

**COMPETITION BUREAU INNOVATION, SCIENCE AND ECONOMIC  
DEVELOPMENT CANADA (ISED)  
ISED -208981**

**ADVANCE CONTRACT AWARD NOTICE (ACAN)**

An Advance Contract Award Notice (ACAN) allows departments and agencies to post a notice, for no less than fifteen calendar days, indicating to the supplier community that it intends to award a good, service or construction contract to a pre-identified contractor. If no other supplier submits, during the fifteen calendar day posting period, a statement of capabilities that meet the requirements set out in the ACAN, the competitive requirements of the government's contracting policy have been met. Following notification to suppliers not successful in demonstrating that their statement of capabilities meets the requirements set out in the ACAN, the contract may then be awarded using the Treasury Board's electronic bidding authorities.

If other potential suppliers submit statements of capabilities during the fifteen calendar day posting period, and meet the requirements set out in the ACAN, the department or agency must proceed to a full tendering process on either the government's electronic tendering service or through traditional means, in order to award the contract.

**Contracting Officer:**

**Name:** Nathalie Marcoux

**E-mail:** [nathalie.marcoux@ised-isde.gc.ca](mailto:nathalie.marcoux@ised-isde.gc.ca)

**DESCRIPTIVE TITLE:**

Advising re: Establishment of Data Governance

**BACKGROUND**

The mission of the Competition Bureau (“Bureau”), a federal law enforcement agency, is to promote and protect competition in Canada, primarily via enforcement of the Competition Act (the “Act”). The Bureau collects vast amounts of commercial data in the course of enforcing the Act, in addition to the data it generates internally. The legal, logistical and ethical considerations it faces as a law enforcement agency, further compound the challenges presented by the sheer volume of data it handles. Its ability to leverage such data is, and will increasingly be, critical to achieving its mandate. At this point however, the Bureau lacks a formal data governance program or a data strategy to drive such a program (“Data Governance Program”).

Recognizing the need for more effective data governance within the organization, the Commissioner of Competition has recently assigned a sponsor and project lead to create a Data Governance Program at the Bureau. After reviewing and considering a variety of approaches to undertake this work, the Team has selected the framework set out in the text, Data Governance: How to Design, Deploy and Sustain an Effective Data Governance Program, 2nd ed. (Ladley, 2020) (the “Framework”). The Framework provides a detailed and comprehensive guide for the establishment of a data governance program, which was favored for its plain language, suitability to the Bureau’s situation and culture, and an emphasis on pragmatism, self-sufficiency and sustainability.

Rather than engage a consultant to “stand the program up” for the Bureau, we aim to build our

internal capacity for data governance as an enforcement capability by establishing and maintaining the program ourselves. However, advisory services to guide us through the establishment of the Data Governance Program and its first iteration under the Framework will provide significant value by providing clarification, avoiding costly missteps and generally expediting our journey up the learning curve. Finally, it should be noted that internal work will have commenced on Outcome 1 and its related Phases (described below) by the time the contractor begins their work. As such the advisory services for this portion of the work will relate to any necessary course corrections or other remaining steps towards achieving the Outcome.

### **REQUIREMENTS/RESULTS:**

The contractor shall advise the Competition Bureau (“Bureau”) in its achievement of the establishment of an enterprise-wide Data Governance Program (“DG Program”), including a strategy for both its implementation and to ensure that it has value, meets the Bureau’s needs and is self-sustainable (“Outcome 1”). Potential objectives to achieve Outcome 1 are detailed in Phases 1 and 2 (defined below).

The contractor shall advise the Bureau in implementing its first successful iteration of the DG Program, including design and deployment of governance for its initial use case(s) and establishing the foundations of a successful and sustainable DG Program (“Outcome 2”). Potential objectives to achieve Outcome 2 are detailed in Phases 3, 4 and 5 (defined below).

### **IDENTIFICATION OF CONTRACTOR**

**Name of Contractor:** Sonrai Solutions LLC.

**Address:** 255 Woodcliff Rd

**City:** Newton, MA

**Zip Code:** 02461

### **REASON FOR AWARDING CONTRACT TO THIS CONTRACTOR**

The contractor, as the creator of the framework for the establishment of data governance we will be following, has unique insight into its meaning and application. Other service providers would not be able to do so at all, or as efficiently and effectively as the contractor. Comparing the contractor’s rate to that of a service provider that the organization had used in the past for similar services with similar experience, Sonrai’s rate is 6% lower. While the contractor’s proposal is lower than what the team expected and rates deemed reasonable, so negotiations have mainly related to ensuring that vendor can meet ISED’s needs and clarifying assumptions.

## **MINIMUM ESSENTIAL REQUIREMENTS**

Any interested supplier must demonstrate by way of a statement of capabilities that it meets the following requirements:

- A. Advanced knowledge of data governance and management, as evidenced by qualifications, experience and/or publications in the field;
- B. Ability to comfortably speak and educate staff and C-Suite on topics of data governance and management;
- C. Significant experience in leading and supervising large-scale data projects across a variety of organizations;
- D. Significant knowledge of information management technologies;
- E. Intimate knowledge of the Framework and significant hands-on experience in its application; and
- F. Significant experience in mentoring and advising organizations on applying the Framework.

## **PERIOD AND ESTIMATED COST OF THE CONTRACT**

The period of the contract will be for one year from contract award with a possibility option to extend if required. The total amount of the contract is estimated to be up to \$100,000 CAD taxes included.

## **APPLICABLE TRADE AGREEMENTS AND APPLICABLE LIMITED TENDERING REASONS**

No trade agreements apply to this contract.

## **OWNERSHIP OF INTELLECTUAL PROPERTY**

Intellectual property is not applicable.

## **CLOSING DATE AND TIME FOR WRITTEN SUPPLIER RESPONSES CHALLENGING THIS REQUIREMENT IS 2:00 P.M, EASTERN TIME, FEBRUARY 7, 2024.**

You are hereby notified that the government intends to solicit a bid and negotiate with the firm identified above.

If you wish to submit a written response showing that you are capable of meeting this requirement, it must be done not later than the closing date and time. As it is intended to proceed in a timely manner, responses received after the closing date will not be considered. The Crown reserves the right not to open this procurement to competition.

Responses received on or before the closing date will be considered solely for the purpose of deciding whether or not to conduct a competitive procurement. Information provided will be used by the Crown for technical evaluation purposes only and is not to be construed as a competitive solicitation. Your written response must provide sufficient evidence (e.g. specifications, technical data, drawings, or any other proof) that clearly demonstrates that your product or service is capable of fulfilling this requirement.

Suppliers that have submitted a response will be notified in writing of ISED's decision to continue with the non-competitive procurement or to compete the requirement.

Should you have any questions concerning this requirement, contact the contracting officer identified above. The Industry file number, the contracting officer's name and the closing date of the ACAN must appear in block letters on the covering page.

The Crown retains the right to negotiate with suppliers on any procurement. Documents may be submitted in either official language of Canada.