

## REQUEST FOR PROPOSALS (RFP)

### Consulting Services for Canadian Companies attending the International Conference on Ocean Energy (ICOE) in The Hague, The Netherlands *Mission Dates: October 4-8, 2026*

**Marine Renewables Canada (MRC)** invites your firm to submit a proposal for consulting services to provide market intelligence, support and matchmaking services for Canadian marine renewable energy companies/organizations (ocean technology, consulting, suppliers, and academic institutions) who will be participating in the upcoming MRC mission to the International Conference on Ocean Energy (ICOE), taking place in The Hague, Netherlands from October 5-7, 2026. This mission is being supported by the Government of Canada, through the Atlantic Canada Opportunities Agency (ACOA) and Global Affairs Canada.

## 1.0 Background

### 1.1 About Marine Renewables Canada (MRC)

MRC is the national association for tidal, wave, offshore wind and river current energy, representing a membership of over 215 technology and project developers, suppliers, utilities, Indigenous organizations, researchers, and communities.

Since 2004, the association has worked to build the sector by advocating supportive policies, identifying domestic and international business development opportunities for its members, facilitating collaboration amongst its membership and broader ecosystem, providing education and outreach, and disseminating market intelligence. As part of its focus on developing the sector, MRC is active in catalyzing opportunities for how marine renewable energy can contribute to achieving decarbonization goals through the production of green fuels such as hydrogen, as well as displacement of diesel in remote communities and marine industries.

Our Vision: Marine renewables are accelerating Canada's clean energy transformation.

Our Mission: To champion Canada's growing marine renewable energy sector through advocacy, engagement, and education and expand market opportunities across the country and globally.

For information and background on Marine Renewables Canada, please visit our [website](#).



## 1.2 Marine Renewable Energy Global Context and Opportunity

Marine renewable energy is experiencing 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. Globally, tidal energy is moving from demonstration projects toward early commercialization. More than 20 countries are actively developing in-stream tidal energy, with the United Kingdom (U.K.), China, Canada, and France leading in technology deployment and real-world demonstration. The International Energy Agency's (IEA) Ocean Energy Systems estimates 300 GW of wave and tidal to be developed by 2050.

Canada is home to some of the world's strongest tidal resources, with an estimated potential of up to 40,000 MW. The Bay of Fundy, between Nova Scotia and New Brunswick, leads the country, with tides exceeding 16 meters and a theoretical potential of more than 7,000 MW – enough to meet a significant share of Atlantic Canada's electricity demand. Other promising sites include tidal channels in British Columbia and Nunavut, where smaller, community-scale projects could provide clean, reliable power for remote and northern grids.

Momentum is building on both the east and west coasts, and Nova Scotia continues to lead nationally with ongoing turbine testing at the Fundy Ocean Research Centre for Energy (FORCE) and growing interest from tidal energy developers around the world. A major milestone was reached in November 2025, when Canada approved its first tidal energy array for Eau Claire Tidal, permitting up to three Orbital Marine Power O2-X turbines to be installed at FORCE. On the west coast, British Columbia is advancing parallel efforts through the University of Victoria's Pacific Regional Institute for Marine Energy Discovery (PRIMED). This initiative focuses on off-grid tidal systems to reduce diesel use in coastal and Indigenous communities.

Together with federal and provincial investments in research, development, and environmental studies, these efforts are positioning Canada to move from pilot projects to early commercial tidal arrays – and to export expertise into a growing global industry.

## 1.3 MRC IBD Activities & Achievements

MRC aligns industry, academia and government to ensure that Canada is a leader in providing marine renewable energy solutions to a world market. To accomplish this mission, our association has:

- Been recognized as the national marine renewable energy trade/professional organization for over 20 years, leading the sector in vision, strategy, and tactical development.
- Acted as the leading source in Canada to provide strategic advice on the marine renewable energy sector growth opportunities to member companies.
- Led and engaged in business development and supply chain member activities resulting in new partnerships and growth of association membership.
- Led multiple successful trade mission to international markets over the past 15 years.
- Been active in identifying opportunities and aiding members in realizing international market opportunities.



