

July 5, 2021

Request for Proposals

Preparation of a new three-year (2022-2024) International Business Development Strategy for the Canadian Nuclear Industry

1. Objectives

The Organization of Canadian Nuclear Industries (OCNI) and the Canadian Nuclear Association (CNA) are seeking a consultant to undertake a thorough review and update of the 2019-2021 International Business Development Strategy (IBDS) for the Canadian nuclear industry.

The new three-year IBDS will evaluate the future worldwide nuclear market for products, technology, and services and prepare strategies on how Canadian nuclear suppliers should access target markets as part of Canadian consortia or in partnership with local suppliers. Consultants are requested to report their findings in a three-year International Business Development Strategy (2022-2024 IBDS) for the Canadian nuclear industry.

The Organization of Canadian Nuclear Industries (OCNI), in collaboration with the Canadian Nuclear Association (CNA), will use the 2022-2024 IBDS in seeking government policy and financial support and planning nuclear marketing programs including, international nuclear trade missions to promising markets. The 2022-2024 IBDS will also be used in recruiting Canadian companies to participate in these trade missions.

2. Background

The Canadian nuclear industry includes 19 operating CANDU reactors, a world-leading nuclear research laboratory, a world-class nuclear regulator, and more than 200 highly qualified Canadian suppliers of products and services to the nuclear industry in Canada and offshore.

OCNI, in collaboration with CNA, assists Canadian nuclear suppliers in accessing offshore markets where nuclear programs are expanding and where there are gaps in local supply chain capabilities. Canadian suppliers may have unique advantages in such markets stemming from their accumulated knowledge and expertise in nuclear component supply and services to CANDU utilities and some PWR utilities.

3. Study Scope

The research should identify specific product/technology supply gaps or capability areas for which local OEMs and Tier 1/2 suppliers would benefit from partnerships with experienced and qualified Canadian suppliers. The research should, where possible, define the reasons for these capability gaps.

The research should also identify potential political, economic, or other challenges Canadian suppliers might face in specific markets.

The starting point for this project is the 2019-2021 IBDS, which will be made available to consultants who announce their intent to bid for this project. The consultants should review the 2019-2021 IBDS and determine how the market has evolved over the last three years. They should also consider how the Canadian supply chain has acquired new capabilities/capacities through experience gained on various projects and through suppliers from other industries/countries bringing their skill sets to the Canadian nuclear supply chain. Specific areas in which the supply chain has evolved include, but are not limited to, decommissioning, medical isotope production and delivery, and SMR development.

4. Methodology

The study should involve a thorough review of the 2019-2021 IBDS, gathering information from Canadian and offshore market sources, analyzing publicly available information, and, most importantly, interviews with key industry suppliers and potential offshore customers/partners.

5. Project Phases / Deliverables

Phase One: Review the 2019-2022 IBDS with a view to: a) identifying markets that should be removed, added, updated; b) identifying products /services that should be removed, added, updated.

Phase Two: Conduct telephone interviews with key domestic and offshore industry players to identify supply chain gaps/opportunities in offshore markets, including causes, and suggest how Canadian suppliers could best position themselves to fill these gaps.

Phase Three; Prepare a 2022-2024 IBDS for the Canadian nuclear industry. The IBDS should suggest strategies that would enable Canadian companies to exploit their competitive advantage in the target nuclear markets. The report should also include data sources and names of the companies/persons interviewed.

6. Use of Results

The study results are exclusively for the use of OCNI and CNA and their respective members. The consultant agrees not to share the results with others except with express written approval of OCNI.

7. Schedule

The deadline for proposals is **July 19, 2021**. The project should start no later than **July 26, 2021** and should be completed by **October 15, 2021**.

Draft Report: **October 1, 2021**

Final Report: **October 15, 2021**

8. Selection Criteria

Consultant proposals will be evaluated based on:

- Uniqueness of approach to gathering and verifying data
- Thoroughness of analysis leading to well-founded recommendations on how best to market and deliver Canadian nuclear products and services to the international nuclear market.
- Resources and capability of the consultant team
- Evaluated price

9. Project Budget

The budget for this project is on the order of **\$20,000**.

10. Payment

The consultant will invoice OCNI at the end of the project according to the terms of the signed Purchase Order.

OCNI Contact

Ron Oberth, President OCNI, will be responsible for coordinating the project.

Email: ron.oberth@ocni.ca.