

**Comment and Review to the  
Request for Proposal CAN-2021-011  
Fabric & Pre-Engineered Steel Buildings with Related Accessories, Supplies, and Services**

The following RFP solicitation notices were posted online on the recognized bidding portals across Canada listed below.

- <http://bcbid.gov.ca>
- [www.purchasingconnection.ca](http://www.purchasingconnection.ca)
- <http://www.sasktenders.ca>
- <http://www.merx.com>
- <https://www.princeedwardisland.ca/en/tenders>
- <https://procurement.novascotia.ca/>

The proposal submission deadline for this procurement was March 18, 2022 at 3:00pm MT. The tender documents were retrieved from Alberta Purchasing Connection (*purchasingconnection.com*) 40 times and the following proponents provided their response before the deadline. Proposals were only accepted via electronic submissions to [proposals@canoeprocurement.ca](mailto:proposals@canoeprocurement.ca).

Coverco Buildings Ltd.		
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The proposal evaluations were completed by March 6, 2022 by the following individual.

Nigel Gamester, Procurement Manager – Canoe Procurement Group of Canada


Per the *Fabric & Pre-Engineered Steel Buildings with Related Accessories, Supplies, and Services Request for Proposal (RFP)* documentation, proponent proposals were evaluated in two stages; the first stage is the pass / fail evaluation of all mandatory requirements, and second stage is the assignment of material points based on the rated elements / pricing elements of the proponent's proposal. There is a minimum score of 65% required to pass the second stage of evaluation.

The proposal evaluation committee used the evaluation criteria outlined in section 4.2 – Review of Mandatory Requirements and determined that all six proposal responses passed the mandatory requirements and were further evaluated according to section 4.3 – Evaluation of Rated Elements that scored each criteria with the content proposed in each proponent proposal.

**Coverco Buildings Ltd.** scored a total of 916 points resulting from a complete submission that addressed all material topics outlined in the RFP with excellence and credibility. The corporate overview and proponent experience with MASH sector clients were notable strengths of the proposal. Also, the range of products offered, and proposed program pricing received total points from a proposal that offered everything that was defined within the scope of the RFP with material and labour discounts ranging from 5%-14%. The marketing strategy involves many key elements such as attending Canoe events and digital marketing, however the most notable improvement required is the degree of relationship-based selling that this proponent allocates towards business development. The Coverco Buildings proposal offered serviceability in British Columbia, Alberta, Saskatchewan, and Manitoba.

The administrative fee of 4% proposed remains consistent from the previously awarded contract.


Based on the complete RFP evaluation methodology summarized in this report and the proponent scoring of 91.6%, I am making the recommendation to offer Coverco Buildings with a contract award.



Nigel Gamester, BComm

Procurement Manager

Exhibit A – Evaluation Results

		Proposal Evaluation		Comments
		Fabric & Pre-Engineered Steel Buildings with Related Accessories, Supplies, and Services CAN-2021-011		
		Coverco Buildings		
		Available Points		
Labelled Electronic Submission	Pass/Fail		Pass	
Proposal Format and Content	Pass/Fail		Pass	
Authorized Signature	Pass/Fail		Pass	Signed by Tim Nash
Proof of Insurance - 5M	Pass/Fail		Pass	COI provided - Aon Reed Stenhouse Inc.
Workers Compensation Clearance Certificate	Pass/Fail		Pass	Certificate provided
<b>Part A - Corporate Overview (100)</b>				
Corporate Overview		60	60	25+ years experience, many municipal clients, approved RMA supplier for 7 years
Legal Actions		20	20	none
Financial Strength		20	15	maintains positive cash flows and strong financial reports, could not locate the bonding facility letter mentioned
<b>Part B - Experience &amp; Qualifications (150)</b>				
Proponent Experience		100	92	Strong endorsement from MASH sector clients (letters provided in proposal), 20% market share in 2021, declining program revenues
Personnel		30	30	References provided with proposal
Workplace Safety		20	20	COR certificate provided
<b>Part C - Goods/Services Description (600)</b>				
Functional Requirement - Range of Products		100	100	Proposed pre-engineered steel building supply and install and fabric building supply and install, service also proposed
Functional Requirement - Pricing & Discounts		200	200	better than, discounts applied to both materials and labour, range from 5% - 14%
Functional Requirement - Administrative Fee		20	20	4% (same as previous contract)
Functional Requirement - Product Manufacturing & Shipping Considerations		200	175	AD for Calhoun Super Structures, Canadian manufacturer, has approved shipping suppliers to broker rates, no mention of timelines
Functional Requirement - Product Availability		50	22	No mention of product guarantees for Canoe members or priority allocation for product through the program
Technical Requirements - Electronic Billing Considerations		30	30	Currently set up in Canoe accounting, receiving invoices electronically
<b>Part D - Approach &amp; Marketing Plan (150)</b>				
Proposed Approach		40	36	Attending trade shows, Canoe events, digital communication, direct market
Proposed Marketing Plan		110	96	Lots of marketing samples provided, stronger relationship based selling model required
<b>Total Points /1000</b>			<b>916</b>	