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renewables
canada

Request for Proposals: **Opportunities for Atlantic Canada Industrial Supply Chain in Brazilian & LATAM Offshore Wind Developments**

RFP Release Date: October 3, 2024

Proposal Due Date: October 18, 2024

Contract Manager

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1.0 Context

Marine renewable energy is continuing to experience increased interest and support around the world. Beyond its contribution to clean energy targets, marine renewable energy resources are also being pursued by many countries for the long-term sustainable economic benefits. The International Energy Agency's (IEA) Ocean Energy Systems estimates 300 GW of wave and tidal to be developed by 2050, resulting in 680,000 jobs, \$42 billion in investment and carbon savings of 500 million tonnes of CO₂. Most notably, the offshore wind (OSW) sector has become one of the fastest growing energy markets in the world, estimated to reach 340 GW valued at \$1 trillion by 2030. As the global marine renewable energy industry grows, services, supplies, new innovations, and technologies are needed. This is a major opportunity for Canada to export innovation, technologies, and expertise to the growing global market.

As the national association for wave, offshore wind, tidal, and river current energy, Marine Renewables Canada (MRC) is focused on ensuring Canada is a leader in supplying marine renewable energy solutions to a world market. The marine renewable sector occupies the intersection of Canadian aspirations to diversify our international trade and become an innovative solution provider in the cleantech, renewable energy and climate change realms. A central aspect of our mandate is to research international markets and locate and facilitate international business opportunities for our Canadian members.

Many of MRC's members have been working in the marine renewable energy sector in Canada and internationally and continue to look for international market opportunities as the sector evolves. The Canadian industry brings capabilities developed from decades of engagement in related sectors such as offshore oil and gas, defense, marine operations, and the overarching ocean technology sector.

Brazil, and more broadly Latin America (LATAM), has the potential to be an important export market for Canadian offshore wind (OSW) capabilities. A few countries like Brazil, Colombia and Chile are making strides in OSW development. MRC intends to delve deeper into the Brazilian market specifically, and broader LATAM region, to gather market intelligence and better understand market potential and entry points for MRC members.

2.0 Overview and Objective

In conjunction with the Atlantic Canada Opportunities Agency (ACOA), MRC intends to engage a consultancy to conduct a study, ascertaining the realistic commercial opportunities for Canadian firms in the LATAM OSW development markets, with specific emphasis on Brazil, and align those with the capacity and competitive capabilities of the Atlantic Canadian service and supply chain. The study will provide specific actionable advice that can improve the chances of commercial success by Canadian industrial supply chain companies to capture contracts on commercial terms in support of the development of the Brazilian OSW sector and provide a broader overview of other countries in LATAM that hold potential for OSW development. The study will identify:

- Key opportunities in the Brazilian marine renewable energy market, with specific focus on OSW, including:



- Key players (investors, project developers, suppliers, associations, research organizations);
- Near and long-term opportunities for collaborations, partnerships, etc.;
- Enablers and mechanisms to support IBD (ex. EDC support, existing MOUs, etc.);
- Best practices for partnerships, sales, etc.
- A strategy for near and long-term business development.
- High-level overview of strategies and policies supporting future OSW development, including OSW capacity targets and/or forecasts
- Other LATAM countries that are active or exploring OSW development, what stage they are at, and a broad overview of what opportunities may exist for Canadian companies

3.0 Scope & Objectives

The objectives of this work will:

1. Determine and describe the genuine prospects for Canadian based supply chain firms with demonstrated commercial advantages and proven experience in offshore related construction and steady state operations to capture contracts, primarily in Brazilian OSW developments but also looking at the larger LATAM market.
2. Demonstrate how and why any such identified Canadian firms or sectors would have commercial success.
3. Identify the economic opportunities and needed capabilities as well as provide insight into regulatory and non-regulatory barriers such companies and/or sectors of the Canadian supply chain would need to be aware of in seeking contract captures and provide insight into the needed pathway to align or overcome such encumbrances. This would need to include practical advice on licensing, movement of goods and/or workers, labour law, business environment, protectionist legislation, trade agreements, health and safety requirements, etc.

