

# Marine Procurement Outlook

November 9, 2022

ABCMI Business Opportunities Conference

Vancouver Convention Center



# Marine Procurement Outlook – Agenda

## NOVEMBER 9, 2022 13:20-15:50 PDT

<b>13:20 - 13:30</b>	1.	Introductions / Opening Remarks - Charles McColgan, Director General Marine Services and Small Vessels Sector, PSPC (in person)
<b>13:30 - 13:45</b>	2.	An Introduction to Social Procurement - Emily Wehbi, Director Marine Chartering and Strategic Initiatives, PSPC (in person)
<b>13:45 - 14:05</b>	3.	DND Outlook - Karen Watson, Acting Director Non-Combatant Vessels, DGMEPM(NC) (virtual)
<b>14:05 - 14:15</b>	4.	Questions and Answers
<b>14:15 - 14:35</b>	5.	CCG and DFO Outlook - Christopher Broemeling, Acting VLE/MLM National Program Manager (virtual)
<b>14:35 - 14:45</b>	6.	Questions and Answers
<b>14:45 - 15:05</b>	7.	Transport Canada Outlook - Mike Freeman, Regional Manager Technical Services (virtual)
<b>15:05 - 15:40</b>	8.	Panel - Questions and Answers
<b>15:40 - 15:50</b>	9.	Closing Remarks - Charles McColgan, Director General Marine Services and Small Vessels Sector, PSPC (in person)

# Social Procurement – Introduction

Future opportunities to do business with Canada will include new concepts around the following themes:

- Indigenous Procurement
- GBA+
- Greening



# Indigenous Procurement

## Common themes in Indigenous Procurement:

**1) 5% Mandate Letter Commitment:** Mandatory *minimum* target of at least 5% of the value of federal departments' contracts to be awarded to businesses owned and led by Indigenous peoples.

- Can be accomplished through subcontracting.
- Both goods and services contract values apply.

**2) Indigenous Participation Plans:** May present as a requirement to bid on an RFP. Could include apprenticeship opportunities.

**3) Join ventures:** 51% ownership and control must be held by an Indigenous person. A minimum of 33% Indigenous content is also required.

# Indigenous Participation Plans

## Indigenous Business Development

When prime Contractors to contribute and invest in building and developing viable Indigenous business capacity by procuring goods and services from Indigenous firms

Example: Subcontracting

## Indigenous Employment

The Prime Contractors  
Indigenous Recruitment and Retention of Indigenous employees

### Indigenous Participation Plan Components

## Indigenous Training and Skills Development

Prime contractor providing training and skills development through such measures as apprenticeships, on-the job training, in-house training as well as succession plans.

## Innovative and Indirect Capacity Building

Other relevant measures (indirect benefits) related to capacity building such as, specialized training, career development, scholarships and community outreach to help Indigenous communities in meeting their economic development needs.

# Gender Based Analysis +

- Means of assessing how diverse groups of women, men and gender diverse people may experience government policy and programs.
- Opportunities and biases an individual face may be impacted not only by gender, but other forms of identity as well such as age, income etc.
- Government of Canada's approach on Gender-based Analysis Plus: [Government of Canada's approach on Gender-based Analysis Plus - Women and Gender Equality Canada](#)

# Greening and Innovation

- Requirement driven (what vs. how).
- Greening areas of focus: Decarbonization, fuel efficiency, recycling.
- GC programs to watch:
  - IDEas: Innovation for Defence Excellence and Security (DND)
  - Clean Transportation Systems Research and Development Program (TC)

# Questions?

***To learn more about how to do business with Canada:***

Procurement Assistance Canada (PAC)

[SAC-PAC@tpsgc-pwgsc.gc.ca](mailto:SAC-PAC@tpsgc-pwgsc.gc.ca)

1-800-811-1148

***To register on the Indigenous Business Directory:***

Indigenous Services Canada (ISC)

[IndigenousProcurement@canada.ca](mailto:IndigenousProcurement@canada.ca)

1-800-400-7677

[www.canada.ca/indigenousbusinessprocurement](http://www.canada.ca/indigenousbusinessprocurement)



