

From: [Keenan, Ralph C MTIC:EX](#)
To: ["Denise L. Connerty"](#)
Subject: RE: RFP ON-002815 - Ignition Interlock Program Delivery
Date: Friday, May 27, 2016 16:13:00
Attachments: [Alcolock evaluation and debriefing notes.xlsx](#)

Hello Denise.

As requested, find attached a copy of the complete assessment of your proposal. As I mentioned yesterday, the evaluation is based on the review by four independent evaluators and what is documented is what they took from the Proposal.

Regards

Ralph Keenan

From: Denise L. Connerty [<mailto:dlconnerty@acs-corp.com>]
Sent: Wednesday, May 25, 2016 5:59 PM
To: Keenan, Ralph C MTIC:EX
Subject: Re: RFP ON-002815 - Ignition Interlock Program Delivery

Ralph,

Sorry for the late reply.

I expect that it will only be myself and Luz Mitera.

Kind Regards,

Denise L. Connerty
Director
Compliance Monitoring
ALCOHOL COUNTERMEASURE SYSTEMS CORP
60 International Boulevard
Toronto, Ontario M9W 6J2 CANADA
T 416 619 3500 x3509
F 416 619 3501
D 416 619 3509

acs-corp.com

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On May 25, 2016, at 12:54 PM, Keenan, Ralph C MTIC:EX <Ralph.Keenan@gov.bc.ca> wrote:

Hello Denise.

Would it be possible to get a list of the individuals that will be part of the debriefing from your side please.

Regards

Ralph Keenan | Procurement Specialist | Procurement Services Branch | Shared Services BC

Ph: 250-387-7328 | **e:** Ralph.Keenan@gov.bc.ca | **m:** PO Box 9476, Stn Prov Gov, Victoria BC V8W 9W6

From: Denise L. Connerty [<mailto:dlconnerty@acs-corp.com>]
Sent: Tuesday, May 17, 2016 11:15 AM
To: Keenan, Ralph C MTIC:EX
Subject: Re: RFP ON-002815 - Ignition Interlock Program Delivery

Ralph,

In that case, it would have to be May 26th from 11 to 12 pm. Please provide a list

of individuals that will be part of the debrief?
Thank-you,

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Would either:

- May 25 from 3:00 PM to 4:00 PM or
- May 26 from 11:00 AM to 12:00 PM work?

The debriefing would be by teleconference.

Please advise.

Regards

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Services Branch | Shared Services BC

Ph: 250-387-7328 | **e:** Ralph.Keenan@gov.bc.ca | **m:** PO
Box 9476, Stn Prov Gov, Victoria BC V8W 9W6

From: Denise L. Connerty [<mailto:dlconnerty@acs-corp.com>]

Sent: Saturday, May 7, 2016 4:29 PM

To: Keenan, Ralph C MTIC:EX

Cc: Denise L. Connerty

Subject: RE: RFP ON-002815 - Ignition Interlock Program
Delivery

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A polite follow-up on the date and time available for the
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Kind Regards

Denise L. Connerty

Director

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From: Denise L. Connerty

Sent: Monday, May 02, 2016 6:52 PM

To: 'Keenan, Ralph C MTIC:EX'

Subject: RE: RFP ON-002815 – Ignition Interlock Program
Delivery

Dear Ralph,

We appreciate your timely notification of the award of the
response to another proponent. Can you please advise when
an official announcement will be communicated or posted to
the BC Bid website?

Yes, we are very interested in a debriefing session to discuss
our proposal. Please advise available dates and times?

Kind Regards,

Denise L. Connerty

Director

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From: Keenan, Ralph C MTIC:EX
[mailto:Ralph.Keenan@gov.bc.ca]

Sent: Monday, May 02, 2016 4:10 PM

To: Denise L. Connerty

Subject: RFP ON-002815 – Ignition Interlock Program
Delivery

May 2, 2016

ALCOLOCK Canada Inc.

