

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



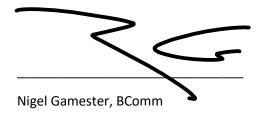
Per the Request for Proposal (RFP) documentation, proposals were evaluated in two stages; the first stage is the pass / fail evaluation of all mandatory requirements and second stage is the assignment of material points based on the rated elements / pricing elements of the proponent's proposal. There 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 <u>local</u> aggregate locations with <u>local</u> 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.



Vendor Administration Manager



Exhibit A – Combined Proposal Evaluations

A DAAA				Proposal Eva						
→ RMA		Α	ggregate	Supply and	Related Servic	es				
TRADE				RMA-2020	-004					
TRADE										
	AMI Rockchain							Comments		
	Available Points									
abelled Electronic Submission	Pass/Fail	Pass								
Proposal Format and Content	Pass/Fail	Pass								
Authorized Signature	Pass/Fail	Pass								
Proof of Insurance - 5M	Pass/Fail	Pass								
Norkers Compensation Clearance Certificate	Pass/Fail	Pass								
Documents of Authority	Pass/Fail	N/A	AMI	11 Rockchain	is not a distribi	utor, dealer, o	r reseller per Ap	oendix I		
·										
Part A - Corporate Overview (75)										
Corporate Overview	35		33							
egal Actions	20		11							
inancial Strength	20	-	18.8							
Part B - Experience & Qualifications (90)										
Proponent Experience	50		29.4							
Personnel	20		14.4							
Norkplace Safety	20		20							
Part C - Goods/Services Description (705)										
Functional Requirement - Range of Products	25		23.6							
Functional Requirement - Pricing & Discounts	200		176							
Same as offered individual entity	0		0							
Same as offered to GPO's, co-operative procurement organizations	10									
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 Delivery & Shipping Considerations	50		38.6							
Fechnical Requirements - Electronic Billing Considerations	20	+	18							
ecimical requirements - Liectronic bining Considerations	20		10							
Part D - Approach & Marketing Plan (130)										
Proposed Approach	30		29							
Proposed Marketing Plan	100		90							
Total Points /1000			99.8							