# DND Outlook

Karen Watson, Acting Director Non-Combatants

**[KAREN.WATSON@forces.gc.ca](mailto:KAREN.WATSON@forces.gc.ca)**



# Outline

- Looking back - RCN 2021/22
- Update on Upcoming Opportunities
- New Large Vessel Construction
- Upcoming Docking Work Periods
- Navy Innovation
- Closing remarks



# Looking Back - RCN 2021/22



<https://vimeo.com/700826704>





## Update on Upcoming Opportunities

New Capabilities	Activity
RCN Intelligence, Surveillance, Target Acquisition, and Reconnaissance Remotely Piloted Aircraft System	RFP Spring 2023
Waterborne Security Response Vessels	RFP Fall 2022
Naval Inshore Support Vessel	RFI Fall 2022
Offshore Patrol Vessel	Identification Phase
Recapitalization of the Auxiliary Fleet	Various projects



# Update on Upcoming Opportunities

Sustainment Renewal	Activity
Diving systems & recompression chambers	Draft RFP Fall 2023
National Acoustics Library	RFP Jan 2023
Small Boats In-Service Support	RFI 2025
NETE Large Environmental Chamber	<i>RFP Nov 2022</i>
NETE Vibration Table	<i>RFP Oct 2022</i>
Multi Role Boat Trailer	RFP Winter 22/23



# Arctic and Offshore Patrol Ship



## Ship Delivery

## Date

HMCS Harry deWolf	31 July 2020
HMCS Margaret Brooke	15 July 2021
HMCS Max Bernays	2 September 2022
HMCS William Hall	2023
HMCS Frederick Rolette	2024
HMCS Robert Hampton Gray	2025



# Joint Support Ship



## Ship Delivery

HMCS Protecteur

HMCS Preserver

## Date

2025

2027



# Naval Large Tug



Ship Delivery	Date
First two tugs	2023
Last two tugs	2024





# Canadian Surface Combatant



Activity	Date
Initial Rate Production	2024



## Upcoming Docking Work Periods < 1000 t (West)

<b>KINGSTON Class</b>	<b>Start</b>	<b>Finish</b>	<b>Contractor</b>
HMCS Whitehorse	2024	2024	To be confirmed
HMCS Brandon	2024	2025	To be confirmed
HMCS Saskatoon	2025	2026	To be confirmed

<b>ORCA Class</b>	<b>Start</b>	<b>Finish</b>	<b>Contractor</b>
Cougar	Apr 23	Jul 23	SNC-Lavalin Defence Programs Inc.
Moose	Oct 23	Jan 24	To be confirmed
Orca	2025	2025	To be confirmed
Raven	2025	2025	To be confirmed

\* Date under review



## Upcoming Docking Work Periods < 1000 t (West)

Auxiliary Vessels	Start	Finish	Contractor
Sculpin (cutter)	Oct 23	Dec 23	To be confirmed
YD 250 (crane)	Oct 23	Mar 24	To be confirmed
Sikanni (range support)	Oct 23	Mar 24	To be confirmed
Black Duck	Feb 24	Aug 24	To be confirmed
Tillicium (tug)	2024	2024	To be confirmed
YDG 3 (barge)	2024	2024	To be confirmed
Glendyne (tug)	2024	2024	To be confirmed
Parksville (tug)	2024	2024	To be confirmed
Abalone (cutter)	2024	2024	To be confirmed
Dungeness (cutter)	2024	2024	To be confirmed
Stikine (range support)	2024	2025	To be confirmed

\* Date under review



## Upcoming Docking Work Periods < 1000 t (East)

Auxiliary Vessels	Start	Finish	Contractor
YDT 102 (barge)	2024	2024	To be confirmed
YR 494 (acoustic research barge)	2024	2024	To be confirmed
Merrickville (tug)	2024	2024	To be confirmed
HMCS Oriole	2024	2025	To be confirmed



## Upcoming Docking Work Periods < 1000 t (East)

<b>KINGSTON Class</b>	<b>Start</b>	<b>Finish</b>	<b>Contractor</b>
HMCS Goose Bay	Spring 23	Fall 23	To be confirmed
HMCS Moncton	2024	2024	To be confirmed
HMCS Summerside	2024	2024	To be confirmed

## Upcoming Docking Work Periods > 1000 t (East)

<b>Harry DeWolf Class</b>	<b>Start</b>	<b>Finish</b>	<b>Contractor</b>
HMCS/NCSM HDW	2025	2026	To be confirmed



