



REQUEST FOR PROPOSALS | PRODUCTS & SERVICES

ADVANTAGE CONSTRUCTION SAVINGS PROGRAM

1.0 OVERVIEW

The Saskatchewan Construction Association (hereinafter, *SCA*) is currently seeking preferred vendors (hereinafter, *Partners*) to supply its members with a range of products and services (outlined in *Section 3.0*) as part of its new *Advantage Construction Savings Program*.

2.0 BACKGROUND & DEFINITIONS

2.1 Saskatchewan Construction Association

Established in 1964, the SCA is the chief advocate and voice for the province's dynamic construction industry. It represents close to 1,400 member companies, carrying out commercial, institutional, and heavy construction, as well as the build of multi-unit residential complexes.

The SCA has integrated partnership agreements with the Moose Jaw Construction Association, Prince Albert Construction Association, Regina Construction Association, Saskatoon Construction Association, and Saskatchewan Heavy Construction Association. Members of these associations are also members of the SCA, as well as the Canadian Construction Association.

2.2 Advantage Construction Savings Program

Launching in January 2017, the SCA's *Advantage Construction Savings Program* is a suite of value-added benefits tailored exclusively for the Saskatchewan construction industry, offering members-only access to discounted or specialized products and services, as well as customized business support.

Please note that the SCA reserves the right to offer the *Advantage Construction Savings Program* to other third-party associations — and their members — within the Saskatchewan construction industry on a case-by-case basis.

3.0 FOCUS AREAS

The SCA is inviting vendors to tender proposals to supply the following products and services through the *Advantage Construction Savings Program*:

3.1 Employee insurance benefits — encompassing life and long-term disability, accidental death and dismemberment, extended health care, vision care, and dental care.

3.2 Industrial supply and safety equipment, including — but not limited to — wearable protection, tools, and test instruments.

- 3.3 Fleet vehicles — for lease and/or purchase.
- 3.4 Workplace pension and savings plans, as well as individual banking and investment solutions.
- 3.5 Sale and/or rental of construction equipment, such as loaders, dozers, excavators, compactors, and rollers.
- 3.6 Sale and/or rental of materials handling equipment, such as forklifts, cranes, and telehandlers.
- 3.7 Cell phone and/or Internet subscription plans.
- 3.8 Human resources services, such as recruiting, advisory support, and/or software.
- 3.9 Tires and/or other automotive repair and maintenance services.
- 3.10 Tax, accounting, project management and/or business advisory services and/or software.
- 3.11 Legal services.
- 3.12 Other products and services, including — but not limited to — hotels or like accommodations, alcohol and drug testing services, and marketing services.

4.0 PROPOSAL FORMAT

4.1 Audience

Responses to this RFP should be prepared for the consideration of the SCA President, staff, and board of directors. Successful Partners shall consequently be required to enter into a final contractual agreement with the SCA.

4.2 Deliverables

Responses to this RFP should include a written proposal, as well as any background materials or supporting documentation deemed appropriate by the vendor (outlined in *Section 6.0*).

4.3 Term

The SCA requires all proposals to be between 2-3 years in length, beginning in January 2017.

5.0 PARTNER SELECTION

Successful Partners for the provision of products and services to the *Advantage Construction Savings Program* shall be selected using the following criteria:

5.1 Prior Involvement

Preference will be given to vendors that have been active in the SCA and its integrated partners, including as members, sponsors, and in-kind contributors.

5.2 Value Proposition

All products and services offered through the *Advantage Construction Savings Program* must be truly incremental and noteworthy in value beyond what is regularly available to Partner customers. This includes — but is not limited to — discounts, upgrades, and/or special access. Demonstrated out-of-the-box thinking is encouraged.

5.3 Financial Impact

The SCA will undertake regular efforts throughout the year to market to its members the offerings available through the *Advantage Construction Savings Program*. To offset these costs, the SCA requests the Partner make an annual up-front financial contribution (hereinafter, *Marketing Fee*), to be proposed by the applying vendor. This may be supplemented with additional financial mechanisms (for example, a percentage of accrued sales).

6.0 PROPOSAL CONTENT

Vendors should address the following content and subject matter areas to ensure a clear and complete proposal:

- 6.1** A summary of the vendor and how its services and expertise are a perfect match for the SCA and the *Advantage Construction Savings Program*. Include any applicable market research or anecdotal evidence. Please indicate all vendor locations in Saskatchewan.
- 6.2** Details of the product and/or service being offered (please reference the appropriate category outlined in *Section 3.0*).
- 6.3** An overview of the vendor's involvement in the SCA, its integrated partners, and/or the construction sector at-large.
- 6.4** A full articulation of the value proposition, and how *Advantage Construction Savings Program* members will benefit.
- 6.5** The proposed annual Marketing Fee, and what activities and/or benefits the vendor expects from the SCA in exchange for that fee (sponsorship, event participation, marketing materials, etc.).
- 6.6** Any other incremental financial benefits to the SCA (for example, a percentage of accrued sales, incentivized targets, etc.).
- 6.7** Expected outcomes and uptake, as well as what will be required from the SCA and others to be successful in achieving these goals.
- 6.8** Any testimonials deemed relevant to support the product and/or service.

7.0 SUBMISSION

7.1 Timeline

Deadline for proposal reception shall be 5 p.m. (Saskatchewan time) on September 30, 2016. Submitted proposals will be evaluated, and vendors contacted as necessary no later than November 15, 2016.

7.2 File Type

Only electronic submissions in PDF will be considered unless otherwise granted an exception by the contact below.

7.3 Contact

All submissions and questions should be directed to:

Derek Lothian
Senior Advisor to the President & CEO
Saskatchewan Construction Association
E-mail: derekl@scaonline.ca
Phone: (306) 380-3765

The subject line of all e-mail submissions should read *Response to RFP*.