- Developed strategic partnerships and alliances with other associations, task forces, and academic groups across Canada and internationally including (but not exhaustive): Oceans Advance, econext, Ocean Technology Council of Nova Scotia, FORCE, , FERN/Acadia Tidal Institute, Ocean Networks Canada, Canadian Renewable Energy Association (onshore wind & solar) RenewableUK, Marine Energy Wales, Ocean Energy Europe, POET (US), MOWII (Maine) etc.
- Attracted the world's largest and most significant ocean energy event, the International Conference on Ocean Energy (ICOE), that was hosted by the association and held outside of Europe for the first time which resulted in participants from over 25 countries to Halifax, over 700 delegates, 121 exhibitors, and 220 presenters.
- Establishment of [Canada's Marine Renewable Energy Supplier Database](#) featuring 500+ suppliers and services (with more to be added).

## 2.0 The Project

This year, [Ocean Energy Europe \(OEE\)](#) and the [Dutch Energy from Water Association \(EWA\)](#) are teaming up to deliver a joint event on ocean energy in 2026. [ICOE-OEE 2026](#) will take place in The Hague, The Netherlands from October 5-7. The mission itself will run from October 4-8 as there will be activities the day prior and the day following the conference.

ICOE is a global ocean energy event focused on the industrial development of renewable ocean energy, and is housed with Ocean Energy Systems, a technology collaboration program within the International Energy Agency (IEA OES). Held every two years, the goal of the conference and exhibition is to share recent experiences from research and demonstration efforts. It aims to accelerate development by stimulating collaboration networks between companies and research and development centers.

An ICOE-OEE joint event provides a unique opportunity for the sector to come together, network and do business, and hear the latest news and updates. The event, expected to attract 600+ attendees, will feature an exhibition hall, a conference program with several technology and policy tracks, as well as side events, networking events and site visits featuring the most important Dutch ocean energy sites and companies.

Canada has been building a profile at ICOE since its inception and has ongoing success at ICOE events, leading large Canadian missions since 2012, and hosting ICOE in Halifax in 2014. Canadian companies who are involved in projects in the Bay of Fundy in Nova Scotia and in off-grid and remote community tidal projects in British Columbia have and continue to build experience and expertise that can be applied to the world market, making ICOE 2026 a prime opportunity to showcase the Canadian supply chain.

Mission activities will include a pre-mission prep session and information webinar, market consultant & B2B meetings, in-country briefing session, booth in the exhibition, Canada focused workshop, reception (co-hosted with OEE), speaking opportunities and multiple networking opportunities and site visits (organized by ICOE-OEE).



Mission objectives include:

- Build on existing international relationships.
- Showcase Canada and specifically, Atlantic Canada's and British Columbia's marine renewable energy industry (tidal specifically) strengths, expertise, accomplishments, and opportunities.
- Identify potential leads that could be followed-up by Canadian firms not participating in this mission.

The participant profile will include:

- 6-8 Canadian companies to be included as part of the mission.
- 90% of the participants expected to be Atlantic Canadian.
- Participant profiles are expected to include service sector companies (majority), technology and project developers, researchers/academia and government reps.
- Anticipating that some provincial government staff and Canadian trade commissioners will participate in the mission.
- This activity will be promoted and distributed to groups and organizations that represent underrepresented groups (indigenous, women, visible minorities etc.)

