



**A1. Contract Advisor**

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**Letter of Interest (LOI)**

<b>A2. Title</b> Requirement for Construction Works in the Indo-Pacific region for the Department of Foreign Affairs, Trade and Development		
<b>A3. Solicitation Number</b> 24-252092	<b>A4. Project Number</b> Not applicable.	<b>A5. Date</b> November 2, 2023
<b>A6. LOI Documents</b> <ol style="list-style-type: none"> <li>1. Cover page</li> <li>2. Letter of Interest (LOI) (Section "I")</li> <li>3. Summary of Requirement (Section "II")</li> <li>4. Appendix "A" – Questionnaire</li> </ol> <p>In the event of discrepancies, inconsistencies, or ambiguities of the wording of these documents, the document that appears first on the above list shall prevail.</p>		
<b>A7. Response Delivery</b> In order for the Response to be valid, it must be received no later than <b>14:00 Eastern Standard Time (EST) on November 17, 2023</b> , referred to herein as the "Closing Date".  <b>Electronic proposals must be sent only to the following email address:</b> <a href="mailto:realproperty-contracts@international.gc.ca">realproperty-contracts@international.gc.ca</a>		
<b>A8. Enquiries</b> All enquiries or issues concerning this LOI must be submitted in writing to the Contract Advisor no later than three (3) business days prior to the Closing Date and Time in order to allow sufficient time to provide a response.		
<b>A9. Language</b> Responses shall be submitted in English or French.		
<b>A10. Bidders' Conference</b> Not applicable.		



## Section "I" - Letter of Interest (LOI)

**Subject: Letter of Interest (LOI)**  
Requirement for Construction Works in the Indo-Pacific region for Global Affairs Canada

His Majesty the King in right of Canada, represented by the Department of Foreign Affairs, Trade and Development (DFATD) is seeking to identify organizations capable and interested in performing various construction works at location(s) in the Indo-Pacific region.

If responses received from this LOI indicate that such a capability and interest exist, DFATD may solicit proposals by means of a Request for Proposals (RFP). It is possible that organizations that do not respond to this LOI, may not be invited to submit proposals. Conversely, organizations who were not informed of this LOI, may be invited to submit Proposals.

As part of the process of determining capability, organizations are being invited to consider the included Section "II" - Summary of Requirement.

Organizations capable and interested are to provide a response, in the form of the Questionnaire provided in Annex "A", in accordance with the date and time indicated section A7. *Response Delivery*.

In addition to the Questionnaire, Organizations may also submit any additional existing material (resumes, brochures, corporate profiles, reference letters, etc.)

This LOI shall not be construed as an invitation to submit a proposal and no contract will be negotiated or awarded to any respondent. DFATD is under no obligation to issue a subsequent RFPs and will not reimburse expenditures incurred by respondents responding to this LOI.

DFATD reserves the right to modify the project requirements, in part or in full, as it deems necessary. DFATD also reserves the right to use the LOI responses in the preparation of any subsequent solicitation or for any other reason it deems necessary.

All responses will be treated as confidential.

Yours sincerely,

Meghan Tchorznickis  
Procurement Specialist  
Real Property – Projects  
Mission Procurement (AAOB)



