



**REQUEST FOR PROPOSALS
October 23, 2019**

FOR SIGN INSTALLATION AT WARMAN CAMPUS

Great Plains College
Attention: Jill Jenkins
c/o Carrie Voysey
Box 1001, 201 Central Street
Warman, SK S0K 4S0

**CLOSING DATE
October 31, 2019, 4 p.m. (Central Standard Time)**

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INSTRUCTIONS TO PROPONENTS

INTRODUCTION

1. Great Plains College (the "College") is inviting proposals for sign companies to provide and install outdoor signage at the Warman Campus (the "Services"). Further detail about the College is set out in Schedule "A" - Background Information.
2. The purpose of this Request for Proposals ("RFP") process is to select a qualified proponent to enter into a Services Agreement with the College for the performance of the Services. Further details about the Services required by the College are set out in Schedule "B" – Services Requirements.
3. **This RFP is not a tender and is not subject to the laws of competitive bidding. No bid contract or agreement is created by the submission of a proposal.**

RFP DOCUMENTS

4. The following documents are attached to and form part of this RFP:
 - Schedule "A" – Background Information
 - Schedule "B" – Services Requirements
 - Schedule "C" – Proposal Content Requirements

INQUIRIES

5. Proponents are responsible for reading and familiarizing themselves with the provisions of this RFP and other accompanying documents (as applicable), and should make those inquiries and investigations it considers necessary for the preparation and submission of its proposal.
6. Any inquiries concerning this RFP should be directed in writing to the following:
 - Carrie Voysey, Director of Communications & Development
 - Great Plains College
 - Email: carriev@greatplainscollege.ca
7. All inquiries should be in writing and received by the College no later than 5 days before the closing date and time for this RFP.
8. The College may circulate its response to any inquiries to all proponents, along with the original inquiry and may post such response and original inquiry on www.sasktenders.ca or may choose not to reply to any inquiry.
9. Proponents should refrain from contacting other employees, agents or members of the College Board in respect of this RFP process, including for the purposes of lobbying or attempting to influence the outcome of this RFP process. Any such contact may, in the College's sole discretion, result in disqualification.

SUBMISSION OF PROPOSALS

10. Proposals should be in electronic format. Proponents should submit their proposal on a memory stick or USB indicating the RFP title and Closing Date to the following address OR via email by **4 p.m. (Central Standard Time) on October 31, 2019:**
 - Great Plains College
 - Attention: Jill Jenkins, Region Manager

c/o Carrie Voysey, Director of Communications & Development
Box 1001, 201 Central Street, Warman, SK S0K 4S0
Email: carriev@greatplainscollege.ca

11. Proposals should be clearly marked "Sign Installation Warman Campus Proposal – Confidential."
12. If you require additional time to submit your proposal, you should contact Carrie Voysey by email to carriev@greatplainscollege.ca. The College may, in its sole discretion, allow additional time for proponents to submit a proposal.
13. Proposals and accompanying documentation provided to the College in response to this RFP will not be returned.

CONTENT OF PROPOSALS

14. Proposals should address the items set out in Schedule "C" - Proposal Content Requirements.
15. Proponents may provide additional information beyond that requested in the RFP for the College's consideration. Any such additional information may be considered by the College in its sole discretion.
16. Proponents may be asked to submit additional information pertaining to their past experience, qualifications and such other information that the College might reasonably require.

COST OF PROPOSALS

17. The College is not responsible for any costs incurred by proponents in preparing their proposals, attending any meetings or interviews with the College, making any presentations to the College in connection with their proposals, or otherwise incurred in connection with this RFP process.
18. This RFP does not create any legal obligations between the College and any proponent.