Attention: Denise L Connerty

60 International Boulevard

Toronto, Ontario M9W 6J2

Via Email: dlconnerty@acs-corp.com

Via Fax: 416.619.3501

Dear Denise L Connerty

Re: RFP ON-002815 – Ignition Interlock Program Delivery`

Thank you for your response to the above Request for Proposals (RFP). Your proposal was carefully evaluated using the evaluation criteria and weighting system set out in the RFP. The Ministry of Public Safety and Solicitor General has now completed their evaluation process and has determined that Smart Start Canada ULC is the highest scoring Proponent.

Subject to final negotiations and execution of a written contract, Smart Start Canada ULC will commence with the requirements described in the RFP.

Please note that all proposal responses remain valid for acceptance for the 90 day period stated in the original RFP document. If a contract with the highest scoring Proponent cannot be negotiated, the Ministry may exercise its option to negotiate a contract with next highest scoring Proponent within this time frame.

Again, thank you for your interest in this project. We appreciate the effort you and your colleagues put into your submission. It is anticipated that debriefings (private meetings to discuss the strengths and weaknesses of unsuccessful proposals) will be held via teleconference. If you are interested in a debriefing session to discuss your proposal, please advise me in writing via email to Ralph.Keenan@gov.bc.ca no later than May 16, 2016. Please reference the RFP number on your request.

Sincerely,

Ralph Keenan | Procurement Specialist | Procurement
Services Branch | Shared Services BC

Ph: 250-387-7328 | **e:** Ralph.Keenan@gov.bc.ca | **m:** PO
Box 9476, Stn Prov Gov, Victoria BC V8W 9W6

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Desirable Requirements	Proposal should address	Section weight	Rel. weight	Alcolock Canada	debriefing notes
				Score	
				74.5	
Corporate Capacity and Capability and Experience		10		8.2	Meets Minimum
5.1 Corporate Capacity and Capability				Comments	
The proposal should include a description of the number of years the Proponents has been providing this type of service, financial information that demonstrates the Proponent's stability, an approximate number of the ignition interlock devices installed in all jurisdictions that are being managed by the Proponent and a list of the other governments for which the Proponent has provided and is currently providing ignition interlock program services.	Proposals should convince evaluators that the Proponent, if selected is likely to be around for the duration of the contract and has extensive experience with IID calibration, installation and administration.		s.17,s.21		
5.2 Experience					
Proponents should provide information demonstrating that the Proponent has at least five (5) years of experience providing ignition interlock program services on behalf of government or a similar entity.	Response should demonstrate at least 5 years experience with IIDs for government or similar entities.				
Describe the Proponent's experience with: • supply, installation, inspection, servicing, calibration, maintenance, monitoring and removal of ignition interlock devices;					
• employee and/or subcontractor hiring, training, and supervising;					

• set up and maintenance of multiple service locations;			s.17,s.21
• administration and management of a geographically dispersed network of service locations;			
• dealing with government and licensing authorities; and			
• implementing quality assurance measures and mitigating issues.			
Proponents should include reference information (organization name, contact name, email and phone number) for at least three (3) government customers for whom the Proponent has provided ignition interlock program services and details of such engagements (dates, range of services	for the purposes of assessing written proposals, as long as the reference information is provided, and the references seem to be (even arguably) similar to		
Standards and General Operating Requirements for IIDs and I			35
5.3 Standards and General Operating Requirements for IID's			
Proponents should describe: • the Proponent's commitment and approach for advising the Province of new developments or improvements in ignition interlock technology and any improved IID models.	Approach demonstrates how proponent will keep apprised of developments and will advise Province of the same in atimely and reasonable manner		