## Section "II" - Summary of Requirement

1. His Majesty the King in right of Canada, represented by the Department of Foreign Affairs, Trade and Development (DFATD) has a requirement for construction services in existing Canadian Diplomatic location(s) in the Indo-Pacific Region. Project types range from embassy space renovations, mechanical and electrical installations/upgrades, structural upgrades, window upgrades, civil / site works, security works around embassy compounds (Barriers, perimeter walls, gates, fences), and internal and external repair, renovation, and upgrade of building elements.
2. DFATD is seeking feedback from industry to determine the level of interest in undertaking construction work in this region.
3. Respondents are requested to complete the attached questionnaire. DFATD will review responses and use the information to develop a delivery strategy for projects in the region.
4. Project building areas range from approximately 800m<sup>2</sup> to approximately 2,800m<sup>2</sup>. Construction budgets for each project will fall in the range of CAD \$10,000,000 to CAD \$30,000,000. Other non-fit up construction work will range from CAD \$500,000 to CAD \$5,000,000.
5. The extent of work related to construction includes, but is not limited to the following:
  - a. understanding of existing buildings structures and systems;
  - b. understanding of the design package;
  - c. familiarity and understanding of the local construction market;
  - d. understanding local permit and/or approvals process;
  - e. adhering to requirements prescribed by local authorities having jurisdiction;
  - f. potential partnerships with and supervision of local contractors where required to complete the construction work;
  - g. planning and implementing construction work (apart from DFATD works described herein or in subsequent RFPs) in accordance with agreed documentation; and
  - h. completing construction work in accordance with approved schedules and budgets.
6. Each future project will have defined schedules and milestones. Information will be provided in each subsequent RFP package. Some projects will be undertaken on a fast-track basis and respondents should be prepared to allocate resources to achieve project milestones.
7. This LOI does not have security requirements but subsequent RFPs for projects may contain security requirements. Any security requirements will be clearly stated in each RFP.



### Appendix "A" – Questionnaire

Name of Firm: \_\_\_\_\_

Address (HQ): \_\_\_\_\_

Contact Person: \_\_\_\_\_

Phone number: \_\_\_\_\_

Email: \_\_\_\_\_

Respondents are requested to submit their responses to the following questions.

- 1. Are you interested in undertaking construction work at Government of Canada operated locations in the Indo-Pacific region?
  - Yes
  - No

- 2. Does your firm have regional offices in the Indo-Pacific region? If so, please indicate full office addresses below.

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

- 3. If your response was "Yes" to question 1, please indicate the project values and construction work types you would be interested in submitting proposals for within the Indo-Pacific region.

2.1 Values of construction work, in Canadian Dollars (\$) (select all that apply):

- \$0-\$500,000
- \$500,000 - \$1,000,000
- \$1,000,000 - \$5,000,000
- \$5,000,000 - \$10,000,000
- \$10,000,000+
- Other (State value range here: \_\_\_\_\_)

2.2 Types of construction work (select all that apply):

- Office Fit-Up
- Mechanical and Electrical Upgrades
- Fire and Life Safety System Upgrades
- Structural work (Seismic upgrades etc.)



- Perimeter Security (Walls/fences/Bollards/Anti Ram)
- Roofing work
- Exterior façade Upgrades (Windows/cladding etc.)
- Site work/ civil work

4. What construction contract models would you prefer to work under (select all that apply):

- Design-Bid-Build (Lump sum)
- Design-Build (Stipulated Price)
- Construction Management (at Risk)
- Construction Management (Without Risk)
- Cost-Plus
- Other (Please Specify)

5. Would you be willing to sign a Non-Disclosure Agreement (NDA) at the RFP and/or Contract Award stage?

- Yes, we would be willing to sign an NDA at the RFP stage.
- Yes, we would be willing to sign an NDA at the Contract Award stage.
- No, we would not be willing to sign an NDA.

6. Does your company hold a security clearance with the Government of Canada? If no, are you in the process of obtaining this security clearance?

- Yes
  - Please indicate level of security clearance: \_\_\_\_\_
- In progress
- No

Additional comments (as necessary): \_\_\_\_\_

7. Does your company have the capacity to sub-contract to and site-manage local contractors in the Indo-Pacific Region, if required?

- Yes
- No

Additional comments (as necessary): \_\_\_\_\_



8. Does your company have the capacity to manage shipping and logistics from Canada to the Indo-Pacific Region and/or within the Indo-Pacific Region?

Yes

No

Additional comments (as necessary):

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9. Is your company capable of providing the full range of services required in English or French?

Yes

No

10. Do you have any other recommendations or feedback on this LOI regarding work in the Indo-Pacific Region?

Yes

No

Additional comments (as necessary):

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