



CleanBC Go Electric Advanced Research and Commercialization Program

REQUEST FOR EXPRESSIONS OF INTEREST

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1. INTRODUCTION

1.1 The CleanBC Go Electric Advanced Research and Commercialization (“**ARC**”) Program is one of a suite of programs offered under the Province of British Columbia’s (“**B.C.**”) CleanBC Go Electric (“**Go Electric**”) Program. The Go Electric Program is designed to reduce barriers to the adoption of zero-emission vehicles (“**ZEV**”) to realize both their environmental and economic benefits and has been highly successful in starting the transition to a transportation system that is powered by clean energy. MNP LLP (“**MNP**”, “**ARC Management**”) is delivering the ARC program on behalf of the Province of B.C.

The purpose of the ARC program is to support the development of B.C. companies operating in the ZEV sector, and to encourage international investment in the ZEV sector in B.C. The ZEV sector includes companies and organizations involved in all aspects of the ZEV supply chain – from raw materials to final consumer products – related to vehicles or vehicle components, fuelling infrastructure, and transferable technologies and services. ZEVs are defined to include battery electric vehicles, plug-in hybrid electric vehicles and hydrogen fuel cell electric vehicles across all vehicle types (on-road and off-road).

It is the intention of the ARC program to provide reliable and targeted support to build on existing strengths or eliminate barriers for companies in the sector. Therefore, the ARC program will provide support to B.C. companies to invest in product development and commercialization activities through to long-term demonstration projects.

ARC program investments are intended to:

- (a) Support growth in B.C.’s globally competitive ZEV sector;
- (b) Address specific B.C. ZEV sector challenges;
- (c) Showcase B.C. technologies that have a strong potential for international market demand;
- (d) Support pre-commercial ZEV technologies that are made or designed in B.C.; and
- (e) Demonstrate commercial success for ZEV sector technologies.

1.2 ARC Management is inviting Expressions of Interest (“**EOI**”) under the ARC program. The following information outlines the intent of this Request for Expressions of Interest (“**RFEOI**”) process and provides instructions to prospective applicants who wish to submit an EOI under this RFEOI.

1.3 This RFEOI is open to any private entity or organization operating in the ZEV sector validly incorporated or registered in Canada (“**the Applicant**”). Publicly funded institutions are not eligible for funding as a primary Applicant, however, may support projects as a Project Partner as set out in sub-section 1.4. ARC Management may, in their sole discretion, determine whether an entity or organization is eligible or ineligible to apply under this RFEOI.

1.4 The Applicant may form a consortium comprised of the Applicant and at least one non-related partner organization (“**Project Partner**”) who has committed to providing expertise, cash and/or in-kind contributions to the project. Project Partners could include potential customers of the

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- Applicant or subject matter experts from an academic or other publicly funded institution. Project Partners do not need to be located or have operations in B.C./Canada.
- 1.5 The following general groups of activities are eligible for funding under the ARC program (“**Eligible Activities**”):
- (a) Pre-commercial research and development of a B.C.-based ZEV product, service or technology;
 - (b) Commercialization of a B.C.-based ZEV product, service or technology, including investments in manufacturing facilities or processes; and
 - (c) Use or demonstration of a B.C.-based ZEV product, service or technology.
- 1.6 The following general groups of activities are not currently eligible for funding under the ARC program:
- (a) Marketing activities, including attendance at trade shows;
 - (b) Consumer-based activities, such as purchase or sales incentives;
 - (c) Land acquisition, leasing land, buildings (acquisition and leasing), renovation or construction, and other facilities, real estate fees and related costs;
 - (d) Financing charges, legal fees and loan interest payments;
 - (e) Property taxes;
 - (f) Lobbyist and consultant fees; and
 - (g) Any costs incurred prior to signing of a funding agreement for the project and outside the completion timelines specified within the funding agreement.
- 1.7 The current funding call has a total allotment of \$5 million to fund eligible projects. There is no minimum or maximum amount of funding per project.
- 1.8 The proponent must commit to contributing at least 25% of the total project cost (could be in-kind contributions of labour, equipment or other resources that are directly applicable to the proposed project) and must provide evidence of funds and/or in-kind support for their share of project costs. While grant stacking is encouraged, the total Government of B.C. contribution must not exceed 50% of total project costs.
- 1.9 Project costs must be incurred in Canada, and at a minimum, an amount of eligible project costs equal to the funding from the ARC program for the project must be incurred in B.C.
- 1.10 The proposed project must be completed no later than three (3) years after the Project Start Date.
- 1.11 The proposed project must be at a Technology Readiness Level (“**TRL**”) of 3 or higher at the start of the project. For additional information and guidance regarding TRLs can be found here:

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<https://www.ic.gc.ca/eic/site/080.nsf/eng/00002.html>

1.12 Projects or portions thereof that have previously received funding from the ARC program are not eligible to receive further funding for that project under this funding call. However, a new project that builds on and sufficiently advances a previously funded project is eligible for funding under this funding call.