EVALUATION PROCESS

19. Proposals will be opened and evaluated privately.
20. The College intends to evaluate proposals based on the criteria set out in this RFP in order to identify the proposal which offers the best overall value to the College.
21. In assessing proposals, the College will take into consideration the following evaluation criteria with the relative weighting as indicated below:

- a) Qualifications, Experience and Capacity (60%)

In assessing each proponent's qualifications, experience and capacity, the College may take into account the following factors:

- i. qualifications and experience of the proponent and its lead personnel in the service areas being offered;
- ii. qualifications and experience of any subcontractors and their lead personnel;
- iii. the capacity of the proponent to provide and successfully complete the Services required by the College, in a timely, efficient and quality manner;

- iv. previous experience of the College in working with a proponent;
- v. such other criteria as the College considers relevant.

b) Fee Proposal (40%)

The College anticipates that the Services will be priced on the basis contemplated in Schedule "C". In assessing each proponent's fee proposal, the College may take into account the following factors:

- i. any conditions or limitations applicable to the proposed fees (including any rate escalations);
- ii. any other reimbursable expense categories and any proposed markup; and
- iii. such other criteria as the College considers relevant.

c) Exceptions to Form of Services Agreement

Following evaluation in accordance with the above criteria, the College may adjust the relative ranking of proposals based on the extent and materiality of each proponent's exceptions, if any, with the College's proposed form of Services Agreement. The College will give preference to proposals indicating that the proponent will enter into the proposed form of Services Agreement with minimal or no changes.

22. Proposals will be evaluated on the basis of the information provided in response to these Instructions to Proponents. In addition, in assessing the proponent's qualifications, experience and capacity, the College may also consider the following:
- a) clarifications and/or additional information that may be supplied pursuant to requests from the College;
 - b) interviews and/or reference checks that may be conducted at the College's discretion;
 - c) information received from any source that the College considers reliable.
23. The College may, in its sole discretion, request clarification from a proponent during the evaluation process.
24. Proponents are advised that the evaluation process is subjective in nature and the College's intention is to consider, in its sole discretion, each proposal on its merits, without regard to the rules or principles of competitive bidding, including without regard to whether a proposal is compliant with this RFP.
25. The College may short-list proponents and conduct interviews, conference calls and/or presentations with short-listed proponents at its sole discretion. Furthermore, the College may negotiate any and all aspects of a proposal, including but not limited to the fee proposal, and the Services Agreement terms, with one or more proponents.
26. An invitation to interview or to negotiate does not obligate the College to conclude the Services Agreement with that proponent. The College may interview or may negotiate any aspect of any proposal with one or more proponents at any time.
27. The College will notify all unsuccessful proponents after entering into a definitive Services Agreement with the successful proponent. Unsuccessful proponents may request a debriefing interview to obtain feedback on their proposal after receiving this notification.

ANTICIPATED SCHEDULE OF EVENTS

28. The following is the anticipated schedule of events related to this RFP. These dates are provided as target dates only and may be changed at any time by the College in its sole discretion:
- | | |
|---|--|
| a) RFP Released | Oct 23, 2019 |
| b) Inquiries respecting RFP | Oct 28, 2019 |
| c) Closing Date | Oct 31, 2019 |
| d) Tentative Evaluation | Approx. one week
after Closing Date |
| e) Tentative Services Agreement Execution | Nov 18- Dec 20, 2019 |

FORM OF SERVICES AGREEMENT

29. Any successful proponent(s) will be expected to enter into an agreement for services with the College (the "Services Agreement") as contemplated in Schedule "C" – Proposal Content Requirements.
30. The College expects that the term of the Services Agreement will be for sign installation and clean up between the dates of Nov 18, 2019 and Dec 20, 2019.

EFFECT OF RFP

31. This RFP is not intended to be a tender or otherwise subject to the laws applicable to competitive bidding. Until such time as the College signs a definitive Services Agreement with a proponent, the College does not intend to create a contractual relationship (including a bid contract), either express or implied, with any proponent submitting a response to this RFP.
32. For greater certainty, terms such as "requirement", "shall", "must" or other similar imperatives used in this RFP are intended as terms of convenience only, unless otherwise identified specifically as a mandatory requirement. The College intends to evaluate proposals on the extent to which a proponent's proposal is able to meet such items, but in no event shall the College be required to disqualify or reject any proposal on the basis that such item is not met or only partially met.
33. Submission of a proposal does not obligate the College to accept any proposal or to proceed further with any of the Services. Consideration of any proposal shall be in the College's sole discretion.
34. Proposals may be withdrawn or amended by a proponent at any time by written notice to the College prior to the College and the proponent signing a formal Services Agreement.
35. Proponents are advised that the College is intending to conduct a flexible procurement process, not subject to the law of competitive bidding, and that the College may, in its sole discretion, at any time and for any reason:
- reject any and all proposals (including, for greater certainty, the lowest cost proposal);
 - modify or vary any aspect of this RFP at any time before or after the time for submission of proposals;
 - extend the deadline for submission of proposals at any time before or after the