# Navy Innovation

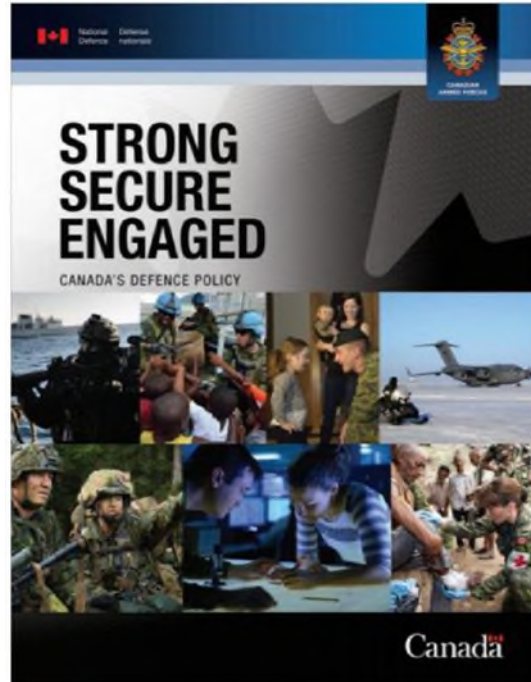


- People First
- Enhanced Warfighting
- Digital Enablers
- Green Navy
- Fleet Optimization
- Smart Sustain



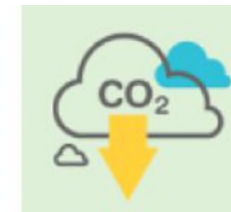


# Closing remarks



<http://dgpaapp.forces.gc.ca/en/defence-capabilities-blueprint/index.asp>

<http://dgpaapp.forces.gc.ca/fr/programme-capacites-defense/index.asp>



# CCG and DFO Outlook

Christopher Broemeling, Acting VLE/MLM National Program Manager  
**[Christopher.Broemeling@dfo-mpo.gc.ca](mailto:Christopher.Broemeling@dfo-mpo.gc.ca)**



# Presentation Overview

- The Canadian Coast Guard (CCG) from Coast to Coast to Coast
- Procurement at CCG
- Small Vessels
- Small Craft
- Large Vessels
  - Vessel Modification Projects
  - Vessel Maintenance Management



# From Coast to Coast to Coast



Our coastline is approximately 243,000-kilometer long (1.5 million square nautical miles – the longest of any nation in the world), **in accordance with the Canadian Coast Guard mandate and services that fall under the Oceans Act and the Canada Shipping Act, 2001.**

