



Amendment 003

This Solicitation amendment (003) is raised to provide clarification sought by industry and extend the solicitation to May 26th, 2020.

Question 1:

Please advise if an alternative method for submission of responses will be provided due to the current restraints of the COVID-19 virus situation.

Answer 1:

At this time, it has been decided that we will only accept electronic submission of Bids.

Therefore, Due to the growing concerns over COVID-19 we will now only be accepting bids electronically. **Bidders must phone to confirm bid receipt immediately after they've submitted their bid.** As there is more work being completed remotely, it is vital to ensure you call and speak with myself to advise you have submitted a bid and I have received it.

INSERT: at Section 2.2

Bids must be submitted only to contract authority via email by the date, time and place indicated on page 1 of the bid solicitation. The bidder must phone to confirm bid receipt immediately after the bid has been submitted.

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Due to the nature of the bid solicitation, bids transmitted by facsimile or mail to NRCan will not be accepted.

DELETE: Section 2.2

Question 2:

At Bid Solicitation Closing, NRCan requires the Bidder's proposed individuals requiring access to classified or protected information, assets or sensitive work site(s) to EACH hold a valid RELIABILITY STATUS, granted or approved by the CSP, PWGSC. Given that foreign offerors and resources will not be able to obtain Organizational and Individual Security Clearances prior to the CSP bid closing:

- a) Will NRCan detail the process for proposed resources who are residents of another country to obtain individual security clearances? Will the Alternate Reliability Process apply and can this be initiated now?



- b) Will NRCan amend the bid requirements to allow foreign offerors and their resources, identified as proceeding through the Alternative Reliability Process, to fulfill the CSP Organizational and Individual Security Requirements within the RFP?

Answer 2:

NRCan will not be changing the requirement for the security the bidder must have the security required at bid closing. We have an operational requirement to begin the work as soon as the RFP has closed. Also with the concerns of COVID-19, the delays could be extreme. With regards to residents who are out of the country, due to the state of emergency within Ontario and the borders being closed to Canada the current state of the world wont allow for foreign contractors.

Question 3:

For Canadian resources who require a new security clearance, we anticipate potential delays with fingerprinting requirements and processing due to the coronavirus pandemic. Would NRCan consider revising the bid requirement from “at bid solicitation closing” to “upon contract award” or “before the work can be performed”

Answer 3:

NRCan will not be changing the requirement for the security the bidder must have the security required at bid closing. We have an operational requirement to begin the work as soon as the RFP has closed.

Question 4:

Section 1.1 Mandatory Evaluation Criteria of the RFP indicates that a bidder must provide proof that a proposed resource has experience conducting potential studies for demand-side management in the North American Utility sector or the Canadian utility sector within the past 10 years. Is “resource” referring to specific personnel that a bidder may propose and their specific experience or the submitting firm’s experience?

Answer 4:

This will be evaluated based on the experience of personnel, not the firm’s experience.

Question 5:

Would NRCan consider resources with other utility planning and program experience (DSM program design, pilot program development, program implementation, management consulting, etc.) not specifically tied to Demand Side Management (DSM) programs in meeting the mandatory technical criteria items M2 and M3?

Answer 5:

No. This experience, as stated, would be applicable to M1, M4, and M5, but would not meet the criteria for M2 and M3. That said, the activities described may involve cost-effectiveness analysis, so if the



bidder can demonstrate that cost-effectiveness planning was a component of these activities, then it may be used to meet M2 criteria. M3 can only be met if the bidder can demonstrate resources with experience conducting formal potential studies within the North American utility sector, no other experience will be considered.

Question 6:

Could NRCan explain which technologies or applications are the focus for “electric resistance in all sectors”?