<ul style="list-style-type: none"> • how repetitive repairs not attributed to abuse of any IID, will be managed; 	Approach to demonstrate how Proponent will deal with wear and tear in manner that ensures clients have working devices	
<ul style="list-style-type: none"> • their support for and commitment to work with RoadSafetyBC if RoadSafetyBC decides that the IIP will require an IID with camera support; and 		
<ul style="list-style-type: none"> • any vehicles into which they would be unable to install an IID. 	ideally, this will be none, but reasonable exceptions are anticipated, limited to a small number of specified high end or alternative energy vehicles	
5.3.1 IID's for Motorcycles		
Proponents should describe: <ul style="list-style-type: none"> • their experience with installing IIDs on motorcycles; 	Proponent and sub contractors are aware of the issues associated with an IID on motorcycles.	
<ul style="list-style-type: none"> • any limitations, conditions or relevant motorcycle specifications required to ensure that the IID standards detailed in Schedule B are met; and 	proposed products and service centres should be able to accommodate at least two locations as a pilot.	
<ul style="list-style-type: none"> • their commitment to working with RoadSafetyBC to implement an IID service for motorcycles in the two locations as 		

described in Schedule C; and all relevant details and steps required to make the service operational are to be provided in addition to what is required to demonstrate readiness to deliver Province-wide IIP		
5.4 Delivery of IIP Services		
5.4.1 General		
Proponents should describe: a) how Service Delivery Location staff will be instructed on the proper procedures for the installation, servicing, maintenance and removal of IIDs;		
b) the procedures through which the Contractor will confirm: i. that the installation and removal date of an IID into a Program Participants vehicle coincides with the Program Participant's IIP term; and ii. that the procedures will accommodate any extensions.	process will ensure install and removal date will coincide with IIP term end date including when end date extended (with the exception of when clients don't attend for appts)	
5.4.2 Device Installation		
Proponents should describe: a) the qualifications of staff that will be responsible for any service transactions with respect to any IIDs;		

b) the orientation that will be provided to each Program Participant; and		
c) how IID materials and equipment and servicing will be kept secure from anyone not directly involved in the installation or maintenance of an IID.	proponent will demonstrate how material and equip are kept separate and secure	
5.45 Province Wide Delivery and Response Time		
Proponents should describe how they will ensure the performance standards and response times will be met.		
5.47 Tampering Prevention		
Proponents should describe the process for preventing and detecting Tampering with an IID.		
5.4.9 Readiness at Contract Commencement		
Proponents should provide a detailed plan for ensuring that required resources, procedures and approvals will be in place to successfully commence delivery of the IIP Services on October 1, 2016.	plan to be comprehensive, achievable and demonstrate readiness	
Service Delivery Locations		5
5.5 Additional Service Delivery Locations		
Proponents should describe: a) in respect of each "city" set out in Schedule C for which there is an option in terms of the city to be chosen (for example, Richmond/Delta; Victoria/Duncan; Surrey/Langley/White Rock; Williams		

Lake/Quesnel), identify the Proponent's choice from amongst the listed options; b) identify any additional cities in which the Proponent would be willing and able to open a Service Delivery Location; and in respect each such city, the Proponent will indicate: i. whether the Service Delivery Location would be a Full Service Delivery Location or a Partial Service Delivery Location;		
ii. whether the Service Delivery Location would be operational at the commencement of the term of the Contract or at a later date which is to be specified; and		
c) describe any additional service delivery options, including mobile service delivery, or remote monitoring that the Proponent would be able to make available in order to increase geographic coverage or improve service delivery within the province.	need reasonable level of detail, not just list of possible options, and needs to be operationally feasible	
Service Agreement/Data Standards/Public Education/Communi		30
5.6.5 Removal of Ignition Interlock Device Subject to Access		
The Proponent should provide a sample Service Agreement that includes the terms and conditions as set out in this Section 5.6. If a sample including the terms and conditions as set out above cannot be provided, the Proponent should provide its own standard form of agreement and confirm that there will be no impediment to incorporating the aforementioned terms and conditions.	sample agreement accommodates all terms of section 5.6. if sample agreement is not provided, there should be no impediment to accommodating the terms.	
5.7.1 Personal Privacy		
Proponents should describe: a) their proposed approach to ensuring the protection and security of personal information (including by subcontractors);	all obligations flow to subcontractors	