The successful respondent will be a recognized expert company or consortium with familiarity with Canadian businesses/supply chain in the energy/ocean/offshore sectors, as well as an in-depth understanding of state of the OSW industry in Brazil and greater LATAM region.

Deliverables and Timing

- Week 1 (October 28 – November 1): Project initiation virtual meeting: slide deck outlining the project plan and timelines.
- Week 8 (December 16-20): Draft Report.
***December 20 – January 3 – Holiday Break*
- Week 11 (January 6-10 2025): MRC comments on Draft Report.
- Week 13 (January 20-24, 2025): Final Report incorporating comments to Draft Report.

The project is expected to begin by October 28, 2024 and must be completed by January 24, 2025.



4.0 Proposal Requirements

1. The proposal should be concisely worded with clearly described objectives, methods, timelines and outcomes. The budget must include a cost-task breakdown showing staff utilization by person and task, along with hourly or daily rates.
2. The proposal should include a brief description of the Respondent's company and its relevant experience with similar projects. The Respondent must also describe the relevant work experience of the staff assigned to this project and their roles on the project. Please refrain from including excessive corporate or biographical information, including CVs.
3. Familiarity with the Canadian and Atlantic Canadian marine renewables industry, along with knowledge of OSW development phases and supply chain requirements is required.
4. This funding is open to non-Canadian entities as well as project teams consisting of Canadian and non-Canadian partners. Funding cannot be used for travel costs.

5.0 Budgetary Guidelines & Payment Schedule

The total project cost should not exceed \$75,000 CAD (before tax).

Payment will be made in CAD dollars upon the proponent submitting invoices with supporting documentation in a form satisfactory to MRC.

Payment schedule is as follows:

- 25% upon signing of contract
- 50% upon submission of draft study
- 25% holdback paid upon satisfactory completion of the project

6.0 Proposal Submission

The contracting organization for this RFP is MRC. A single electronic document is sufficient. Please include:

- One (1) Cover Letter** –signed by an officer or equivalent with signing authority to bind the Respondent to the statements made in the proposal.
- One (1) Proposal**– As described above.

The electronic copy in WORD and/or PDF format to be sent to Amanda White, Operations Director at Marine Renewables Canada via email at amanda@marinerenewables.ca no later than **October 18, 2024, 11:59pm ADT.**

6.1 Questions and Clarifications

MRC will accept questions from interested applicants. All questions should be directed to Amanda White, Operations Director at MRC via email at amanda@marinerenewables.ca or phone at (902) 717-0716

7.0 Evaluation

Proposals will be quantitatively evaluated against a set of criteria by the Project Management Committee (PMC). A weighting table is provided below. Applicants are expected to demonstrate fair value for money but please note that the lowest cost proposal will not necessarily be selected.

Criteria	Value	Score
Significant knowledge of the Atlantic Canadian and Canadian marine renewable energy sector and its strengths and capabilities; Note 1: Significant knowledge is defined by breadth and depth of knowledge Note 2: Must score at least 10/15	15	
Knowledge and understanding of the supply chain involved in an offshore wind development project	10	
Knowledge of the developing LATAM countries offshore wind industry, with an emphasis on Brazil	10	
Network of contacts within the marine renewable energy sector throughout Canada/Atlantic Canada and Brazil/LATAM (globally is also an asset);	15	
Demonstrated ability to successfully complete similar projects	10	
Quality of Proposal		
Demonstrated understanding of the Project, its objectives and metrics for evaluation	10	
Completeness and suitability of approach	10	
Recognition of conflicts of interest and any problems, and creativity of solutions offered	5	
Identification of in-market partners or collaborators (if/where deemed necessary)	5	
Layout, organization and readability of proposal	5	
Cost **(in Canadian Dollars)	5	
TOTAL	100	