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Federal Procurement Outlook

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Marine Procurement Outlook

Ottawa, ON

23 April 2019



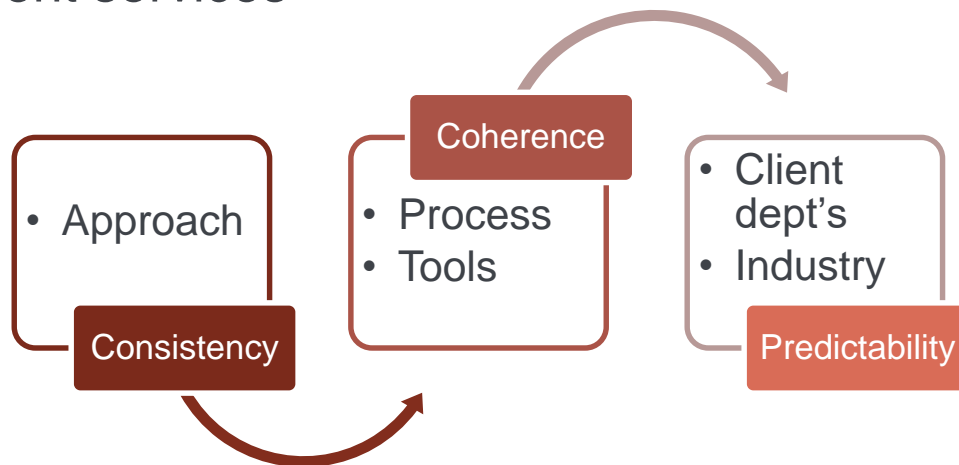
Public Services and
Procurement Canada

Services publics et
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Canada

MSSVS Strategic Objective

- Marine suppliers have greater knowledge of requirements (including innovation and greening) and are better equipped to do business with the government
- Marine clients/suppliers have access to modernized procurement instruments (who also factor in innovation and greening)
- Marine procurement professionals are better equipped to deliver effective client services



Marine Commodity Management Office (MCMO)

To address consistency, coherence and predictability, the MCMO developed and managed a **national approach** to marine procurement through the operation of:

- ❖ national program strategies,
- ❖ a marine procurement modernization approach, and
- ❖ the Marine Chapter and secretariat.



National Program Strategies & Procurement Modernization

The Marine Procurement Modernization Working Group (MPM WG) encompasses marine Directors from PSPC and other key departments:

- ❖ Coordinated efforts for federal marine procurement requirements through two semi-annual procurement outlook conferences & G2B meetings in collaboration with partner departments
- ❖ Collectively identified opportunities for procurement modernization and innovation
- ❖ Shared departmental lessons learned
- ❖ Provided recommendations, priorities and action plans to the Interdepartmental Marine Committee (IMC) based on regional industry consultation outcomes

National Program Strategies & Procurement Modernization

- New approach to industry engagement and interdepartmental collaboration – four (4) regional marine industry workshops across Canada
- To inform and shape national program strategies for:
 - ❖ Small Vessel Construction (vessels under 1,000 tonnes)
 - ❖ Vessel repair, refit, and maintenance including refits, Vessel Life Extension (VLE) and In-Service Support (ISS) requirements for all sizes of vessels
- Explore ways to streamline and modernize the procurement process

Victoria, BC
April 2018

Hamilton, ON
November 2017

Quebec City, QC
February 2018

Halifax, NS
January 2018



Industry Consultation Short-Term Initiatives - 18 Months

Title	Summary	Update
On-Site Technical Inspectors	Determine the viability and methods to acquire and develop on-site technical inspectors/support.	<ul style="list-style-type: none"> • Notional criteria and options presented • Pilot completed
2-Step Evaluation	Consistently apply phased bid compliance process to provide more flexibility and explore alternative multi-phased evaluation approaches.	<ul style="list-style-type: none"> • Liaised with Policy, awaiting policy release of new guidelines



Industry Consultation Short-Term Initiatives - 18 Months

Title	Summary	Update
Marine Template	Develop standardized PSPC contracting templates.	<ul style="list-style-type: none">• Standardized Alongside Refit template generated currently under legal review
Pre-Qualification Process	Pre-qualify companies, allowing bidders to submit common documents at any time.	<ul style="list-style-type: none">• Factored in RFSA for RHIB/IBs