b) their proposed procedures that would occur in the event of an accidental breach of the Privacy Schedule included in Schedule A;	procedures would accommodate regions as well as central administrative offices.	
c) details of the Proponent's experience in effectively managing personal information and personal business data;		
d) their approach to collection, maintenance, analysis and secure transmission to the Province of data obtained from IIDs in compliance with the required procedures and standards set out in Schedule D; and		
e) the environment where the servers that host the Program Data are located including but not limited to datacenter physical security associated with server access, HVAC and power systems, backup and restore processes, data network connections/security, Database technology, firewalls and virus protection, actual server specifications and any operational redundancy/business continuity plan that is in place.	anything storing personal data needs to reside in Canada. Data centre should be not only protected, but backed up with a tangible degree of surety.	
5.8 Training		
Proponents should describe: a) the ability to deliver the training to each of the three recipient groups: a. Program Participants;	this section focuses on a Proponents ability, ie, they have training people, experience etc.	
b. Province's personnel; and	Victoria	

c. Contractor's personnel (including sub-contractors)	assess this with c) below,	
b) the Proponent's experience with the development of : a. Curriculum; b. Training materials; c. User manuals; and d. User videos;		
c) the proposed approach to the delivery of the training as set out in this section 5.8. and d) Proponents should provide any samples of materials that support the above descriptions.	this section focuses on how they will provide the training, i.e. one on one, telecoms, location by location etc. the approach will ensure consistency, and	
5.9 Public Education, Advertising and Promotion		
Proponents should describe: a) the approach to delivering the services as set out in this section 5.9; and	the approach includes delivery of public awareness through demo models provided to the Province brochures websites but should not be "selling" the program.	
b) the Proponents experience developing and providing public education, advertising and promotional services of interlock programs.		
5.10 Service and Quality Management		
Each Proponent should describe: a) its approach and experience establishing, maintaining and monitoring customer service levels as described in 5.10.1;	prompt, courteous, respectful and discreet customer services on going monitoring tracking	
b) its approach with respect to 5.10.2; a. developing customer complaint resolutions processes; b. tracking and confirming resolution to customer complaints;	complaint process is tracked tracking from service delivery location to headquarters	

s.17,s.21

c. reporting (include a description of how complaints will be captured onto a summary report;	monitored, resolved	
c) the qualifications of the proposed service manager if presently identified or the proposed qualifications for a service manager, and the approach for ensuring they are in place as needed; and		
d) approach to delivering service and quality management as set out in Section 5.10.4.	plan accomodates: daily services delivery IID's are installed to appropriate standards measuring, evaluating and reporting	
5.11 Communications with Government Agencies		
The Proponent should describe the approach for managing and participating in communications.	Government Agencies Province or Office of Ombudsperson Police	

s.17,s.21

5.14 Financial Model		20
Proposal Scenario Pricing	score on Pricing Scenario tab	
a) payment mechanisms that will be accepted; and		
b) the methods for facilitating the acceptance of payment cards.	Response demonstrates that the proposed method will satisfy PCI DSS requirements.	

From: [Denise L. Connerty](#)
To: [Keenan, Ralph C MTIC:EX](#)
Subject: Re: RFP ON-002815 - Ignition Interlock Program Delivery
Date: Wednesday, May 25, 2016 17:58:53

Ralph,

Sorry for the late reply.

I expect that it will only be myself and Luz Mitera.

Kind Regards,

Denise L. Connerty
Director
Compliance Monitoring

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Sent: Saturday, May 7, 2016 4:29 PM

To: Keenan, Ralph C MTIC:EX

Cc: Denise L. Connerty

Subject: RE: RFP ON-002815 - Ignition Interlock Program Delivery
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[<mailto:Ralph.Keenan@gov.bc.ca>]

Sent: Monday, May 02, 2016 4:10 PM

To: Denise L. Connerty

Subject: RFP ON-002815 – Ignition Interlock Program
Delivery

May 2, 2016

ALCOLOCK Canada Inc.