## On an average day, the Coast Guard:

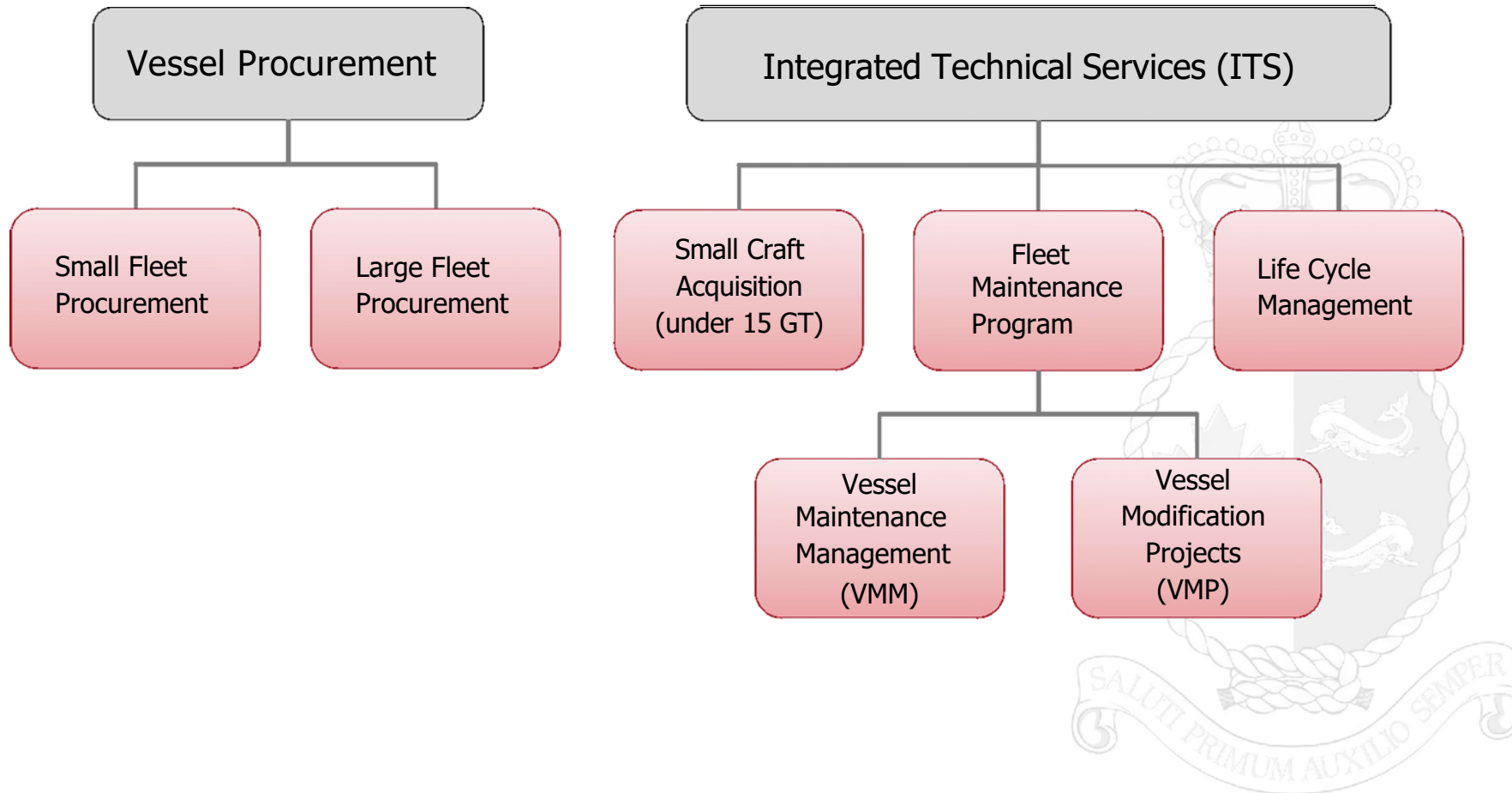
- Saves 13 lives through on water response
- Assists 43 people in Search and Rescue (SAR)
- Coordinates an additional 6 responses through the Joint Rescue Coordination Centre (JRCC)
- Manages 1,100 vessel movements
- Carries out 11 fishery patrols
- Supports 11 scientific surveys
- Deals with 3 reported pollution events
- Surveys 3.5 km of navigation channel bottom

# Coast Guard Fleet Assets

- 44 Large Vessels
- 21 Small Vessels
- 57 SAR Lifeboats
- 4 Air Cushion Vehicles
- 23 Helicopters
- More than 1200 Small Craft



# Vessel Related Procurement at CCG



# Upcoming Small Vessel Procurement

## **Near Shore Fishery Research Vessel**

- 32m length, 3.4m draft, 10.5m breadth
- Diesel-electric-battery hybrid propulsion system
- Request for Proposal currently posted until Nov 28, 2022, delivery in Quebec

## **Future Vessels**

- Design focused on green technology and emission reduction
- Industry engagement for design in coming years