Industry Consultation Medium-Term Initiatives - 18 to 36 Months

Title	Summary	Update
<p>Supply Arrangements/ Standing Offers</p>	<p>Develop/leverage procurement instruments for requirements of similar size, type, complexity, and region.</p>	<ul style="list-style-type: none"> • Issued Request for Supply Arrangements (RFSA) for Rigid-Hulled inflatable boats (RHIB) and Inflatable Boats (IB) Mar. 2019. • Investigating hull cleaning SO



Industry Consultation Medium-Term Initiatives - 18 to 36 Months

Title	Summary	Update
Work Packages/ Bundling	Examine bundling options as a means to drive best value.	<ul style="list-style-type: none"> • Meeting Jan 2019 for problem/option definition
Vendor Performance Management	Consider past performance for future contracts to incentivize quality.	<ul style="list-style-type: none"> • Presentation to MIAC March 26, 2019
Terms and Conditions	Review T&Cs to ensure better consistency and applicability.	<ul style="list-style-type: none"> • Initiated review of limitation of liability and insurance requirements • Pilot training on LOL & insurance



Marine Industry Advisory Committee (MIAC)

- DG level committee with membership from PSPC, DND, CCG, RCMP, ISED & Transport Canada
- Industry representation includes six marine related industry associations plus eight market segment participants (18-month rotation)
- A forum for the discussion of a range of cross-cutting topics including; planning, interdependencies, best practices, innovation, international market opportunities and trends, and the state of the Canadian marine sector.
- Provides input into plans, assists with implementation and advice to the IMC (DG level committee with membership from PSPC, DND, CCG, RCMP, ISED and Transport Canada)
- Complements standard industry engagement that occurs in the context of individual procurement processes

