is required in the future.

Q7. What challenges are you experiencing with the current service model(s)/ solution(s)?

Answer: Destination Canada is not experiencing any challenges with current service model and/or solutions. Our intent with querying the capabilities of an online store is to inform whether there is capacity in the marketplace to further explore this possibility.

Q8. What enhancements are you looking for to improve the current service model(s)/ solution(s)?

Answer: If we do decide to move towards an online store. One reason for doing so would be make it easier to manage inventory and have our various internal clients be able to see current stock or understand what can be ordered and on what timeframe.

Q9. Is there existing stock/inventory that will have to be transitioned to the winning proponent(s)?

Answer: Destination Canada does not have existing stock that needs to be transferred to the winning proponent(s).