## **Special Shallow Draft Buoy Tenders**

- ~24m length, ~1.75m draft, ~7m breadth

## **Channel Survey Sounding Vessel**

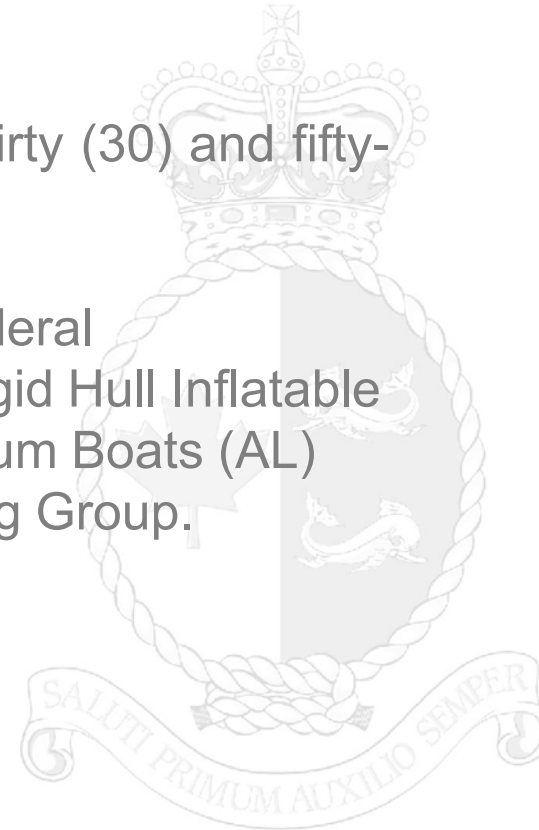
- ~20m length, ~2m draft, ~6m breadth

## **Air Cushion Vehicles**

- ~29 length, ~12m breadth, .75m obstacle clearance (hover)

# Small Craft Acquisition Program (SCAP)

- Prior to 2022, CCG acquired an average of nine (9) to twelve (12) small craft per year for both Fisheries and Oceans Canada (DFO) and Canadian Coast Guard (CCG).
- In FY 2022/23, we aim to acquire between thirty (30) and fifty-five (55) small craft.
- CCG has been working with PSPC on the Federal Multidepartment Supply Arrangement (SA) for Rigid Hull Inflatable Boats (RHIBs), Inflatable Boats (IBs) and Aluminum Boats (AL) through the Interdepartmental Small Boat Working Group.



# Small Craft Built in 2022

- In 2022/2023, SCAP will deliver a total of 93 assets, which is inclusive of 38 small craft and trailer packages, 53 outboards, and 2 replacement trailers.
- CCG will receive 20 boats, 22 outboards, and 2 trailers
- DFO will receive 18 boats, and 31 outboards
- SCAP will be awarding an additional 5 contracts (18 boats) and 13 call ups for replacement outboards before the end of this fiscal year.



# Vessel Modification Projects

The Vessel Modification Projects (VMP) consists of a set of interim measures to help the Canadian Coast Guard minimize interruptions in service delivery of its current fleet in anticipation of new vessels coming into service under the Fleet Renewal Plan.

## VLE 2012:

- ( 11-year program (2012 to 2023);
- ( Ensure long term sustainability of the CCG Fleet. Covers 19 VLEs; ( TEC \$ 360.35 M

## VLE 2020

- ( 20 years, 75 VLE projects - includes small, medium and large vessels;
- ( Program overall costing: \$ 2.1 B
- ( VLE 2020 Program mandate is to extend the life of up to 75 vessels, including 20 large vessels and 55 small vessels.





# Upcoming VMP Tender Packages

CCGS Vessel Name	Planned Dates		
	RFP Start	Work Period Start	Work Period End
CCGS Leonard J. Cowley	Nov 22	Apr 23	Jul 24
CCGS Mamilossa	Jan 23	May 24	Oct 24
CCGS Martha L. Black	Nov 22	Jun 23	Jun 24
CCGS Louis S. St-Laurent – Alongside Phase 2	Dec 22	Apr 23	Jul 23
CCGS Eckaloo	Jan 23	Nov 23	May 24
CCGS Tanu	Feb 23	JAN 24	SEPT 24
CCGS Griffon	Mar 23	Aug 24	Aug 25
CCGS Neocaligus	May 23	Nov 23	Apr 24
CCGS Vakta	Jun 23	Dec 24	Apr 25



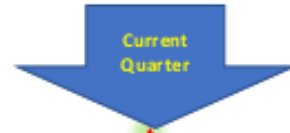


Canadian Coast Guard Vessel Maintenance and Life Extension Program  
10 Years Look Ahead Preliminary Schedule (LAMPS)