Attention: Denise L Connerty

60 International Boulevard

Toronto, Ontario M9W 6J2

Via Email: dlconnerty@acs-corp.com

Via Fax: 416.619.3501

Dear Denise L Connerty

Re: RFP ON-002815 – Ignition Interlock Program Delivery`

Thank you for your response to the above Request for Proposals (RFP). Your proposal was carefully evaluated using the evaluation criteria and weighting system set out in the RFP. The Ministry of Public Safety and Solicitor General has now completed their evaluation process and has determined that Smart Start Canada ULC is the highest scoring Proponent. Subject to final negotiations and execution of a written contract, Smart Start Canada ULC will commence with the requirements described in the RFP.

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Ralph Keenan | Procurement Specialist | Procurement Services
Branch | Shared Services BC

Ph: 250-387-7328 | **e:** Ralph.Keenan@gov.bc.ca | **m:** PO Box 9476,
Stn Prov Gov, Victoria BC V8W 9W6

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cooperation

From: [Smith, Paula PSSG:EX](#)
To: [Keenan, Ralph C MTIC:EX](#)
Subject: FW: RFP ON-002815 - Ignition Interlock Program Delivery
Date: Monday, May 16, 2016 15:43:47
Attachments: [image001.png](#)
[image003.png](#)

Hi Ralph,

Times available for all of you are:

Wednesday, May 25 from 3pm-4pm or

Thursday, May 26 from 11am-12pm

Fran has said it would be nice to have a boardroom for the call so I will send out a meeting invite to hold the time in everyone's calendars until I hear back from you.

Thank you,

Paula Smith

Programs Assistant, Driver Fitness and Remedial Programs

Ministry of Public Safety and Solicitor General

PO Box 9254 Stn Prov. Govt Victoria BC V8W 9J2

Phone: 250-953-8681



From: Sasvari, Frances PSSG:EX
Sent: Friday, May 13, 2016 12:48 PM
To: Smith, Paula PSSG:EX
Subject: Fwd: RFP ON-002815 - Ignition Interlock Program Delivery
See below - can u pls find a time that works for me and Robert and Ralph? This is for actual debrief with alcolock. Then advise Ralph, put hold in our calendars as Ralph will have to see if it works for alcolock.

Sent from my iPhone

Begin forwarded message:

From: "Keenan, Ralph C MTIC:EX" <Ralph.Keenan@gov.bc.ca>
Date: May 12, 2016 at 4:41:55 PM PDT
To: "Sasvari, Frances PSSG:EX" <Frances.Sasvari@gov.bc.ca>
Subject: RE: RFP ON-002815 - Ignition Interlock Program Delivery

Sure.

From: Sasvari, Frances PSSG:EX
Sent: Thursday, May 12, 2016 4:35 PM
To: Keenan, Ralph C MTIC:EX
Subject: RE: RFP ON-002815 - Ignition Interlock Program Delivery
Probably better if we look at this end for times that work for Robert and me and then propose them to you. Ok?

From: Keenan, Ralph C MTIC:EX
Sent: Thursday, May 12, 2016 4:31 PM
To: Sasvari, Frances PSSG:EX
Cc: Jensen, Wayne PSSG:EX

Subject: RE: RFP ON-002815 - Ignition Interlock Program Delivery

I'd suggest no more than an hour. I'll look for some slots.

From: Sasvari, Frances PSSG:EX

Sent: Thursday, May 12, 2016 4:02 PM

To: Keenan, Ralph C MTIC:EX

Cc: Jensen, Wayne PSSG:EX

Subject: RE: RFP ON-002815 - Ignition Interlock Program Delivery

Hi,

Sorry we had to change the date again for our prep meeting. Perhaps we should set a time for the debrief with Alcolock now. We can search for acceptable times on our side and then see if they work for your calendar. How much time do we need?

