



Frequently Asked Questions (FAQ)

BID SOLICITATION – VENTURE ADVISOR TO FACILITATE PUBLIC SECTOR SCALING OF INNOVATIONS

This document addresses frequently asked questions regarding the Bid Solicitation for Venture Advisor to Facilitate Public Sector Scaling of Innovations (RFP-VA-2020-01-20) issued by Grand Challenges Canada in January 2020. This document was last updated on February 6, 2020.

Is this Bid Solicitation for an individual, a firm or either?

- A. The Bidder must have the legal capacity to contract. If the Bidder is a sole proprietorship, a partnership or a corporate body, the Bidder must provide, if requested by Grand Challenges Canada, a statement and any requested supporting documentation indicating the laws under which it is registered or incorporated, together with the registered or corporate name and place of business. This also applies to Bidders submitting a bid as a joint venture. Grand Challenges Canada welcomes bids from individuals or firms/teams.

The contracting period is over 12 months. Does Grand Challenges Canada anticipate this to be a full-time engagement over the 12 months, or will it require varying levels of effort throughout the 12 months?

- A. Bidders should expect varying levels of effort over the contracted 12 months. It would be according to the proposed scope of work, which should be shaped by what Grand Challenges Canada is hoping to accomplish.

Will the successful Bidder require full-time presence in Toronto?

- A. Bidders should expect remote work.

Can Grand Challenges Canada provide any guidance on fee restrictions for this Bid Solicitation?

- A. Grand Challenges Canada does not have a fee ceiling for this Bid Solicitation. The final contracting decision will be based on value for money, and whether or not the selection committee can prove it based on a competitive process and what the Bidder can accomplish. Grand Challenges Canada often has Bidders quoting not-for-profit rates. It is not guaranteed that the lowest Bidder gets the bid, nor that the highest bidder does not as there are multiple criteria assessed to determine the successful bid (please refer to Appendix B: Evaluation Criteria and Basis of Selection- Scoring Rubric for Evaluation, in the original Bid Solicitation).

Does Grand Challenges Canada have an estimated budget envelop for this service contract?

- A. By putting this scope of work out to tender, we are definitely expecting the Phase I and Phase 2 together to be more than our sole source contracting limit (\$25,000 CAD). Beyond that, we are seeking market signals about what is needed and what the cost would be to achieve the objectives set out in the RFP.

Could submit a single, integrated proposal that would respond to both RFP-VA-2020-01-20 (this RFP) and RFP-VA-2020-02-03?

- A. No. We require a separate bid for each of the posted RFPs. However, we have aligned the submission date of both RFPs to enable bidders to submit bids to each RFP that could be consolidated during negotiation if successful through both competitions.