1.13 Applicants are advised to pay careful attention to the information provided in this RFEOI. Failure to satisfy any term, condition or mandatory requirement of this RFEOI may result in rejection of the submission.

2. EOI REQUIREMENTS

2.1 EOIs must be clear and well-written and must concisely describe the components of the proposed project, including each of the requirements set out in sub-sections 2.1 and 2.1 below.

2.2 EOI Team Overview

(a) Identify the Applicant as set out in sub-section 1.3 of this RFEOI and the individual(s) authorized by the Applicant to commit the Applicant to execution of a Project Grant Agreement (name, title, and contact information). Also, identify the individuals(s) familiar with the project and authorized to represent the Applicant regarding technical details of the proposed project (name, title, relevant professional credentials, and contact information).

(b) Provide relevant background information of the Applicant and any Project Partners as referred to in sub-section 1.4 of this RFEOI.

(c) Brief description of proposed management and delivery team along with resumes, if available, for key team members.

2.3 Required Information:

(a) Indicate a project title.

(b) Project description, including which Eligible Activities are being considered by the Applicant for funding, referred to in sub-section 1.5 of this RFEOI, that directly relate to the purpose of the ARC program set out in sub-section 1.1 of this RFEOI.

(c) Basic description of methods and project plan, including project timelines.

(d) Basic description and estimate of the funding required.

(e) Basic description of overall project budget and external funding and/or in-kind resources from the Applicant that directly apply to Eligible Activities considered.

(f) Basic description of expected outcomes of the project or activities (e.g., job creation, commercialization of B.C.-based technologies, growth of the ZEV cluster, increased exports, innovation/creativity in its field, current TRL and expected improvements in TRL).

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NOTE: EOIs must follow the EOI template provided for this RFEOI.

3. SCREENING AND EVALUATION CRITERIA

3.1 Screening Criteria: an EOI may be screened out immediately (i.e. the EOI will not be reviewed) based on one or more of the following factors:

- (a) The EOI is not written in English;
- (b) The EOI is incomplete and/or does not provide sufficient information for a proper evaluation;
- (c) The EOI is not sufficiently comprehensible or easy to read;
- (d) The proponent does not meet the eligibility criteria as set out in sub-section 1.3 of this RFEOI;
- (e) The proposed project is not expected to be completed within three years after the Project Start Date;
- (f) The activities foreseen as part of the proposed project are not consistent with the Eligible Activities set out in sub-section 1.5 of this RFEOI, and/or include activities set out in sub-section 1.6 of this RFEOI;
- (g) The proposed project carries substantial risk of detrimental side effects (e.g. environmental impacts);
- (h) The proponent does not commit to contributing at least 25% of the total project cost; or does not provide evidence of funds and/or in-kind support for their share of project costs;
- (i) The proponent does not demonstrate that they have secured funding through other sources, and/or the total proposed B.C. government contribution exceeds 50% of total project costs;
- (j) The proposed project includes costs that are incurred outside of Canada; and
- (k) The proposed project has previously received funding through the ARC program and does not build on or sufficiently advance the previously funded project.

3.2 Evaluation Criteria: The following criteria will be used to evaluate project proposals:

- (a) The proposed project supports the commercialization, demonstration or export of a B.C.-based ZEV product, service or technology;
- (b) The proposed project has strong commercialization and market adoption potential;

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- (c) The proposed project demonstrates innovation, creativity and/or pursuit of excellence in its field (i.e., in what ways does the product, service or technology differ from that of its competitors);
- (d) The proposed project promotes synergies/collaboration with other entities in B.C.'s ZEV sector (such as through a partnership or consortium bid) or otherwise encourages the development of a ZEV cluster in B.C.;
- (e) The proposed project provides positive economic benefits (e.g. job creation, export growth, manufacturing of ZEVs or ZEV components);
- (f) The proposed project leverages external funding (i.e. grant stacking and proponent funding);
- (g) The proposed project has strong potential for a reduction in greenhouse gas emissions throughout B.C., Canada and the rest of the world as a result of the adoption of the technology;
- (h) The proposed scope and timeline are reasonable for project completion;
- (i) The proposed project management team has the capacity to carry out the proposed initiative; and
- (j) The proposed project expenses are reasonable and do not exceed fair market value of the goods and services being provided.

4. LEGAL NOTICE

4.1 By submitting an EOI, you confirm that you have read, understand and accept the information contained in this RFEOI and, that each of you, the Applicant and all individuals and entities that collaborate or are otherwise involved in the preparation of the EOI or the delivery of the proposed project, including all Project Partners, agree as follows:

- (a) ARC Management may at any time withdraw, suspend, cancel, terminate, amend or alter all or any portion of this RFEOI, including but not limited to the EOI requirements, the EOI selection and review process and the EOI adjudication criteria.
- (b) ARC Management reserves the unqualified right to accept or reject any or all EOIs for any reason. ARC Management is not required to accept the highest ranked EOI nor is it required to accept any EOI for advancement to the full project proposal stage.
- (c) The final decision with respect to EOIs to be included in a short-list rests solely with the ARC Review Panel ("Review Panel"). The Review Panel's evaluation of the submission may be based on, but is not in any way limited to, the criteria set out in this RFEOI. The Review Panel may consider any criteria determined by ARC Management to be relevant to the ARC program's mandate, regardless of whether such additional criteria have been disclosed to the Applicant.
- (d) No conduct, act or omission of ARC Management, or its directors, officers, consultants, program advisors, committee members, agents, servants and their respective

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successors and assigns (collectively the “ARC Parties”) other than a written notice to the Applicant in writing signed by an authorized person for ARC Management, will constitute an acceptance of an EOI.

