



**No. T8080-230403**  
**Advance Contract Award Notice**  
**Automotive Data**

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.

**BACKGROUND:**

The Predictive Analysis and Outlook Unit of the Transportation and Economic Analysis (TEA) and Environment Policy directorates of Transport Canada and (herein called Transport Canada) requires forecasts on the number of vehicles sold and produced in Canada. TEA will need the number of vehicles sold and produced in Canada to estimate the number of vehicles moved on rail in the future. Environmental Policy and Transport Canada need forecasts of hybrid and electric vehicles sales in Canada to support analysis of measures to accelerate the adoption of these vehicles towards meeting established federal zero-emission vehicle sales targets.

Transports Canada Requires:

- The North America production forecasts
- The Canadian sales forecasts
- The hybrid and electric vehicle forecasts

**DEFINITION OF REQUIREMENTS:**

Transport Canada's requirements for an existing, off-the-shelf product are as follows:

1. Format: Data must be accessible via either a web-based querying tool or a regularly updated flat file.
  - a. The web-based service tool to extract data:
    - i. Be easily accessible to a few employees of Transport Canada and not require an installation of software on the employees' computer.
    - ii. Be dynamic, allowing for custom and advanced data searches that are readily exportable or downloadable to Microsoft Excel. This feature must be available for all data fields and time periods accessible through the website.



2. Timeliness:

- a. The dataset available to users must not be older than half a year and must be updated at least quarterly on the web-based querying tool and be accessible 24 hours a day/seven days a week except for routine maintenance and outages.
- b. Flat files must be delivered through email, transfer protocol or any other electronic means deemed acceptable to both parties on a regular basis with final historical estimates at most half a year behind the time of delivery.

3. Data requirements:

- a. Canadian Production Forecast: model name, manufacture name, plant location with latitude and longitude, state/province, size (large, small, compact), type (Truck, car)
- b. Canada Sales Forecasts: model name, manufacturer name, origin, size (large, small, compact), type (Truck, car).
- c. Canadian Hybrid and Electric Vehicles Forecasts: model name, manufacturer name, segment, type of electric vehicle.

4. Accessibility/User Licenses: As a minimum, two licenses should be granted to Transport Canada.

5. Time period for the proposed services: 1 year starting February 24, 2024 to February 23, 2025 for the following three products:

- a. North America Production Forecasts
- b. Canadian Sales Forecasts
- c. Hybrid and Electric Vehicles Forecasts

6. For the hybrid and electric vehicle bulletin, Time period for the proposed services: 36 months contract starting February 24, 2024 and ending February 23, 2027. The three services listed previously would be part of the same contract.

7. The contractor will provide the above data sets, publication and on-line access in an annual subscription within five business days after the contract is in place.



## **CRITERIA FOR ASSESSMENT OF THE STATEMENT OF CAPABILITIES (MINIMUM ESSENTIAL REQUIREMENTS):**

For the Freight Demand and Outlook (FDO) team to properly conduct its business in monitoring the demand for vehicles in Canada. We require data that will provide insight into where that demand is coming from, who is supplying that demand, and information about the types of vehicles meeting the demand.

To respond to that need, we have identified a subscription service that provides access to the following services.

- North America Light Vehicle Production Forecasts
- Canadian Light Vehicle Sales Forecasts
- Canadian Hybrid and Electric Vehicle Forecast
- China Hybrid and Electric Vehicle Forecast
- Global Hybrid and Electric Vehicle Forecast
- North American Hybrid and Electric Vehicle Forecast
- US Hybrid and Electric Vehicle Forecast

These datasets provide historical as well as forecasted data are broken down by the following metrics.

- Sales group
- Manufacturer
- Local model line
- Platform
- Vehicle Plant
- City
- Location
- Latitude
- Longitude
- Size
- Engine Size
- Hybrid and EV Type
- Body Type
- Monthly, quarterly, and annual data for at least 10 projected years

We require this data to be informed by news and reports about special projects being developed in the industry. Reports produced explaining their forecasts being tied to specific projects and to consider some macro external factors.

1. Comprehensive Forecasting Models
  - a. Utilizing advanced forecasting models to predict light vehicle production, sales trends in various regions like North America, Canada, China, and the USA from 2018 to 2035.



