

1. Organization Description

OCE, established in 1987, is a leading not-for-profit organization that works with industry, academia and government. OCE focuses on ensuring that the people of Ontario reap the personal and economic benefits of leading-edge research underway at our publicly funded universities, colleges and research hospitals - research that can be transformed into technologies and services that enhance quality of life and help build a globally competitive, job-creating economy in Ontario.

Specifically, OCE supports the commercialization of academic intellectual property (IP), industry-academic collaborations and the development and adoption of emerging technologies. This includes overseeing the execution of advanced technology platforms that will equip Ontario companies to compete in a competitive global digital economy.

We also support and invest in early-stage projects where the probability of commercial success and investment return on innovation are substantial. OCE's strong expertise in de-risking innovation helps attract private investors and other funders to new ventures, bolstering their success. We contribute as well to the development and retention of talent to ensure that industry has access to personnel with the most advanced skills and knowledge and that highly trained personnel find opportunities to apply their expertise in Ontario.

OCE manages Ontario's Autonomous Vehicle Innovation Network (AVIN) initiative on behalf of the Government of Ontario. AVIN builds upon Ontario's position as a world-leading automotive manufacturing and supply jurisdiction in addition to the large cluster of information and communication technology companies operating in the province. Ontario's high-quality post-secondary institutions, first class talent, innovative small and medium sized enterprises and infrastructure to support entrepreneurship ensure that the province is uniquely positioned to capture the economic opportunity of the connected and automated vehicle (C/AV) technology space and lead the global mobility evolution.

Through resources such as research and development (R&D) funding, talent development, technology acceleration, business and technical supports, and demonstration grounds, AVIN provides a competitive advantage to Ontario-based C/AV companies – allowing Ontario to reinforce its position as a North American leader in transformative automotive technologies, as well as transportation and infrastructure systems.

AVIN is supported by the Ontario Ministry of Economic Development, Job Creation and Trade (MEDJCT) and the Ontario Ministry of Transportation (MTO).



2. Objectives

Ontario is currently uniquely positioned as a world-leading jurisdiction in the automotive manufacturing and innovation mobility ecosystem. The province is a place where five of the top automakers and more than 700 automotive parts manufacturers, as well as more than 500 tool, die and mold makers all operate to produce high-quality vehicles, automotive parts and components. The province is the second largest IT region in North America after Silicon Valley with more than 20,000 IT companies, 46 colleges and universities, and 40,000 yearly graduates in fields of science, technology, engineering, and mathematics (STEM). The combination of these qualities and features has resulted in a thriving ecosystem within which researchers, developers, policy makers and entrepreneurs interact to create innovative products and solutions in the automotive and mobility space.

As Ontario's flagship initiative on the future of automotive and mobility, AVIN drives the sector forward, and is supporting Ontario to remain a competitive jurisdiction and reinforce its position as a global leader. AVIN is calling on interested and qualified consultants and service providers to submit a proposal to conduct an Economic Impact Analysis and Forecast on Ontario's automotive and mobility technology cluster including areas supported through AVIN, its impact on Ontario's economic growth, and its future impact based on its role as a critical element in Ontario's economy.

The economic impact analysis and forecast will be integral to understanding the direct, indirect and induced impacts of Ontario's automotive and mobility technology cluster and its immediate and long-term economic benefits to the Province of Ontario, and will help to communicate its social and economic value to our stakeholders, partners, and clients.

3. Requirements

The economic impact analysis and forecast should include the following:

- Forecast of direct and indirect jobs to be created and retained from the development and adoption of advanced automotive, mobility and infrastructure technologies and solutions.
- Forecast of other economic benefits such as incremental sales revenues, R&D expenditures, follow-on investments, number of customers secured, etc.
- Forecast of other social, industrial, and technological benefits such as: increased safety and productivity, reduced congestion, greenhouse gas emission reductions, fuel economy and benefits to urban planning, etc.
- Quantifying net public economic benefits of Ontario's automotive and mobility technology cluster, its programs, and initiatives using standard measures of economic activity: GDP, direct and indirect job creation, salaries and wages, and tax revenues.
- Assessment of the extent to which this cluster will generate of value for the Province of Ontario and its collateral effects on the sector in Canada.