- time for submission of proposals;
- d) accept any non-compliant, conditional or irregular proposal or any alternate proposal, in whole or in part;
 - e) discuss the terms of a proposal submitted by a proponent with that proponent at any time, on a confidential basis, for the purposes of clarification and/or negotiation of that proposal;
 - f) allow any proponent submitting a proposal to modify or vary any aspect of its proposal at any time;
 - g) verify or seek clarification of any and all information provided pursuant to this RFP and provide proponents with an opportunity to correct any defects, informalities or irregularities in their proposal;
 - h) negotiate any and all aspects of any proposal and the provisions of the Services Agreement (including, without limitation, those provisions relating to fees and/or any scope of services) with any one or more proponents at any time in its sole discretion, whether before, during or after the selection and evaluation process; and
 - i) cancel this RFP at any time for any reason and thereafter proceed in any manner it sees fit, in its sole discretion, including:
 - i. issuing a new request for proposals or other procurement document based on the same or changed scope of services or other requirements;
 - ii. entering into sole source negotiations with any one or more of the proponents or any other person; or
 - iii. cancelling the procurement in its entirety.

CONFIDENTIALITY, PUBLIC ANNOUNCEMENTS

36. Proponents are expected to keep confidential all documents, data, information and other materials of the College which are provided to or obtained or accessed by a proponent in relation to this RFP, other than documents which the College places in the public domain. Proponents are expected not to make any public announcements or news releases regarding this RFP or the entering into a Services Agreement pursuant to this RFP, without the prior written approval of the College.
37. Proponents are advised that the College is subject to the provisions of *The Local Authority Freedom of Information and Protection of Privacy Act* (Saskatchewan), which provides a right of access to information in records under the control of a publicly-funded academic entity. Proponents are advised that the College may be required to disclose the RFP documents and a part or parts of any proposal in response to this RFP pursuant to *The Local Authority Freedom of Information and Protection of Privacy Act* (Saskatchewan).
38. Proponents are also advised that *The Local Authority Freedom of Information and Protection of Privacy Act* (Saskatchewan) does provide protection for confidential and proprietary business information; however, proponents are strongly advised to consult their own legal advisors as to the appropriate way in which confidential or proprietary business information should be marked as such in their proposal in response to this RFP. **Proponents should identify any information in their proposals that they consider to be confidential or proprietary business information.**

CANADIAN FREE TRADE AGREEMENT

39. This procurement is subject to the *Canadian Free Trade Agreement*.

Schedule "A" – Background Information

General Background Information

Great Plains College is a regional college established under *The Regional Colleges Act* (Saskatchewan) (the "Act").

Section 5 of the Act allows a regional college to offer the following educational services or programs:

1. university and technical institute courses provided by way of a contract between the college and a university or technical institute;
2. training programs that prepare individuals for a career or provide education with respect to health or social issues;
3. training programs paid wholly or partly by private business, non-profit groups or government agencies;
4. career services;
5. adult basic education, literacy and upgrading programs;
6. any other educational activities that the Lieutenant Governor in Council may prescribe in the regulations.

In addition, under *The Regional Colleges Programs and Services Regulation* (Saskatchewan), a regional college is authorized to:

1. provide employment services, programs and activities associated with career, educational and training services, programs and activities pursuant to agreements with the Minister of Post-Secondary Education and Skills training or the New Careers Corporation; and
determine student eligibility for, and to administer the Provincial Training Allowance.

Great Plains College serves an area that is more than 100,000 square kilometers and has 115,000 potential students.

A decentralized campus region system, consisting of three campuses and subsidiary program and training centres, has been established to provide a broad array of programs in western Saskatchewan and enable the college to help learners, communities and regional industry grow.

These include:

- Kindersley Campus Region (includes Rosetown Program Centre)
- Swift Current Campus Region (includes Maple Creek Program Centre)
- Warman Campus Region (includes Biggar Program Centre)

More information can be found at www.greatplainscollege.ca.

