

- 1. When we look at what you define as the Calgary Region, what is included?**
  - "Calgary Region" refers to the [Calgary Metropolitan Region](#). The Regional Partners directly involved in this study from the Calgary Metropolitan Region include Airdrie, Rocky View County, Cochrane, Foothills No. 31, High River, Chestermere, Okotoks, and Calgary.
- 2. Is there a budget for the RFP? Can we offer a fixed/flat rate?**
  - We are in the process of gathering all necessary information and assessing proposals across various factors that will influence the final budget. As a result, we do not have a definitive budget figure to share at this moment. Vendors are welcome to propose a fixed/flat rate with details on the breakdown of costs.
- 3. The fees are worth 20% on the points grid. Could you provide further indication of how this will be assessed in consideration of the comment that some aspects could be considered optional? (E.g., to avoid a firm that has more optional items, and therefore a higher maximum price, from being disadvantaged in the scoring?)**
  - A detailed cost breakdown of a fixed/flat fee is sufficient. We will be measuring this against your detailed approach and deliverables to our intended scope of work.
- 4. Is the Industry/Regional Partner Engagement component mandatory?**
  - Using both primary and secondary research methods is particularly useful. Secondary research involves analyzing existing data and provides broad context and background information, while primary research can offer specific, detailed insights. The Industry/Regional Partner Engagement session is meant to uncover specific insights not found via desktop research, thereby enhancing the content of the final report. While it is not mandatory, it is highly recommended.
- 5. How do you intend to leverage the research findings for knowledge dissemination purposes?**
  - The study will be a foundational document used to inform CED's sector strategy development, an industry/sector outlook document and materials such as promotional digital and/or print, and investment attraction campaigns. Regional Partners may also utilize this information for similar purposes.
- 6. How do you see this study building on the prior work? Do you see it as a refresh of that study, or a new piece of work?**
  - This study is not intended to be a refresh of the previous study in 2021 (listed #2 in 21. Appendix), but is meant to build on from the previous work by expanding upon previous insights and incorporating new opportunities/challenges.
- 7. Could we please ask you to elaborate briefly on what you mean by "identify major transportation corridors that exist in peer cities to Calgary region, what makes them unique"?**
  - Major transportation corridors that exist in peer cities to Calgary region may include logistics parks and zones with intermodal networks, distribution hub facilities and offer connection to a combination of domestic, international and direct rail/carload/truck service. In Calgary region, there is a plan for a [Prairie Economic Gateway](#) initiative which will link the City of Calgary and Rocky View County. This initiative will strengthen rail, land, and air transport services to help move people and goods more efficiently.

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The core of the Gateway will be an industrial park with direct rail access. In comparison to another peer city, [Logistics Park Kansas City](#) (LPKC) is a inland intermodal distribution hub located in Edgerton, Kansas and is the only full-service facility in the western two-thirds of the U.S., offering a combination of domestic, international and direct-rail/carload service. The uniqueness of each of zones/hubs can be further examined to draw on additional insights (i.e. FDI expansions to the area, economic impact of zones for the communities, access to X number of customers, etc.,).

**8. Is there any flexibility around the Interim documents?**

- The RFP deliverables as stated in Section 13 are preferred to be completed in accordance with Section 3. As the timeline for deliverables is split out into parts, vendors can put forward scheduling recommendations based on your internal resources and considerations.

**9. Would you consider an extension of the submission date to the following week?**

- At this time, we are not extending the deadline for submission, but can accept submissions by **EOD Monday, October 7th, 2024.**