

# Request for Proposal: Modular Fabrication & Project Cargo Centre of Excellence 2018-4



## Project Description and purpose

Enterprise Saint John (ESJ) and its key stakeholders, Port Saint John, Develop Saint John, Opportunities NB, Port of Belledune and Atlantic Canada Opportunities Agency have established the New Brunswick Modular Fabrication Task Force to investigate, develop and promote the establishment of a centre of excellence in Modular Fabrication (Mod Fab) and Project Cargo handling in the Province of New Brunswick. The taskforce is inviting firms to submit a proposal to undertake a project in support of these efforts. The winning proposal will need to achieve the following key outcomes:

1. The taskforce shall gain a thorough understanding of the main participants in this sector, including their key strengths, capacity, capability, quality assurance certification, safety record and experience at the general contractor level.
2. The taskforce shall also gain a better understanding of the New Brunswick based logistics and supply chain for this sector at the subcontractor and supplier level.
3. The taskforce shall have a list of the above companies with key contact information to be used as a tool by the industry partners.

## Background

New Brunswick has a long history in its construction and fabrication industries. Regional companies having participated in the construction of ships, heavy industrial plants, gas, oil fired and nuclear power plants and a variety of other light industrial construction projects. New Brunswick is strategically located on Canada's East Coast. From this position, the province is well positioned to receive and ship goods around the world. The provincial infrastructure includes several well-developed industrial parks, Port Saint John, which is the third largest port in Canada for volume, a heavy lift barge terminal, the Port of Belledune and an advanced multimodal transportation network. The presence of local industries, including an oil refinery, pulp, paper and tissue mills, mining and various power plants, have allowed a strong supply chain to develop to support their ongoing maintenance and expansion efforts. The green energy sector including tidal, solar and wind power has been identified as a growing market with rapidly advancing technologies. There are a number of key initiatives ongoing throughout the northeast U.S., Eastern Canada and elsewhere that can provide opportunities for the Province of New Brunswick to employ their strategic advantages to participate in the design, construction and delivery of modules in support of these projects.

The New Brunswick Modular Fabrication Task Force was created in 2017 to assess the state of the mod/fab sector and its potential for growth in New Brunswick. After a market and competition scan was completed, a marketing program with collaterals was developed and executed. Through feedback received it was felt that a full assessment of the companies involved in this sector and their capabilities and capacity was an important missing element in promoting New Brunswick as a location for mod/fab construction projects and project cargo initiatives.

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## Objectives

The objectives of this project are:

1. To complete a full capability assessment of the sector, from the general contractor level to sub contractors and associated supply chains.
2. To consult with regional industry members to identify capabilities, capacity and potential areas of opportunity.
3. The research compiled will be used to create a comprehensive list of industry players to be used as part of a marketing program and effective lead generation activities.

## Deliverables

The list of deliverables identified in this section is not exhaustive. Proponents are expected to provide any additional appropriate recommendations to fulfill the objectives of the project.

1. Database of industry participants with full contact information, capabilities, experience, safety, QA, capacity, etc.
2. A written report detailing the process used to determine the list and copies of any responses to enquiries.

## Governance

The project will be managed day to day by Enterprise Saint John. It will be the sole point of contact and will make routine decisions as required according to the project scope. The successful contractor will be expected to meet with the project manager at an initial project kick-off meeting and then participate in bi-weekly meetings to provide a status update and discuss issues. These meetings can be face to face or by teleconference.

## Time frame

All associated work and activities must be completed and the final report delivered no later than **Friday, November 30, 2018**.

## Selection Criteria

The successful contractor will be determined based on the scoring rubric attached as Appendix A. Please note that determination of best value may not result in the lowest cost proposal being accepted.

**Please include the following information in your quotation:**

1. The quote shall be a firm fixed price and shall include all associated costs related to the above requested tasks and deliverables,

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2. A complete company biography which clearly demonstrates your track record with similar or related work or projects with references.
3. Your proposal should fully illustrate your firm's knowledge of the marketplace and should include resumes of key staff, resources to be employed to complete the work, your methodology for completing the work and any additional details on the deliverables including the final report. Similar information should be provided for any sub-contracting companies you intend to use.

## **Payment Schedule**

You will be expected to submit one invoice for the entire scope upon delivery of the final report. Payment will be made by cheque, typically within 30 days of receipt of the invoice.

**Enterprise Saint John reserves the right to NOT award a contract as a result of this solicitation.**

**Proposals are due Wednesday Sept 28, 2018 by 3:00 PM Atlantic Standard Time (4:00 GMT).**

Please e-mail all proposals directly to the Director of Investment Attraction for Enterprise Saint John, Ian McCoy at [imccoy@enterprisesj.com](mailto:imccoy@enterprisesj.com). Questions for clarification should be directed to the same contact. Should questions or requests for clarification be received, the questions and their answers will be distributed to all those invited to respond to the RFP.

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## Appendix A

MODULAR FABRICATION AND PROJECT CARGO EVALUATION RUBRIC		
CRITERIA	VALUE	SCORE
SIGNIFICANT KNOWLEDGE OF THE ADVANCED MANUFACTURING AND MODULAR FABRICATION INDUSTRY, ITS KEY PLAYERS AND THE MEMBERS OF THE VALUE CHAIN	10	
METHODOLOGY TO BE USED TO ACHIEVE PROJECT OUTCOMES	10	
DEMONSTRATED ACCESS TO DATA TO ACHIEVE PROJECT OUTCOMES	10	
SIGNIFICANT KNOWLEDGE OF THE TRANSPORTATION AND LOGISTICS SECTOR	10	
DEMONSTRATED UNDERSTANDING OF THE PROJECT	5	
COMPLETENESS AND SUITABILITY OF APPROACH AND WORKPLAN	15	
RESOURCES AVAILABLE TO FIRM	15	
COST	20	
ADDITIONAL VALUE TO BE DELIVERED	5	
TOTAL	100	