



**Comment and Review to the
Request for Proposal RMA-2020-004
Aggregate Supply with Related Services**

The following RFP solicitation notices were posted online on the recognized bidding portals across Canada listed below.

- <http://bcbid.gov.ca>
- www.purchasingconnection.ca
- <http://www.sasktenders.ca>
- <http://www.merx.com>
- <https://www.princeedwardisland.ca/en/tenders>
- <https://procurement.novascotia.ca/>

The proposal submission deadline for this procurement was October 28, 2020 at 3:00pm MT. The tender documents were retrieved from Alberta Purchasing Connection (APC) 66 times and the following proponent provided their proposal before the deadline.

AMI RockChain Inc., a Division of Athabasca Minerals Inc.

The proposal evaluation was completed by February 16, 2021 by the following individuals.

Dave Dextraze, Manager of Vendor Relations - RMA

Jesse Patenaude, Manager of National Partnerships - RMA

Tyler Hannemann, Manager of Business Development - RMA

Nigel Gamester, Vendor Administration Manager - RMA



Per the Request for Proposal (RFP) documentation, proposals were evaluated in two stages; the first stage is the pass / fail evaluation of all mandatory requirements and second stage is the assignment of material points based on the rated elements / pricing elements of the proponent's proposal. There is a minimum score of 65% required to pass the second stage of evaluation.

The proposal evaluation committee used the evaluation criteria outlined in the RFP document and determined that the proposal from AMI RockChain Inc. had met all mandatory requirements such as submitting their proposal electronically and labelled correctly according to the guidelines. Other mandatory requirements met in satisfaction included having authorized signatures on the forms provided and proof of insurance and WCB certificates provided with the proposal. For this reason, this proposal moved on to the second stage of the evaluation further evaluated by rated elements and pricing/discounts.

For the second stage of the evaluation, material points were assigned based on the rated elements and pricing/discount criteria per the evaluation matrix outlined within the RFP document. **AMI RockChain Inc.** scored a total of 799.8 points where the strongest elements of the proposal were found in their range of products combined with the pricing & discounts proposed, along with the product delivery and shipping considerations available through the RockChain digital platform. AMI RockChain is an aggregates supply extension with a digital solution platform that networks hundreds of suppliers, transportation, quality control, and equipment companies to determine the optimal supply-transport combination which increases sales to aggregates producers and trucking companies, with price and service benefits to members. In relation to the overall scope and purpose of this procurement, the RFP was seeking industry leading solutions to supply aggregate material, broadly understood as course to medium grained particulates used in construction including sand, gravel, crushed stone, slag, recycled concrete, and more. In addition to supplying aggregate material, the purpose of this RFP was to implement an aggregate supply chain platform that optimizes freight costs by leveraging local aggregate locations with local transportation providers for participating members.

Other value-added services offered within the AMI RockChain Inc. include the engineering, consulting, and regulatory services that optimize resource management available through TerraShift Engineering, a subsidiary of Athabasca Minerals Inc.

Based on the complete RFP evaluation methodology summarized in this report, RMA vendor relations is offering a contract award notice to AMI RockChain Inc.


A handwritten signature in black ink, appearing to read "Nigel Gamester", is written over a horizontal line. The signature is stylized and cursive.

Nigel Gamester, BComm

Vendor Administration Manager



Exhibit A – Combined Proposal Evaluations

		Proposal Evaluation Aggregate Supply and Related Services RMA-2020-004		Comments
		AMI Rockchain	Available Points	
Labelled Electronic Submission	Pass/Fail	Pass		
Proposal Format and Content	Pass/Fail	Pass		
Authorized Signature	Pass/Fail	Pass		
Proof of Insurance - 5M	Pass/Fail	Pass		
Workers Compensation Clearance Certificate	Pass/Fail	Pass		
Documents of Authority	Pass/Fail	N/A	AMI Rockchain is not a distributor, dealer, or reseller per Appendix I	
Part A - Corporate Overview (75)				
Corporate Overview	35	33		
Legal Actions	20	11		
Financial Strength	20	18.8		
Part B - Experience & Qualifications (90)				
Proponent Experience	50	29.4		
Personnel	20	14.4		
Workplace Safety	20	20		
Part C - Goods/Services Description (705)				
Functional Requirement - Range of Products	25	23.6		
Functional Requirement - Pricing & Discounts	200	176		
1. Same as offered individual entity	0	0		
2. Same as offered to GPO's, co-operative procurement organizations	10	-		
3. Better than offered to GPO's, co-operative procurement organizations	40	-		
Functional Requirement - Administrative Fee	20	18		
Functional Requirement - Product Delivery & Shipping Considerations	350	280		
Functional Requirement - Product Availability	50	38.6		
Technical Requirements - Electronic Billing Considerations	20	18		
Part D - Approach & Marketing Plan (130)				
Proposed Approach	30	29		
Proposed Marketing Plan	100	90		
Total Points /1000		799.8		