


**Exhibit A – Evaluation Results**

|  |           | Proposal Evaluation  |            | Comments   |
|---|-----------|--|------------|--|
|   |           | Fabric & Pre-Engineered Steel Buildings with Related Accessories, Supplies, and Services<br>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> |  |