

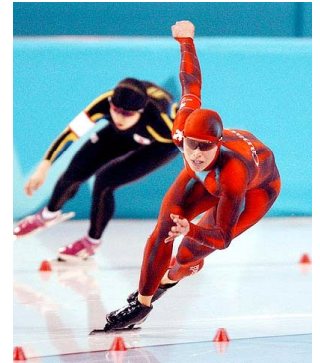


2010 Winter Olympic and Paralympic Games Venue Overlay Projects

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Summary:

The Vancouver 2010 Winter Olympics and Paralympics are less than two-years away and preparations to host the games are well underway. Beyond athletes and officials, the 2010 Winter Olympics will bring a massive entourage of journalists, sponsors and VIP guests who will need feeding, housing and clothing. Preparing for these games presents tremendous business opportunities for American firms to become subcontractors to winning bidders.



With the competition venues substantially complete, opportunities for U.S. firms still exist with the venue overlay projects. Of the estimated 6000 contracts to be issued by the Vancouver Organizing Committee (VANOC) for goods and services, only a little over 600 have been awarded thus far. Companies need to act fast, as the rate of issuance of new Requests For Proposals (RFP) has increased dramatically in the past few months and will increase even more rapidly once the Beijing Olympic Games are complete. Primary consideration is being given to Canadian companies, but with an event of this magnitude, many firms are finding that they are not equipped to handle the projects and will be seeking to establish partnerships and build consortiums.

VANOC intends to pre-qualify equipment providers that have experience in supplying and installing temporary, rental-based event equipment. Expressions of interest have been announced and VANOC has released a schedule of overlay products and deadlines for interested bidders. All federal, provincial and municipal bids will be announced on the 2010 E Commerce website; www.2010commercecenter.com

The 2010 Winter Olympic Games have acted as a catalyst for the BC economy in general and economists are predicting that BC's economy will continue to grow at a rate between 0.9-1.2% annually through 2011 and well after the games. Capital costs for construction projects directly associated with the 2010 Winter Olympic and Paralympic Games is estimated at \$1.6 billion. In addition to many construction projects, capital expenditures include security, medical services, workforce, and venue overlay.

2010 Winter Olympic Games - Venue Overlay Projects

VANOC's Overlay Department is responsible for managing and maintaining temporary infrastructure required for the operation of the 2010 Winter Olympic and Paralympic Games in Vancouver and Whistler. Requirements include the provision of tents and modular construction, toilets, fencing and exhibition equipment as well as internal build-out in existing buildings, landscape work, and site remediation.



Temporary infrastructures are required in approximately 60 competition and non-competition venues that are located between the city of Vancouver and the Resort Municipality of Whistler. While the largest scope of work is concentrated at the major Olympic competition venues, it is important to understand that some non-competition venues will also require temporary infrastructure.

The following table provides an overview of the Venue Overlay products need for both Vancouver and the Resort Municipality of Whistler, as well as the completion date for each project. The intent for VANOC is to have one supplier for each of the two locations.

VENUE OVERLAY PROJECTS

Name	Location	Estimated Delivery Dates
Trailers (modular construction) & storage containers	Vancouver	Dec. 2009
	Whistler	Aug. 2009
Tents	Vancouver	Dec. 2009
	Whistler	Aug. 2009
Seating/scaffolding	Vancouver	Dec. 2009
	Whistler	Oct. 2009
Fencing	Vancouver	Nov. 2009
	Whistler	Nov. 2009
Toilets	Vancouver	Dec. 2009
	Whistler	Aug. 2009
HVAC	Vancouver	Dec. 2009
	Whistler	Aug. 2009
Internal Build Out (existing buildings being used for venues)	Vancouver	Dec. 2009
	Whistler	Oct. 2009
Internal Tent Build Out (temporary tents used for venues)	Vancouver	Dec. 2009
	Whistler	Dec. 2009
Exhibition Equipment Rental	Vancouver	Jan. 2010
	Whistler	Jan. 2010

Landscape/Ground work for venues	Vancouver Whistler	Sep. 2009
		Jul. 2009
Broadcast and site lighting	Vancouver Whistler	Dec. 2009
		Dec. 2009
Turf protection	Vancouver Whistler	Dec. 2009
		Dec. 2009
Rigging and truss- rental basis and install	Vancouver Whistler	Dec. 2009
		Dec. 2009
Flags and Banner Poles	Vancouver Whistler	Dec. 2009
		Dec. 2009

How to Access VANOC Bids:

As an independent corporation, VANOC is responsible for venue construction, staging of the event and distribution of the opportunities available to businesses that want to take part. VANOC is also responsible for management of all business opportunities made available by the Canadian Olympic Committee (COC).

Pre Qualification Process

VANOC released a Request for Expressions of Interest (RFEI) with the intention to pre-qualify providers of equipment and related services who have experience in supplying rental-based equipment for same or similar events as the 2010 Winter Games. Interested parties were required to respond by October 2007. In this first phase of a two-phase process, responses to the RFEI allowed VANOC the opportunity to evaluate the expertise and to select a short-list of equipment and service providers who may be invited to submit a proposal.

Respondents who pre-qualify may be invited to submit proposals in response to a Request for Proposal (RFP) from VANOC at various stages. See above table. VANOC reserves the right, at its sole discretion; to invite other parties to participate in any subsequent RFP's resulting from this RFEI process.

VANOC will assess the qualifications of each respondent based on a number of criteria including (not in any order) proven track records, pricing, knowledge of the marketplace, relevant experience, and VANOC's sustainability objectives.