Public Services and Procurement Canada

Legend	
Vessel Life Extension	
Drydocking	
Alongside VLE	
End Of Service Life	



CCG Vessels Schedule - Western Region

Regions Color Codes	
Atlantic Region	
Central Region	
Western Region	

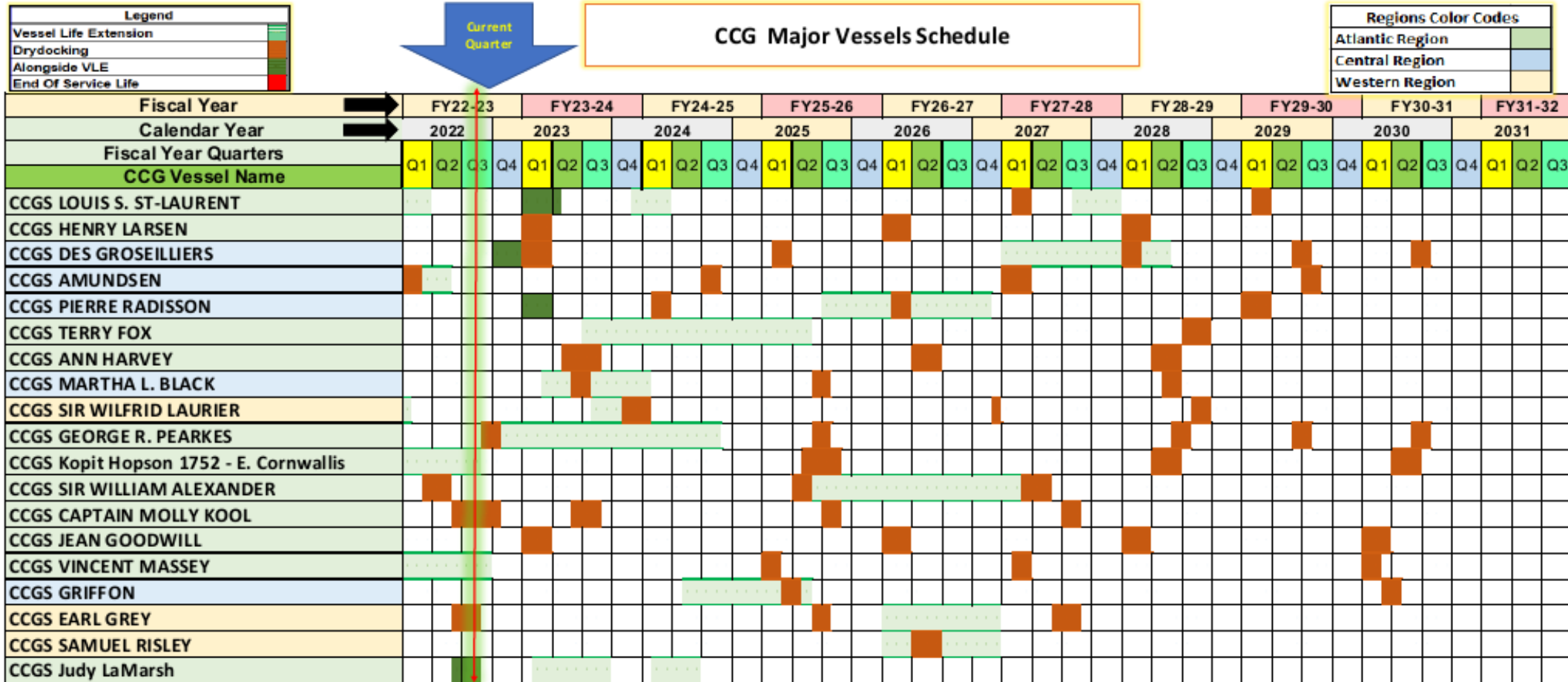
Fiscal Year	'21	FY22-23			FY23-24			FY24-25			FY25-26			FY26-27			FY27-28			FY28-29			FY29-30			FY30-31			FY31-32						
Calendar Year	2022	2023			2024			2025			2026			2027			2028			2029			2030			2031									
Fiscal Year Quarters	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4	Q1	Q2	Q3			
CCG Vessel Name																																			
CCGS SIR WILFRID LAURIER																																			
CCGS ATLANTIC EAGLE																																			
CCGS ATLANTIC RAVEN																																			
CCGS SIR JOHN FRANKLIN																																			
CCGS SIR WILFRED GRENFELL																																			
CCGS JOHN P. TULLY																																			
CCGS GORDON REID																																			
CCGS TANU																																			
CCGS ECKALOO																																			
CCGS DUMIT																																			
CCGS VECTOR																																			
CCGS CAPTAIN GODDARD M.S.M.																																			
CCGS M. CHARLES M.B.																																			
CCGS PRIVATE ROBERTSON V.C.																																			
CCGS NEOCALIGUS																																			
CCGS MOYTEL																																			
CCGS SIYAY																																			
CCGS VAKTA																																			
CCGS OTTER BAY																																			