Additional Background Pertaining to the Services (if applicable)

The following information may assist you in preparing your proposal:

Warman Campus is a commercial property in need of an outdoor sign that identify the location of the College and will advertise its program offerings and events. The sign will be double-sided with an electronic message centre and unit, and an angled, double-sided sign cabinet with polycarbonate faces saying "great plains college" along with our logo.

Please refer to Schedule B (p. 10) for specifications.

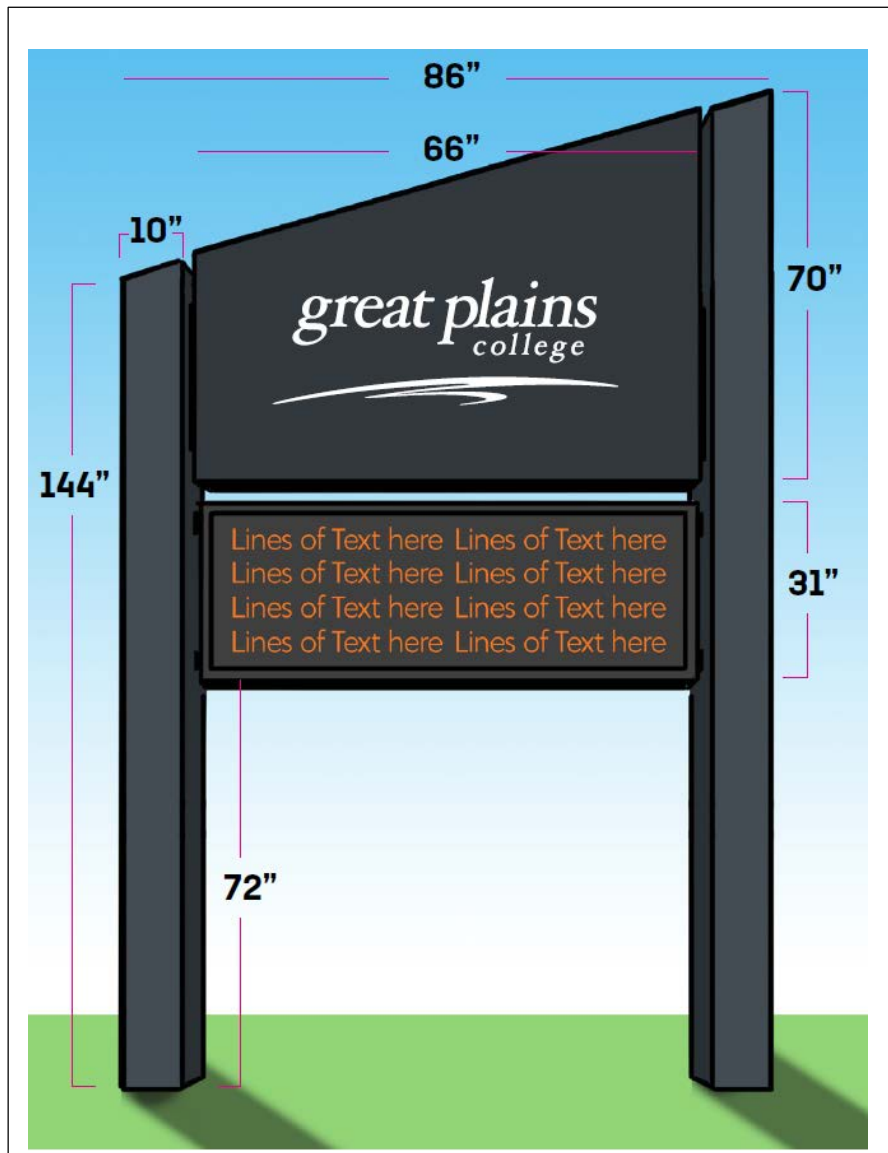
Schedule "B" – Services Requirements

Background and Description of the Project

Warman Campus requires installation of outdoor signage. It will include, but not be limited to:

- Two concrete bases 36" in diameter by 14' deep with anchor bolts
- A double-faced electronic message centre with cabinet (black) dimensions of 2'7"H x 5'6"W
- 10"x10" painted metal poles with powder coated, double-faced sign cabinet (polycarbonate sign faces) and graphics (College logo)
- The top portion of the sign (College logo) will light up

A diagram of the sign is below.