If a company is unable to supply the bid requirements in the volumes announced, but would be interested in participating as a subcontractor to primary supplier, VANOC encourages you to submit a Receipt Confirmation Form (available from VANOC) and clearly indicate the types of goods and services you may be able to supply. Once primary suppliers have been selected, VANOC will forward your contact information to the successful bidder. It will be up to the primary supplier to contact subcontractors directly, as VANOC assumes no responsibility once the primary supplier has been awarded the contract.

How to learn about the RFPs?

Companies must register with the 2010 Commerce Centre (www.2010commercecenter.com). Registration is free. In addition to alerting subscribers to business opportunities, the website contains information on procedures for bidding, RFPs, Sponsors, listings of bid winners, online procurement workshops, success stories, business planning, business news, and registration for the electronic newsletter.



This website, created by the Provincial Government in cooperation with VANOC is being used extensively not only for bids associated with the venues, but also by corporate sponsors who will be looking for suppliers of goods and services as well.

An important tool for any business wishing to get involved with the 2010 Vancouver Winter Games is the document, *A Guide for Business Opportunities in the 2010 Winter Games*.

http://www.2010commercecentre.gov.bc.ca/documents/BusinessGuide/Olympbro_EN_web.pdf.

This report outlines the following:

- How to bid on a VANOC contract
- How to bid for a licence for the 2010 Winter Games
- How to be a subcontractor
- How to create successful partnerships
- How to be a supplier
- How to sell to 2010 Winter Games Visitors
- How to become a sponsor of the 2010 Winter Games

For goods and services being procured by the Federal Government, such as security needs for the Royal Canadian Mounted Police (R.C.M.P.), U.S. suppliers must register at and monitor www.merx.com. MERX is the most complete source of Canadian public tenders, private tenders, U.S. tenders and private-sector construction news available in Canada.

Opportunities for Subcontractors:

Although these are Canada's games, many local companies will not have the resources, inventory, or real estate to meet the challenge of an event of this magnitude. For example, companies supplying tents, portable toilets, buses, portable seating and fencing will need to establish partnerships in order to fulfill their contract with VANOC



and continue to service their existing clientele. Major food services companies, who will likely win the bid to supply the millions of meals necessary for the two athlete's villages, will be subcontracting food service equipment and supplies.

Security for the 2010 Winter Olympic and Paralympic games is the responsibility of the R.C.M.P., Canada's federal law enforcement agency. The R.C.M.P. and the Vancouver 2010 Integrated Security Unit's (ISU) position on companies or persons offering services/ products is as follows:

- Information from all sources will be retained in a reference library by category of product or service type (i.e. Closed Circuit Video Equipment, Guard Services, etc.). Companies are encouraged to send updates, as their products and services change.
- Individual members of the I.S.U. Planning Team may personally contact these companies/representatives if that planner requires more information/technical specifications. If arrangements are made for a presentation, that presentation will be off site from the I.S.U. offices.

The I.S.U. Planners, at various points of time, may identify a need to procure goods and services. The I.S.U. adheres to the federal government's competitive process for procurement of goods and services. Once a need is identified, then the procurement authorities for the R.C.M.P. or P.W.G.S.C. (Public Works Goods Services Canada) will be contacted. Companies are encouraged to regularly view the MERX web site (www.merx.com), an electronic tendering service, which advertises government contract opportunities.

Companies or persons that are interested in providing information about their products/services should forward all related material to:

Vancouver 2010 Integrated Security Unit
R.C.M.P. "E" Division H.Q.
657 West 37th Avenues
Vancouver, British Columbia, Canada
V5Z 1K6
Attn: Goods/Services Reference Library

The media also represents a very large market for suppliers to the games. The 2010 Winter Games is expected to attract over 5000 accredited media, who will be headquartered in the new Vancouver Convention and Exhibition Center. In addition to the accredited media, it is estimated several more thousand unaccredited media will travel to Vancouver and Whistler to cover the games and report on items of interest. Media personnel will need cabling, lighting, audio/visual and camera equipment to tell their stories to the world.



Suppliers may face some challenges when looking to subcontract to major sponsors, as Olympic Games sponsors are encouraged to look for products and services with other Games sponsors. For example, all vehicles should be General Motors and all lighting and communication equipment should have a connection to General Electric, both current game sponsors.

Suppliers should also consider the variety of preliminary events involved in the staging of these games. Events such as the Torch Relay, testing and preparing venues, special events for volunteers, or sporting events leading up to the games all pose as potential opportunities for U.S. suppliers.

The 2010 Winter Olympic and Paralympic Games is only one major event being hosted in British Columbia over the next two years. The World Police and Fire Games, being held in Vancouver July 31-August 9, 2009 are expected to attract more participants and spectators than the winter Olympics. The North American Indigenous Games will be held in Victoria, British Columbia August 3-10, 2008. These events also bode well for U.S. suppliers interested in establishing long-term relationships with Canadian companies.

For More Information

The U.S. Commercial Service in Canada provides U.S. firms with a wide range of cost-effective and highly efficient business development services, including market research, agent/distributor searches and corporate matchmaking. With professionally staffed offices in each of Canada's five regional markets, the Commercial Service assists U.S. firms in promoting their products and services and helps them realize their full export potential in Canada. Please call today and find out how the U.S. Commercial Service, your business partner in Canada, can help you join the largest trading relationship in the world.

The U.S. Commercial Service's 2010 Business Opportunities Coordinator is Cheryl Schell, Sr. Commercial Specialist, who is located in our Vancouver office and can be reached at 604-685-3382, or Cheryl.Schell@mail.doc.gov or visit our website: www.buyusa.gov/canada.

The U.S. Commercial Service — Your Global Business Partner

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