MRC is seeking a consultant that specializes in the marine renewable energy industry (specifically tidal) to provide market intelligence and help prepare mission participants leading up to the mission. The consultant will work with companies to identify opportunities and companies to connect with, both in advance of the mission and onsite at the conference/exhibition and facilitate those connections and B2B meetings onsite. The consultant's initial focus should be providing pertinent industry information (updates, insights on challenges and identifying opportunities etc.), providing advice and tips on market strategy planning for each mission delegate receiving the service, and generally preparing each company to get the most from ICOE-OEE 2026 and its associated activities. The consultant will also be responsible for assisting companies with both identifying and connecting with international delegates and companies during the mission.

To achieve these objectives, MRC is seeking a consultant that has the ability and experience to:

- 1) Assist with the business development objectives prior to and in-territory (detailed below in Tasks and Deliverables) for Canadian companies participating in the MRC mission to ICOE-OEE 2026.
- 2) Report on actions delivered and progress made, or successes achieved throughout the duration of the contract, with the reporting schedule to be determined and agreed upon by MRC and the consultant.
- 3) Provide a final report upon conclusion of the contract.

## 3.0 Scope of Work

### Tasks, Activities, Deliverables and Milestones

The contracted consultant shall carry out, to the satisfaction of MRC, the following tasks/deliverables between July 15 and October 31, 2026:



1. Provide a virtual presentation to all mission participants prior to the mission (early to mid Sept 2026 – date TBC) that includes an overview of the UK and European markets (focus on tidal), summary of genuine prospects for Canadian-based supply chain firms and opportunities for R&D collaborations and partnerships for Canadian academic institutions; advice on penetrating the market and market entry, and general advice and tips on how to best prepare for the mission.
2. Provide a written summary document to all mission participants that highlights market opportunities and associated capabilities required 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 these barriers.
3. Providing advice and tips on market strategy planning specific to each mission delegate receiving the service and generally preparing each company to get the most from ICOE-OEE 2026 and its associated activities.
4. One (1) in-person briefing session to take place in The Hague on Sunday, October 4 (afternoon). MRC will organize all aspects of this briefing session, and the consultant will participate and provide a brief presentation on topics that will help prepare companies for the coming days at ICOE-OEE. Specific topics/content of this presentation to be discussed between MRC and consultant to determine the most beneficial.
5. Assist delegates with identifying international companies to connect with and facilitate those connections/meetings.
6. Identify and facilitate any relevant group meetings between the Canadian and other international delegations while at ICOE-OEE.
7. Assist with the development (program, invitees) of Canada events (workshop & co-hosted reception) as needed while at ICOE-OEE. MRC will be responsible for all costs and general event logistics associated with these events.
8. Provide a final report on these activities including any observations that would assist MRC and its members with future strategy development and execution in the respective market(s) upon conclusion of the assignment.

### **3.1 Additional Details**

- The contractor is to be responsible for all local taxes and service charges.
- The contractor is expected to be onsite at ICOE-OEE 2026 for the duration of the mission and is responsible for all travel costs associated with this contract.



## 4.0 Budgetary Guidelines & Payment Schedule

The total project cost should not exceed \$50,000 CAD (before tax), which is based on a maximum of 8 participating companies at \$5,000 per company, and an additional set cost of \$10,000 for assistance with mission activities including the pre-mission webinar & briefing session, Canada workshop, and additional support as needed. If there are less than 8 companies, the total project cost would decrease accordingly as per the above cost per company.

Payment will be made upon the proponent submitting invoices with supporting documentation in a form satisfactory to MRC. **Payment schedule will be as follows:**

- 25% upon signing of contract
- 50% after a joint virtual presentation to all mission delegates
- 25% holdback paid upon satisfactory completion of the project

**PROPOSALS are DUE on Friday, July 10 2026, at 11:59 PM AT.** It is anticipated that the contract would be awarded on July 15<sup>th</sup> and the successful contractor would begin work immediately.

Please email all proposals directly to, Amanda White, Senior Director Operations & Member Services with Marine Renewables Canada: [amanda@marinerenewables.ca](mailto:amanda@marinerenewables.ca)

Please do not hesitate to call me at the below if you have any questions.



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