From: Sasvari, Frances PSSG:EX

Sent: Wednesday, May 11, 2016 12:12 PM

To: Keenan, Ralph C MTIC:EX

Cc: Jensen, Wayne PSSG:EX

Subject: RE: RFP ON-002815 - Ignition Interlock Program Delivery

Hi,

How about in a week or so? We can discuss the actual date when we have Robert with us tomorrow during the pre-debrief.

From: Keenan, Ralph C MTIC:EX

Sent: Tuesday, May 10, 2016 10:13 AM

To: Sasvari, Frances PSSG:EX

Cc: Jensen, Wayne PSSG:EX

Subject: FW: RFP ON-002815 - Ignition Interlock Program Delivery

We should set a date to work towards. Any preference?

From: Denise L. Connerty [<mailto:dlconnerty@acs-corp.com>]

Sent: Saturday, May 7, 2016 4:29 PM

To: Keenan, Ralph C MTIC:EX

Cc: Denise L. Connerty

Subject: RE: RFP ON-002815 - Ignition Interlock Program Delivery

Ralph,

A polite follow-up on the date and time available for the debriefing session?

Kind Regards

Denise L. Connerty

Director

Compliance Monitoring

ALCOHOL COUNTERMEASURE SYSTEMS CORP

60 International Boulevard

Toronto, Ontario M9W 6J2 CANADA

T 416 619 3500 x3509

F 416 619 3501

D 416 619 3509

acs-corp.com

****Please think of the environment before printing this email****

From: Denise L. Connerty

Sent: Monday, May 02, 2016 6:52 PM

To: 'Keenan, Ralph C MTIC:EX'

Subject: RE: RFP ON-002815 – Ignition Interlock Program Delivery

Dear Ralph,

We appreciate your timely notification of the award of the response to another proponent. Can you please advise when an official announcement will be

communicated or posted to the BC Bid website?

Yes, we are very interested in a debriefing session to discuss our proposal. Please advise available dates and times?

Kind Regards,

Denise L. Connerty

Director

Compliance Monitoring

ALCOHOL COUNTERMEASURE SYSTEMS CORP

60 International Boulevard

Toronto, Ontario M9W 6J2 CANADA

T 416 619 3500 x3509

F 416 619 3501

D 416 619 3509

acs-corp.com

****Please think of the environment before printing this email****

From: Keenan, Ralph C MTIC:EX [<mailto:Ralph.Keenan@gov.bc.ca>]

Sent: Monday, May 02, 2016 4:10 PM

To: Denise L. Connerty

Subject: RFP ON-002815 – Ignition Interlock Program Delivery



May 2, 2016

ALCOLOCK Canada Inc.

Attention: Denise L Connerty

60 International Boulevard

Toronto, Ontario M9W 6J2

Via Email: dlconnerty@acs-corp.com

Via Fax: 416.619.3501

Dear Denise L Connerty

Re: RFP ON-002815 – Ignition Interlock Program Delivery`

Thank you for your response to the above Request for Proposals (RFP). Your proposal was carefully evaluated using the evaluation criteria and weighting system set out in the RFP. The Ministry of Public Safety and Solicitor General has now completed their evaluation process and has determined that Smart Start Canada ULC is the highest scoring Proponent.

Subject to final negotiations and execution of a written contract, Smart Start Canada ULC will commence with the requirements described in the RFP.

Please note that all proposal responses remain valid for acceptance for the 90 day period stated in the original RFP document. If a contract with the highest scoring

Proponent cannot be negotiated, the Ministry may exercise its option to negotiate a contract with next highest scoring Proponent within this time frame.

Again, thank you for your interest in this project. We appreciate the effort you and your colleagues put into your submission. It is anticipated that debriefings (private meetings to discuss the strengths and weaknesses of unsuccessful proposals) will be held via teleconference. If you are interested in a debriefing session to discuss your proposal, please advise me in writing via email to Ralph.Keenan@gov.bc.ca no later than May 16, 2016. Please reference the RFP number on your request.