2. Detailed Regional Breakdowns
  - a. Providing a detailed breakdown of forecasted data on a regional basis, allowing for a granular analysis of trends within specific geographic areas.
3. Customizable Time Horizons
  - a. Offering flexibility in the ability to access historical data from 2018 onwards and forecasts extending up to 2035, facilitating long-term strategic planning.
4. Data Granularity
  - a. Providing granular data points such as annual production sites figures and sales figures, enabling users to perform in-depth analyses and make informed decisions.
5. Hybrid and Electric Vehicle Insights
  - a. Supplying forecasts specifically for hybrid and electric vehicles, including production, model types, and sales data, with a focus on Canada, China, and the USA.
6. Market Share Analysis
  - a. Offering insights into market share dynamics, allowing subscribers to understand the competitive landscape and position their strategies accordingly.
7. Data Updates
  - a. Providing regular updates to subscribers to ensure access to the latest market information and adjustments to forecasts based on emerging trends.
8. Historical Performance Analysis
  - a. Enabling subscribers to analyze historical performance trends to identify patterns and make more accurate predictions about future market conditions.
9. Interactive Data Platforms
  - a. Facilitating access through user-friendly, interactive platforms, allowing subscribers to manipulate and visualize data for better understanding and decision-making. With the possibility of downloading data in various formats to manipulate locally.
10. Expert Analysis and Insights
  - a. Supplementing raw data with expert economic analysis, providing subscribers with a deeper understanding of the factors influencing the forecasts with various sources of information.
11. Data Security and Compliance
  - a. Ensuring data security and compliance with relevant regulations, providing subscribers with confidence in the integrity and confidentiality of information.
12. Customer Support
  - a. Offering dedicated customer support to assist subscribers in navigating the data, addressing queries, and providing additional assistance as needed.
13. API Integration
  - a. Optionally providing API integration for seamless incorporation of the data into subscribers' internal systems and workflows.
14. Custom Reports and Presentations



- a. Offering the option for custom reports and presentations based on subscriber requirements, facilitating effective communication of insights within the organization.

#### **APPLICABILITY OF THE TRADE AGREEMENT(S) TO THE PROCUREMENT:**

This procurement is subject to the following trade agreements

- [Canada-Chile Free Trade Agreement \(CCFTA\)](#)
- [Canada-Colombia Free Trade Agreement](#)
- [Canada - Honduras Free Trade Agreement](#)
- [Canada - Korea Free Trade Agreement](#)
- [Canada - Panama Free Trade Agreement](#)
- [Canadian Free Trade Agreement \(CFTA\)](#)

#### **JUSTIFICATION FOR PRE-IDENTIFIED SUPPLIER:**

GlobalData is able to meet all the requirements described above and can deliver the material on demand through their subscription service. GlobalData, a renowned provider of business intelligence and analytics, stands as a trusted partner in meeting requirements for the specified automotive data.

Leveraging cutting-edge forecasting models, with a commitment to flexibility, subscribers can access historical and forecasted data, enabling nuanced analyses and strategic planning.

The platform's granularity extends to detailed regional breakdowns, focusing on specific countries and offering specialized forecasts for hybrid and electric vehicles in Canada, China, and the USA.

GlobalData ensures timely updates, integrating expert analysis to enrich raw data with contextual insights. The interactive data platforms provide user-friendly interfaces for data manipulation and visualization with zero coding required, complemented by robust customer support. Security and compliance are paramount, assuring the confidentiality and integrity of the information. For a seamless integration, GlobalData optionally offers API access and the provision of custom reports as well as presentations underscores their dedication to tailoring solutions to specific needs.

#### **GOVERNMENT CONTRACTS REGULATIONS EXCEPTION:**

The following exception(s) to the Government Contracts Regulations is (are) invoked for this procurement under subsection 6 (d) that states “only one person or firm is capable of performing the contract”.

**OWNERSHIP OF INTELLECTUAL PROPERTY:**

Ownership of any Foreground Intellectual Property arising out of the proposed contract will vest with the contractor

**PERIOD OF THE PROPOSED CONTRACT:**

The proposed contract is for 3 years commencing February 24, 2024 to February 23, 2027.

**ESTIMATE COST:**

The estimated value of the contract including all potential cost is less than \$100,000.00 USD excluding applicable taxes.

**NAME AND ADDRESS OF THE PRE-IDENTIFIED SUPPLIER:**

**Company Name:** Global Data Publication Inc.

**Address:** 441 Lexington Avenue, 3<sup>rd</sup> floor, New York, NY 100017

**SUPPLIERS' RIGHT TO SUBMIT A STATEMENT OF CAPABILITIES:**

Suppliers who consider themselves fully qualified and available to provide the services described in the ACAN may submit a statement of capabilities in writing to the contact person identified in this notice on or before the closing date of this notice. The statement of capabilities must clearly demonstrate how the supplier meets the advertised requirements.

**CLOSING DATE FOR A SUBMISSION OF A STATEMENT OF CAPABILITIES:**

The closing date and time for accepting statements of capabilities is February 14, 2024 at 2:00 p.m. EST.

**INQUIRIES AND SUBMISSION OF STATEMENT OF CAPABILITIES:**

Inquiries and Statement of Capabilities are to be directed to:

Name: Fanie Charron

Title: Procurement Specialist

Department: Transport Canada

Tel: 343-574-8173

Email: [fanie.charron@tc.gc.ca](mailto:fanie.charron@tc.gc.ca)