Answer 6:

The purpose of the study is to provide NRCan with a comprehensive and quantitative understanding of the relative costs and benefits of different electrification technology options. While it is not anticipated that electric resistance heating will present a cost-effective option in most cases, understanding these costs and sensitivity relative to alternatives is a critical component of the study. Therefore, the successful bidder would ideally propose an approach that allows the cost-effectiveness of electric resistance to be quantified in all applicable contexts. NRCan recognizes that the complexity of this will have to be bounded somehow by the consultant- for instance, NRCan does not expect a detailed account of each industrial process which could use electric resistance, but the level of detail and approach proposed for such problems will be a key factor in determining how effectively the bidder has responded. Electric resistance heat results in particular provide a useful baseline to demonstrate the cost-effectiveness of advanced electric heating options. NRCan desires a grounded catalog of electrification assumptions for policy analysis applicable to multiple low-carbon pathways, not simply a list of “quick wins” in the electrification space.

Question 7:

Could NRCan explain if there is a preference for specific “fuel switching” technologies?

Answer 7:

The purpose of the study is to provide NRCan with a comprehensive and quantitative understanding of the relative costs and benefits of different electrification technology options using assumptions from both the consultant and NRCan’s own technical resources. Therefore, the successful bidder will cover as broad a set of technologies as possible to maximize this value. NRCan recognizes there will be trade-offs necessary in bounding the complexity, and will consider which bid most effectively did this with the study’s stated policy questions in mind. NRCan is approaching this study from a scientific perspective to provide long-term advice on the costs and benefits of electrification, not trying to promote specific technologies.



Question 8:

The SOW indicates that all data should be broken down on a province-by-province basis. However, on page 8, there is a reference to end-uses being broken down by provincial/territorial breakdowns. Should we assume that where we see 'province' in the SOW, that also includes a breakdown by territory? If not, please clarify how to approach the analysis of the territories.

Answer 8:

Apologies for this error, breakdowns must be by province *and* territory. Please note NRCan is well aware of data limitations and disparities across each province. There is a preference to be comprehensive and generate more specific regional results, even if this comes at the expense of jurisdiction-level accuracy for smaller jurisdictions where data is less reliable. For the purposes of this study, using provincially or territorially accurate electricity prices is a higher priority, since the focus is on understanding the viability of specific measures and how they tally up to a higher level result.

Question 9:

Would NRCan accept a bid that uses a platform other than Microsoft Excel for calculations, if the tool can be run with a free web-based version of the platform and does not require the purchase of any license or downloading of software, and the inputs and outputs are provided in Excel?

Answer 9:

Please see SW.4.1., deliverable 2, point A.

2. An appropriate database and analytical tool (as agreed upon, may be Excel based), which, at minimum:

a. Can be used by any government employee using programs within the Microsoft Office suite, NRCan employees' primary data management and analysis tools are Microsoft Access, Excel, and Power BI. The consultant shall not propose a platform which requires the purchase or licensing of a specific piece of software by NRCan.

For additional clarity: the objective is that the tool is usable by all government employees and must in some way have outputs and inputs consistent amendable to MS Office suite of programs. The consultant may propose other tools so long as they are freely available on an ongoing basis and can be used without assistance after project completion (**NOT** just for the duration of the project).

Question 10:

Regarding M1 to M4, on pages 43-44: Can you please confirm if all the proposed resources need to have the experience mentioned in those criteria, so all the resources need to meet M1, M2, M3 and M4? Or do we need to demonstrate that within our team of experts, some of the proposed resources have



experience to meet each criteria so that some resources may qualify for M1 and others for M2 for example.

Answer 10:

The latter is correct. It is not necessary for each resources to have all forms of expertise. The bidder must propose a team which collectively has expert knowledge related to all areas.

Question 11:

In Mandatory Criterion M1, on page 41, does the sentence “experience conducting technology analyses in the Canadian energy sector” refer specifically to technologies used in oil & gas and electricity production activities, or to energy-consuming technologies across all sectors?

Answer 11:

This refers to any work related to Canada’s energy sector writ-large (production, demand, distribution, all fuels, all end-uses etc.), not just energy producers or a specific subset of energy producers.