**Canadian Coast Guard Vessel Maintenance and Life Extension Program  
10 Years Look Ahead Preliminary Schedule (LAMPS)**



Public Services and  
Procurement Canada



DRAFT

<https://www.ccg-gcc.gc.ca/index->



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<https://twitter.com/CoastGuardCAN>[om/user/CCGrecruitmentGCC](https://www.youtube.c)



[om/user/CCGrecruitmentGCC](https://www.youtube.com/user/CCGrecruitmentGCC)

# Questions?





# Transport Canada Outlook

Mike Freeman, Regional Manager Technical Services

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# Capital Investments in Transport Canada's Ferry Vessels

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# Background

- Under the Ferry Services Contribution Program, the Government of Canada supports private operators to deliver three inter-provincial ferry services in Eastern Canada:
  - Year-round service between the Îles-de-la-Madeleine, Quebec, and Souris, Prince Edward Island;
  - Service for eight months of the year between Wood Islands, Prince Edward Island, and Caribou, Nova Scotia;
  - Year-round service between Saint John, New Brunswick, and Digby, Nova Scotia.
- The vessels used to provide the services are owned by Transport Canada (TC). As the owner of these assets, TC is responsible for capital investments whereas Operators are responsible for general maintenance.



# Eastern Canada Ferry Services





## TC's Fleet of Vessels

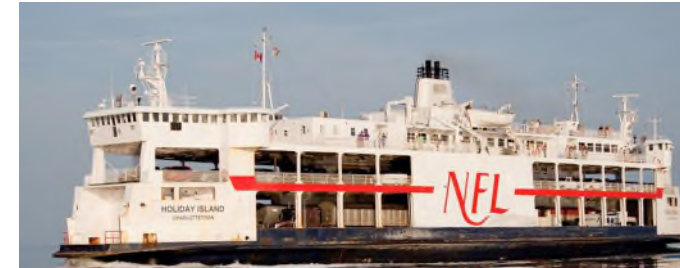
- ***MV Madeleine II*** (5 years old) - Used to provide service on the Îles-de-la-Madeleine – Souris route
  
- ***MV Fundy Rose*** (22 years old) - Used to provide service on the Saint John – Digby route





## TC's Fleet of Vessels (con't)

- ***MV Holiday Island (50 years old)*** – Currently out to tender for deconstruction.
- ***MV Sareema*** – On short term contract to replace MV Holiday Island.
- ***MV Confederation (28 years old)*** – One of two vessels used to provide service on the Wood Islands – Caribou route





## Ferry Capital Investments

- TC has a robust capital program for its assets. There is a multi-year planning process and projects are prioritized on an annual basis.
- TC typically spends \$5M per year on vessel capital investments.
- TC typically spends \$10M per year on terminal investments.
- Examples of recent and/or underway major capital investments on our vessels includes:
  - *MV Holiday Island – MES and Rescue Boat Renewal*
  - *MV Confederation – Elevator Upgrades*
  - *MV Fundy Rose – Rescue Boat Renewal*
  - *MV Madeleine II - Winterization*



## Potential Upcoming Vessel Capital Projects

- *MV Fundy Rose* - Fuel System Redesign
- *MV Fundy Rose* - Atrium Canteen
- *MV Fundy Rose* - Shore Power
- *MV Fundy Rose* - Oil Fired Boiler
- *MV Confederation* - Galley Upgrades
- *MV Madeleine II* – Heat Tracing
- *MV Confederation* - Install Draft Gauges
- *MV Confederation* - Engine Room Alarm/Monitor
- *MV Confederation* - Sewage System Upgrade
- *MV Confederation* - Crew Accommodation



## Update on New Two New Vessels

- **Budget 2019** – Announced that Government would build two new ferries to replace the temporary *MV Madeleine II* (operates between Iles-de-la-Madeleine and Souris) and the *MV Holiday Island* (operates between Wood Islands and Caribou).
  - Currently in design phase with Chantier Davie Canada Inc.