Sincerely,

Ralph Keenan | Procurement Specialist | Procurement Services Branch | Shared Services BC

Ph: 250-387-7328 | **e:** Ralph.Keenan@gov.bc.ca | **m:** PO Box 9476, Stn Prov Gov, Victoria BC V8W 9W6



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From: [Keenan, Ralph C MTIC:EX](#)
To: ["Denise L. Connerty"](#)
Subject: RE: RFP ON-002815 - Ignition Interlock Program Delivery
Date: Tuesday, May 10, 2016 16:01:00
Attachments: [image001.png](#)

Hello Denise.

My apologies for taking so long to respond.

I am working on a date for a debriefing and will advise shortly with some options.

I was not clear though, in your previous email about what you were referring to, when you mention an "official announcement" or "posted to BCBid"?

Were you referring to the notification of award that gets posted to BCBid? If so, that would only get posted after the contract is signed. If you were referring to something else please advise.

Regards

Ralph Keenan | Procurement Specialist | Procurement Services Branch | Shared Services BC

Ph: 250-387-7328 | **e:** Ralph.Keenan@gov.bc.ca | **m:** PO Box 9476, Stn Prov Gov, Victoria BC V8W 9W6



From: Denise L. Connerty [mailto:dlconnerty@acs-corp.com]
Sent: Saturday, May 7, 2016 4:29 PM
To: Keenan, Ralph C MTIC:EX
Cc: Denise L. Connerty
Subject: RE: RFP ON-002815 - Ignition Interlock Program Delivery
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Kind Regards

Denise L. Connerty

Director

Compliance Monitoring

ALCOHOL COUNTERMEASURE SYSTEMS CORP

60 International Boulevard

Toronto, Ontario M9W 6J2 CANADA

T 416 619 3500 x3509

F 416 619 3501

D 416 619 3509

acs-corp.com

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From: Denise L. Connerty

Sent: Monday, May 02, 2016 6:52 PM

To: 'Keenan, Ralph C MTIC:EX'

Subject: RE: RFP ON-002815 – Ignition Interlock Program Delivery

Dear Ralph,

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Denise L. Connerty

Director

Compliance Monitoring

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Toronto, Ontario M9W 6J2 CANADA

T 416 619 3500 x3509

F 416 619 3501

D 416 619 3509

acs-corp.com

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From: Keenan, Ralph C MTIC:EX [<mailto:Ralph.Keenan@gov.bc.ca>]

Sent: Monday, May 02, 2016 4:10 PM

To: Denise L. Connerty

Subject: RFP ON-002815 – Ignition Interlock Program Delivery



May 2, 2016

ALCOLOCK Canada Inc.

Attention: Denise L Connerty

60 International Boulevard

Toronto, Ontario M9W 6J2

Via Email: dlconnerty@acs-corp.com

Via Fax: 416.619.3501

Dear Denise L Connerty

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Sincerely,

Ralph Keenan | Procurement Specialist | Procurement Services Branch | Shared Services BC
Ph: 250-387-7328 | *e:* Ralph.Keenan@gov.bc.ca | *m:* PO Box 9476, Stn Prov Gov, Victoria BC V8W 9W6



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From: [Keenan, Ralph C MTIC:EX](#)
To: ["becki@lowcostinterlock.com"](mailto:becki@lowcostinterlock.com)
Subject: RFP ON-002815 – Ignition Interlock Program Delivery
Date: Monday, May 2, 2016 13:09:00
Attachments: [image001.png](#)



May 2, 2016
Low Cost Interlock Canada, INC.
Attention: Becki Lyon
422 Richards St. Suite 170

Vancouver, BC V6B 2Z4
Via Email: becki@lowcostinterlock.com
Via Fax:

Dear Becki Lyon

Re: RFP ON-002815 – Ignition Interlock Program Delivery`

Thank you for your response to the above Request for Proposals (RFP). Your proposal was carefully evaluated using the evaluation criteria and weighting system set out in the RFP. The Ministry of Public Safety and Solicitor General has now completed their evaluation process and has determined that Smart Start Canada ULC is the highest scoring Proponent.