Scope of the Services

Installation of an outdoor sign for Warman Campus, including:

- Two concrete bases – holes drilled to accommodate bases 36” in diameter by 14’ deep with anchor belts
- Provision of the sign as depicted above
- Traffic control – lane and street closures as required
- Accommodation of non-standard site conditions including, but not limited to, blocking for sign support, water management and proximity of power lines
- Electrical services, final hookup of the sign and tree removal are not included in the scope of services

Site(s) of the Work

Great Plains College Warman Campus, 201 Central Street, Warman, SK.



Standards of the Services

Any damage to property must be repaired at the expense of the proponent.

Term

November 18 – December 20, 2019

Schedule

Work schedule will be determined in consultation with the City of Warman and Great Plains College. Project and invoicing must be complete on or before June 30, 2020.

College office hours: Monday–Friday, 8:30 a.m.–4:30 p.m.

Related Deliverables and Work Product

Proponent will supply:

- The sign as described
- Two concrete bases
- Labour to install the sign and ensure clean-up afterwards
- All additional materials or supplies required to install the sign

If any of above materials are not available, or additional materials are required, substitutions and/or additions must be of equivalent quality material.

Schedule "C" – Proposal Content Requirements

Proponents should, at a minimum, address the following in their Proposals:

Company Detail

1. A brief description of your company including any qualifications you consider relevant.

Relevant Experience

2. A description of a proponent's experience in performing similar work, including two (2) references of work performed for academic institutions in the previous five (5) years, and appropriate contact information for references.

Lead Personnel

3. Identify the lead personnel responsible to lead the delivery of the Services the proponent is prepared to offer and their expected involvement.
4. Describe the relevant experience of the lead personnel and include their resumes and professional designations.

Capacity

5. The College expects that you will have sufficient resources available to meet the service requirements of the College in a timely and efficient manner. Provide a brief description of your company's staffing resources that will be utilized to meet the service requirements of the College.
6. Identify and provide a brief description of any subcontractors you propose to engage to provide the Services.

Schedule

7. The Services are expected to commence on November 18, 2019 and to be completed on or before December 20, 2019.
8. Work must be completed in consultation with Great Plains College and the City of Warman. Project and invoicing must be complete on or before June 30, 2019.
Proposals should include a confirmation of whether your company is capable of meeting the College's schedule for completion of the Services, as set out in this RFP.

Fee Proposal

9. Proponents should provide a fee proposal which addresses the following:

Time and Materials Basis

The College expects the Services to be provided on a "time and materials" basis. Please provide a complete pricing proposal, including, without limitation:

- a) Any applicable hourly labour rates;
 - b) Any applicable unit prices for materials
 - c) An estimate of the total cost of providing the Services.
10. Please describe any reimbursable expense categories and other charges and when they would apply. The College prefers that no mark-up is proposed for reimbursable expenses. The College expects not to pay any reimbursable expenses or other charges incurred without its prior consent.
11. All prices/rates should be quoted in Canadian Dollars, exclusive of any applicable GST.

Services Agreement Terms

12. Proposals should include a proposed form of Services Agreement for consideration by the College.

Proposals should include a detailed description of any exceptions or additions to the Services Agreement. The College will assume, in the absence of any such exceptions or additions, that the proponent accepts the form of Services Agreement.

Liability Insurance

13. Provide certificates of insurance outlining the amounts of liability insurance that you carry. Provide proof of Saskatchewan Workers' Compensation Board letter of good standing.

Conflict of Interest Disclosure

14. Disclose any actual or potential conflicts of interest that may exist between your company and its management, and the College, its directors or employees, and the nature of such conflict of interest. If a proponent has no such conflict of interest, a statement to that effect should be included in its proposal. The College's employees are ineligible to participate, directly or indirectly, with any proponent.

Confidentiality

15. Proponents are advised that *The Local Authority Freedom of Information and Protection of Privacy Act* (Saskatchewan) does provide protection for confidential and proprietary business information; however, proponents are strongly advised to consult their own legal advisors as to the appropriate way in which confidential or proprietary business information should be marked as such in their proposal in response to this RFP. **Proponents should identify any information in their proposals that they consider to be confidential or proprietary business information.**