- Assessment of the potential return on investment, including direct, indirect, and induced impacts.
- Offer a broad narrative of the extent to which this cluster will generate of value for the Province of Ontario and its collateral effects on the sector in Canada
- Any other assessments or forecasts that are relevant to the objective of this project.

The analysis will need to take into account productivity improvements, innovation, export potential, and talent development and recruitment.

It is anticipated that the methodology employed will leverage data from primary and secondary research, and may include the collection of data from additional sources. Data collected from these sources in addition to the economic modeling and the methodology used to calculate economic potential will play an important role in the estimation of economic impacts. It is also anticipated that all findings will be presented in a report with relevant infographics.

4. Timeline

The contractor will work with the internal project team to finalize the work plan and confirm the timeline.

Deadline for submission of proposals	Tuesday, August 25, 2020
Decision	Thursday, August 27, 2020
Draft report	Tuesday, September 22, 2020
Final report	Friday, October 9, 2020

The contractor will:

- I. Refine and confirm analysis objectives with the OCE project team;
- II. Conduct a review of existing documents relating to the project;
- III. Use existing information as well as conduct primary research as necessary, including but not limited to customized data collection through surveys, interviews and focus groups;
- IV. Prepare a dataset of the data collected for the purpose of the analysis and a description of collection and validation methods;
- V. Develop appropriate data cleansing, processing and analysis methods;
- VI. Provide draft and final reports addressing the requirements outlined above.

Proponents must identify the overall approach to the project, work details, and schedule to complete the required project tasks.



5. Bidding Requirements

- a. **Financial.** Daily rate for the project including any estimated expenses is to be provided.
- b. **Proposal.** Description of the approach and methodology that will be used to develop and deliver the impact analysis and forecast, including a detailed timeline and deliverables, is to be provided.
- c. **Service Level.** Delivery of milestones on time and of a quality acceptable to OCE.
- d. **Expertise.** CV and brief overview of relevant experience and qualifications of project team is to be provided.
- e. **Terms and Conditions.**
 - Any information provided by OCE either in this RFP or in subsequent verbal or written communications shall be considered confidential and for express use in the preparation of this proposal.
 - All proposals submitted become the property of OCE and are to be received and held in confidence.
 - All data collected and all resulting reports and publications prepared by the successful bidder will be the exclusive property of OCE.
 - This RFP does not create an employment relationship. Individuals performing services required by the contract are not employees of OCE.
 - Any changes to scope of services and associated costs following execution of contract must be submitted in writing and are subject to approval by OCE.
 - Travel and travel reimbursement are not authorized for this acquisition.
 - The successful bidder will be paid upon submission of proper invoices to OCE at the prices stipulated on the contract.
 - Invoices will contain the contract number and reference number.
- f. **Conflict of Interest.** Arms-Length relationship or disclosure of potential conflict of interest is required.
- g. **References.** References with details of work completed are to be provided.
- h. **Evaluation Criteria.** Proposals will be evaluated on the basis of:

Skills and Expertise (40%)

- Understanding of the project objectives and context;
- Qualifications and expertise;
- Relevant experience and references in market research, impact analysis, survey design/analysis, and report development, preferably in automotive, technology and mobility sectors.

Methodology (40%)

- Proposed approach and methodology to the project;
- How well does the proposal address RFP requirements;
- Management and organization of the assignment;



- Commitment to assignment timeline, deadline, and overall terms and conditions.

Cost (20%)

- Submission Format.** Proposals are to be submitted in free form electronically in Word and PDF format. Please have proposals named as “**Company Name** Submission_AVIN_Analysis RFP_DD-MM-YYYY”. The receipt will be confirmed via e-mail.
- Contact.** Please submit proposals to Shane Daly at shane.daly@oce-ontario.org. For additional information or questions, kindly contact Shane. Please note that any responses may be shared with all potential bidders.
- Bidding Process and Schedule.** The proposal submission deadline is **Tuesday, August 25, 2020 by 4:00 pm EDT**. Short-listed candidates may be invited for an interview. Final selection is expected to be done by **Thursday, August 27, 2020**. We reserve the right not to award the contract to any of those submitting proposals, and we may seek further responses.