

REQUEST FOR PROPOSAL

Atlantic Canada's Mining Supply and Service Sector and Gap/Opportunity Analysis

Introduction

On behalf of MiningNL, and provincial and federal government departments, the Mining Association of Nova Scotia (MANS), is seeking a proposal for a study that will analyze Atlantic Canada's mining supply chain. Specifically, the study would:

- Develop a list of key mining supply companies throughout Atlantic Canada; and
- Provide a gap-opportunity analysis in Atlantic Canada.

Objectives

- To increase awareness and gather intelligence on Atlantic Canada capabilities which will help inform future market development opportunities for the mining supply sector; and
- Provide background to better develop and target supports to enhance export market opportunities based on capabilities, capacity, knowledge, and information required to take advantage of opportunities globally.

Background

Mining/quarrying is an important employer and a major part of Atlantic Canada's economy.

Mining is an essential indicator of a country's economic health and is a sector upon which many other industries are fundamentally dependent. Atlantic Canada has mined and exported mineral products to the world for several centuries, and its mining industry is an important regional economic pillar. Today, direct production, smelting and refining, creates 4500 jobs and contributes enormously to the region's wealth.

The common geological heritage has contributed enormously to the region's wealth. Geological processes over almost four billion years of Earth history have resulted in a Pan-Atlantic legacy with a rich, diverse, and widespread endowment of mineral resources. With sufficient capital and technical expertise, these resources can be responsibly developed in a sustainable way to the benefit of successive generations of Atlantic residents.

The region's mining sector has shown growth and retraction over the past decade and is linked to cyclic variation in commodity prices.

As a result of this activity, the region has seen development of a strong base of companies that provide supplies and services to mining and mineral exploration companies throughout the region. This includes branch offices of major national and international firms and Atlantic-based

companies involved in drilling, fabrication, geochemical laboratories, environmental and engineering activities and other services and supplies. These firms have strong linkages to the Canadian and International mining sector as well as being a mainstay in the Atlantic region. Other regional service and supply companies consider mining and exploration to be an important component of their overall business. Nonetheless, with no reliable source of information on mining supply and service (MSS) sector companies in the Atlantic Provinces, it can be difficult to identify specific mining sector expertise. Adding to the challenge is the geographical dispersion of the MSS sector and predominance of small and medium-sized enterprises (SMEs).

Project Details

The MSS sector is a combination of local, national and international companies providing a wide range of products and services. Examples can be seen in the MANS member database under “Suppliers and Services” at <https://members.tmans.ca/>.

This study will identify companies with expertise in mineral exploration, processing and refining, including but not limited to:

- Technologies related to mine management and development
- Project management services
- Analytics and testing
- Environmental services and technologies
- Equipment suppliers
- Drilling services
- Mining consumables and inputs
- Training services
- Health and safety products and services

There is opportunity for local/regional and national Canadian supply chain companies to grow their businesses both within Canada and by exporting abroad. While some of our members in this space are international companies that do not likely need our support, many others have the potential to create jobs and increase revenues by applying expertise they have gained at home to projects in other jurisdictions.

This study will assist MANS, MiningNL, and provincial and federal government departments to assist MSS companies in Atlantic Canada to grow within Canada and/or in international markets. The study will help in identifying knowledge and skill gaps to fill in order for companies to succeed. It will look for opportunities in supply chains for MSS companies in Atlantic Canada to fill and identify gaps MSS companies in Atlantic Canada are unable to fill. In this way, the study will also help to strengthen local supply and service companies and supply chains by identifying investment/international partnership opportunities.

Key Deliverables

Project deliverables include:

1. A database/list of mining supply and service companies in Atlantic Canada;
2. Analysis of company surveys and desktop research to establish export needs and gaps;
3. Recommendations to the proponent on follow up activity including required capacity development supports and market entry supports;
4. Recommendations of the most promising markets for our and general overview of the marketplace.

RFP Requirements

Project proposals and deliverables must be in digital format (PDF Format). Submissions must be signed by an official of the company who is authorized to sign on behalf of/and bind the company to statements made in its submission.

Provide a proposal outlining how you will meet the scope and objectives of the project including a realistic approach, work plan, schedule and timeline. Proposals showing creativity and innovation to enhance the project deliverables are encouraged.

RFP Deliverables

Provide a concise proposal encompassing:

- Description of project methodology, including commitment of appropriate resources to the work.
- Identification of key tasks and expected timeline to undertake the work.
- Name of contact person for further discussion or elaboration of proposal submission contents.
- A brief company profile, examples of similar project experience, and a list of key personnel who will be responsible for the work. A description of experience/background for key project personnel.
- Provide a list of anticipated subcontractors and description of subcontracted work.
- Outline any further information pertinent to completion of the work.

MANS is not bound to accept any proposal submitted in response to this Request for Proposals. There is no reimbursement for submitting proposals.

Timeline

Deadline to submit proposals: 2:00 pm (ADT) Friday July 16, 2021

Inform successful bidder: July 30, 2021

Meeting with project steering committee: early August, 2021

Interim report due: on or before October 29, 2021

Project Review Meeting with project steering committee: November 2021

Final report and all deliverables due: March 1, 2022

Budget

The maximum budget for this project is \$83,000 exclusive of HST.

Address Proposals to:

Mr. Sean Kirby, Executive Director

Mining Association of Nova Scotia

E: sean@tmans.ca

T: 902.820.2115

Direct all inquiries regarding scope and technical requirements to Sean Kirby via email. Inquiries will be accepted and responded to up July 15, 2021. Bidder questions and responses will be shared with all bidders at the sole discretion of the proponent.