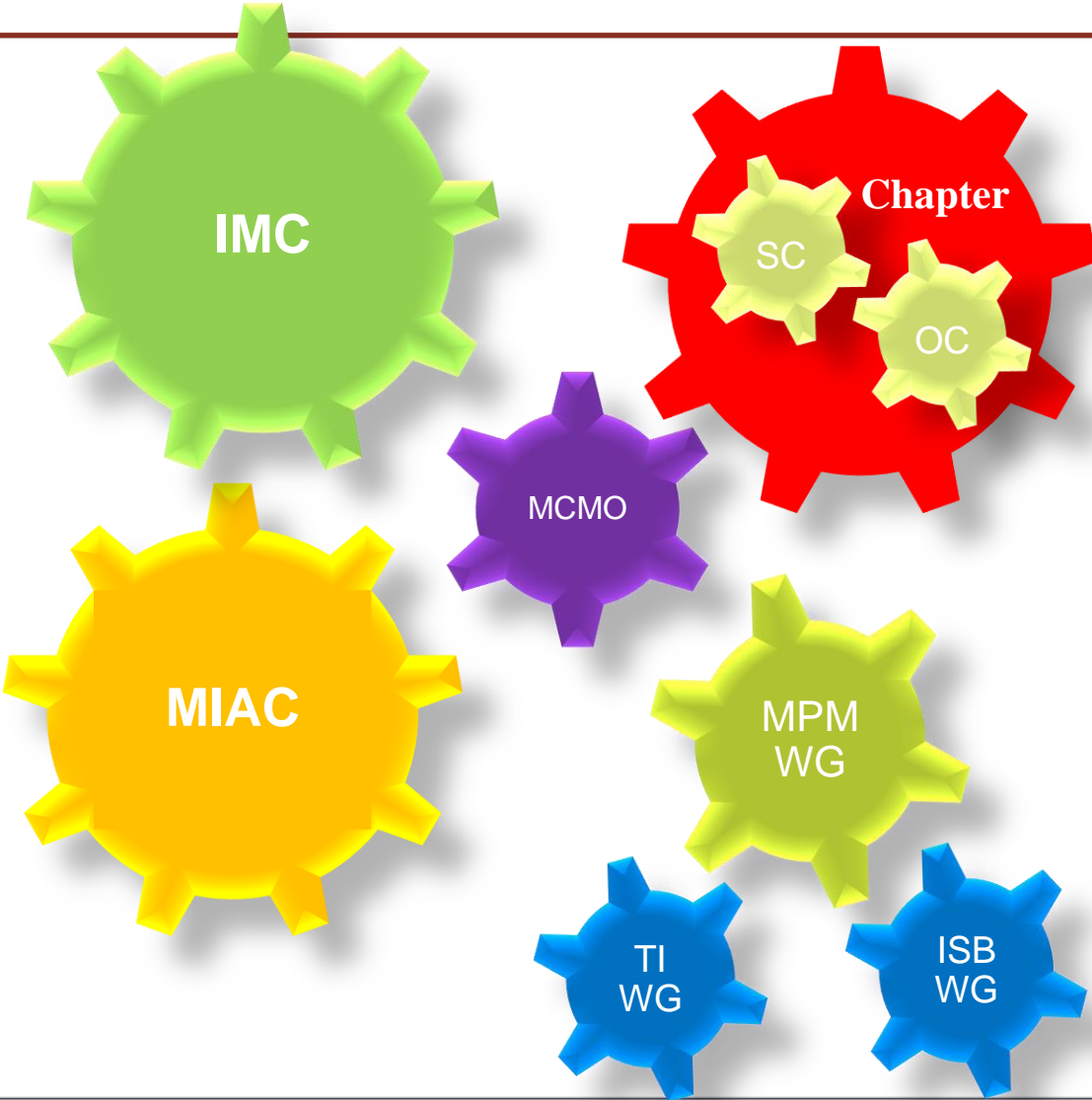


Marine Industry Advisory Committee (MIAC)

- Successful first MIAC meeting (March 26, 2019 in Halifax, NS)
 - ❖ Agenda items included:
 - Strategic context
 - Situational awareness
 - Risks/dependencies
 - Regional marine workshops
 - Innovation and greening
 - Fostering market development
- Current minutes being drafted and expected to be forwarded to MIAC by the first week of May
- Quarterly meetings on a rotational basis across regions with record of discussion to be posted on Buy-and-Sell
- Next MIAC scheduled in Montreal on June 18th

Thank you

Annex A Relational Landscape



Legend:

Interdepartmental Marine Committee (IMC)

**Chapter – Marine Chapter
Steering Committee (SC)
Operational Committee (OC)
HR Working Group (HR WG)
Standardisation WG (Std)**

Marine Commodity Management Office (MCMO)

**Marine Procurement Modernization (MPMWG)
Technical Inspector WG (TI WG)
Interdepartmental Small Boat (ISB WG)**

Marine Industry Advisory Committee (MIAC)



Annex B - MIAC membership

Government members

- A/DG MSSVS, PSPC, Chair – Dave Hatherall
- DG Maritime Equipment Program Management, DND - Commodore Chris Earl
- DG Integrated Technical Services, CCG - Sam Ryan
- DG Material and Assets Management, RCMP - Milton Jardine
- DG, Aerospace, Defence and Marine Branch, ISED - Mary Gregory
- DG, Industrial Technological Benefits Branch, ISED – Jeff Waring
- DG, Air and Marine Programs, Transport Canada - Ross Ezzeddin

Association members

- Canadian Institute of Marine Engineering (CIMarE) - Bud Streeter, Honorary President
- Atlantic Canada Aerospace and Defence Association (ACADA) - Richard Billard, President/CEO
- Association of British Columbia Marine Industries (ABCMI) - Leann Collins, Director of Projects and Stakeholder Relations
- Canadian Association of Defence and Security Industries (CADSI) - Nicolas Todd, VP Government Relations and Communications
- Canadian Ferry Association (CFA) - Serge Buy, CEO
- Nova Scotia Boatbuilders Association - Tim Edwards, Executive Director



Annex B – MIAC membership (continued)

Industry Market Segment representation (18 month rotation)

- **Repair, Refit and Maintenance**
 - Newdock, St.John's Dockyard Ltd. - Richard Eddy, Operations Manager
 - Canada Maritime Engineering Ltd. (CME Ltd.) - Raymond Gallant, Vice President of Operations
- **In-Service Support**
 - SNC-Lavalin - Clint Laidlaw, Senior Manager Business Development
 - Secunda Canada LP - Darrell Sheppard, President and CEO
- **Small Vessel Construction**
 - Rosborough Boats - Robert Cascoigne, Director Business Development
 - Chantier Naval Forillon Inc. - Jean-David Samuel, Président-directeur général
- **Supply Chain**
 - Wartsila Canada Ltd. - Pieter Groot, Contract Manager
- **Naval Architecture and Engineering**
 - Genoa Design International Ltd. - Leonard Pecore, Founder & Chair of the Board

