REQUEST FOR PROPOSAL (RFP) – INNOVATION IN EXPLORATION CASE STUDIES

Introduction

The Prospectors and Developers Association of Canada (PDAC) is seeking proposals to develop an Innovation in Exploration Case Studies review to highlight innovation in Canada’s exploration industry. Our goal is to convey the scope of innovations as envisioned, and the related path undertaken to facilitate implementation into active operations. The review would also aim to identify potential obstacles to implementation.

This RFP will be used to guide the project scope, timelines and as a tool for tracking the success of final deliverables. Our intent is not to convey a specific construct for the final product, and the ideal candidate will bring ideas to add to our vision based on industry expertise and technical capabilities.

The successful candidate will prepare a proposal to accomplish the task that includes timeline, cost, and deliverables. The following RFP includes a background of our organization and describes the purpose of the final product, its desired functionality, and specific requests relating to the proposal.

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PDAC Background
The Prospectors & Developers Association of Canada (PDAC) is the leading voice of the mineral exploration and development community. With over 7,500 members around the world, PDAC’s work centres on supporting a competitive, responsible mineral sector. PDAC is known worldwide for its annual PDAC Convention—the premier international event for the industry—that has attracted over 25,000 people from 135 countries in recent years and will next be held March 1-4, 2020 in Toronto.

Project Overview
Innovative developments in Canada’s mineral exploration industry are not always well documented. Companies may obscure innovations for competitive advantage purposes or lack the marketing resources to broadly disseminate across industry. Innovation in the context of mineral exploration refers to new technologies, tools, techniques, methods or processes that have a marked improvement on exploration costs, efficiency, rates of discovery, and/or reduce the environmental impact of activity.

PDAC wishes to conduct a research project detailing innovations in Canadian mineral exploration that have been successfully adopted by industry. Documenting development catalysts, sources of funding (public vs. private), commercialization efforts, and industry adoption processes and implementation barriers are central aspect of the project.

Project Goals
Highlight the effect of innovation on Canadian mineral exploration by clearly identifying how innovations improve industry activities. The project should include representation from multiple regions in Canada and organizational sizes. The final product will be used to inform future PDAC advocacy, to provide useful information for our members, and inform subsequent research efforts.

Scope of Services
Description of Services
• **Section 1** - Conduct research on specific examples of recent innovation in mineral exploration through a combination of desktop research and direct consultation with involved parties (mining / exploration co., government, service provider, academic institution, accelerator, etc.). Case studies shall be organized in a narrative format and outline development timelines and processes. Ideally, case studies will represent multiple industry stakeholders (service providers, corporations, government etc.) with preference towards innovations that have potential for industry-wide impact. What was the identified organizational need? How did the innovation attempt to address this need? What operational or cost efficiency were realized? Government program and/or private-sector involvement in developing the innovation should be identified.
  
  o Identifying innovations for inclusion in the research project will be tasked to the contractor, however, selection of the final case studies will require collaboration with the project team.
  
• **Section 2** – Identify barriers that impede innovation in the mineral industry. This section should develop from Section 1 by highlighting gaps that were surpassed by successful innovations during the implementation process and those that may remain. This will require a combination of case study findings, research, and insight from industry stakeholders. What
barriers do innovations face in achieving more widespread adoption by the mineral exploration industry? Are innovations being developed within the industry organically or are they being brought in from other industries? What barriers does the mineral exploration industry face in adopting technologies from other industries?

- **Section 3** - The final section will combine findings from the first two sections and will aim to convey recommendations for effective adoption of innovation in the Canadian mineral exploration industry.

**Deliverables**
- **Innovation in Exploration Case Studies document**
  - A minimum of 4 comprehensive case studies focused on innovation in different capacities. (Section 1). The case studies should aim to include innovations by government, corporations, and industry service providers.
  - Identification of industry gaps and barriers that discusses trends, areas of improvement, and capacity to strengthen (Section 2).
  - A suite of recommendations based on findings in Sections 1& 2 as they relate to public policy, fiscal incentives, and/or industry adaption to innovation (Section 3).
- An interim report covering findings from above activities.

**Project Team**
The project officer, will be the primary point of contact for the RFP and project. The project manager will be a secondary point of contact, as well as the final approver of all submissions, including selection of the successful contractor.

**Project Officer**
Name: Sanket Das  
Position: Analyst, Geoscience & Innovation and Health & Safety  
Telephone: 416 362 1969 x 285  
Email: sdas@pdac.ca

**Project Manager**
Name: Jeff Killeen  
Position: Director, Policy & Programs  
Telephone: 416 362 1969 x 288  
Email: jkilleen@pdac.ca

**Budget**
The planned budget for this project is expected to cover all associated costs incurred by the contractor to complete the state of deliverables. Included in the initial project proposal, an estimation of total cost will be required.

The service payments may occur in increments based on the completion of project milestones. All payments will require invoicing.
### Expected Milestone Schedule

<table>
<thead>
<tr>
<th>#</th>
<th>Services</th>
<th>Format</th>
<th>Quantity</th>
<th>Means of Verification</th>
<th>Due Date</th>
</tr>
</thead>
</table>
| 1 | a. Initial document template sent to project team (PT)  
   b. 5-6 case study examples brought to PT for review. | Electronic version of Microsoft Word document | One electronic copy | Contractor provides outline and case study examples to PT for review and comment, and PT submits written acceptance. | Subject to initial meeting with selected candidate. |
| 2 | Completed Section 1 for review. | Electronic version of Microsoft Word document | One electronic copy | Written acceptance and certification from the PT for completion. | Subject to initial meeting with selected candidate. |
| 3 | a. Revised section 1 based on PT's comments.  
   b. Initial draft from Section 2. | Electronic version of Microsoft Word document | One electronic copy | Written acceptance and certification from the PT for completion. | Subject to initial meeting with selected candidate. |
| 4 | a. Any further discussed edits to section 1.  
   b. Section 2 completed with comments/edits.  
   c. Initial draft from Section 3. | Electronic version of Microsoft Word document | One electronic copy | Written acceptance and certification from the PT for completion. | Subject to initial meeting with selected candidate. |
| 5 | Completed interim report in the final document template. | Electronic versions of document in both Microsoft Word and PDF formats | Two electronic copies | Written acceptance and certification from the PT for completion. | Subject to initial meeting with selected candidate. |
| 6 | Finalized Innovation Case Studies Document. | Electronic versions of document in both Microsoft Word and PDF formats | Two electronic copies | Written acceptance and certification from the PT for completion. | Subject to initial meeting with selected candidate. |
Timeline
PDAC intends on selecting the successful contractor by July, 2019. Completion dates for project milestones will be discussed during the initial meeting, though it is expected for the final report to be completed by October, 2019.

Indication of Interest
The proposal should be submitted by email to Sanket Das, Analyst, Geoscience & Innovation and Health & Safety, at sdas@pdac.ca before 11:59 pm EST on July 7th, 2019.

The successful contractor will be judged on the following evaluation criteria:

- Present a clear understanding of the project goal, and present any supporting ideas or methods for creating the complete document.

- Have a track record of demonstrated ability to provide suitable project management and support to deliver the required services.

- Possess strong familiarity and knowledge of the mineral industry, and preference will be given to demonstrated experience working within innovation-specific segments of the industry.

- Reference previous examples of creative and visually appealing document designs.