- (e) EOIs that do not comply with the requirements described in this RFEOI may be rejected in whole or in part or not considered by the Review Panel. ARC Management reserves the unqualified right to accept or reject a non-compliant EOI.
- (f) This RFEOI is an invitation for EOIs only. It is not an offer and the submission of an EOI does not create a contract or agreement of any kind between ARC Management and the Applicant.
- (g) Acceptance of an EOI does not create a binding contract between ARC Management and the Applicant or an obligation to fund the activities proposed in the EOI. ARC Management shall not be obligated in any manner whatsoever to any Applicant until a written agreement between ARC Management and the Applicant (“Project Grant Agreement”) has been duly executed relating to an approved full project proposal.
- (h) As between the parties, the submission and all documents and materials you submit to ARC Management in connection with the EOI and this RFEOI and all intellectual property in and to the foregoing are the exclusive property of ARC Management immediately upon delivery. For clarity, this refers to the materials themselves, not to any technology or innovations disclosed or discussed in them. Intellectual property developed during the course of the project will be addressed through the Project Grant Agreement and will be owned by the Applicant and/or Project Partners, as set out in Section 5.
- (i) You, the Applicant, and any Project Partners will keep any EOI submitted in response to this RFEOI confidential and will not use, reproduce or distribute it, any portion of it, or any data, information, drawings, or specifications included in or provided with it except as necessary to prepare a full project proposal as requested by ARC Management or to apply for additional third-party funding for the project.
- (j) You, the Applicant and any Project Partners will not make a claim against ARC Management or the ARC Parties for any reason whatsoever relating to this RFEOI. You are undertaking the expenditures required to prepare and submit an EOI entirely at your own risk, and you waive any right and release ARC Management and the ARC Parties from any demands, liability, claim or recovery for costs, expenses, or damages incurred whatsoever and howsoever arising out of or relating to this RFEOI or any EOI prepared in response to it, whether such right or claim arises in contract, negligence or otherwise.
- (k) ARC Management takes no responsibility for the accuracy of the information supplied during this RFEOI process by ARC Management or the ARC Parties.
- (l) Neither ARC Management nor any of the ARC Parties will have any liability whatsoever to you, the Applicant, or any Project Partners, or any of them, in connection with this RFEOI or any submission prepared in response to it.

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5. INTELLECTUAL PROPERTY

- 5.1 Intellectual property and confidential technical data developed during the course of the project will be addressed through the Project Grant Agreement and will be owned by the Applicant and/or Project Partners (as these parties mutually agree). However, some general principles apply:
- (a) Background intellectual property (patents, copyright, software) and third-party technology remains with its original owner(s);
 - (b) ARC Management retains rights to the project results, including without limitation the data, reports, analysis and discussion, and retains the right to share project results with interested parties; and
 - (c) Project technology (based on patent disclosures) developed as a part of the co-funded activities will be owned by the successful Applicant and/or Project Partners as mutually agreed to by these parties.

6. INFORMATION SESSIONS

- 6.1 ARC Management encourages Applicants to participate in one of two Information Sessions by teleconference to address questions that may arise with respect to this RFEI. An Information Session will be held on August 11, 2023. Details on the time, agenda and how to participate will be posted on ARC's website, www.arcbc.ca, at least one week prior to the scheduled Information Session.

7. EOI SUBMISSION

- 7.1 EOIs must be identified as follows: **Expression of Interest: ARC-2023-1**
- 7.2 EOIs must be sent by email to: admin@arcbc.ca and must include **Expression of Interest: ARC-2023-1** in the subject header of the email. Only EOIs formatted in PDF or Microsoft Word will be accepted.
- 7.3 **Deadline for EOIs:** Only those EOIs received before 4:00 p.m. Pacific Time on September 15, 2023 will be accepted for evaluation. EOIs received any time thereafter will not be accepted for evaluation.

8. NEXT STEPS

- 8.1 Applicants whose EOIs are rated highly, determined to be of sufficient quality, and are well aligned with ARC's mandate will be invited to submit a full project proposal to ARC Management. Further information regarding full project proposal submissions, including evaluation criteria and timelines, will be made available at the time full project proposal invitations are made.
- 8.2 Applicants whose EOIs are not short-listed for full project proposal invitation will be notified when the RFEI review process is completed. Applicants who wish to receive feedback regarding their EOI can set up a short debrief phone call with ARC Management. Information about arranging this discussion will be provided in the notification letter.