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Sincerely,

Ralph Keenan | Procurement Specialist | Procurement Services Branch | Shared Services BC

Ph: 250-387-7328 | **e:** Ralph.Keenan@gov.bc.ca | **m:** PO Box 9476, Stn Prov Gov, Victoria BC V8W 9W6



**PROCUREMENT
SERVICES**
A BRANCH of SHARED SERVICES BC

From: [Keenan, Ralph C MTIC:EX](#)
To: ["becki@lowcostinterlock.com"](mailto:becki@lowcostinterlock.com)
Subject: RFP ON-002815 – Ignition Interlock Program Delivery
Date: Monday, May 2, 2016 13:09:00
Attachments: [image001.png](#)



May 2, 2016
Low Cost Interlock Canada, INC.
Attention: Becki Lyon
422 Richards St. Suite 170

Vancouver, BC V6B 2Z4
Via Email: becki@lowcostinterlock.com
Via Fax:

Dear Becki Lyon

Re: RFP ON-002815 – Ignition Interlock Program Delivery`

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Sincerely,

Ralph Keenan | Procurement Specialist | Procurement Services Branch | Shared Services BC

Ph: 250-387-7328 | **e:** Ralph.Keenan@gov.bc.ca | **m:** PO Box 9476, Stn Prov Gov, Victoria BC V8W 9W6



**PROCUREMENT
SERVICES**
A BRANCH of SHARED SERVICES BC

From: [Keenan, Ralph C MTIC:EX](#)
To: ["imarples@smartstartinc.com"](mailto:imarples@smartstartinc.com)
Subject: RFP ON-002815 – Ignition Interlock Program Delivery
Date: Monday, May 2, 2016 13:09:00
Attachments: [image004.png](#)



May 2, 2016
Smart Start Canada ULC
Attention: Ian Marples
#192, 2301 Premier Way
Sherwood Park, AB T8H 2K8
Via Email: imarples@smartstartinc.com
Dear Ian Marples

Re: RFP ON-002815 – Ignition Interlock Program Delivery

Thank you for your response to the above Request for Proposals (RFP). Your proposal was carefully evaluated using the evaluation criteria and weighting system set out in the RFP. The Ministry of Public Safety and Solicitor General has now completed their evaluation process and has determined that Smart Start Canada ULC is the highest scoring Proponent.

Subject to final negotiations and execution of a written contract, Smart Start Canada ULC will commence with the requirements as described in the Request for Proposals.

The Ministry will be in contact with you in the very near future to initiate contract discussions.

Sincerely,

Ralph Keenan | Procurement Specialist | Procurement Services Branch | Shared Services BC

Ph: 250-387-7328 | **e:** Ralph.Keenan@gov.bc.ca | **m:** PO Box 9476, Stn Prov Gov, Victoria BC V8W 9W6



Page 031 to/à Page 034

Withheld pursuant to/removed as

s.14

Page 035 to/à Page 039

Withheld pursuant to/removed as

s.21

Page 040 to/à Page 041

Withheld pursuant to/removed as

s.14

From: [Ian Marples](#)
To: [Keenan, Ralph C MTIC:EX](#)
Cc: [Matt Strausz](#)
Subject: Request for Proposals Number: ON-002815
Date: Friday, April 15, 2016 15:48:16
Attachments: [image001.png](#)
[08 BC ON-00002815 Section 12.pdf](#)
Importance: High

Hi Ralph:

Confirming our telephone conversation earlier today, I brought to your attention a matter relating to the pricing that we believe requires clarification. The matter concerns the Financial Model referred to in Section 12 of Smart Start's proposal (section 5.14 of the RFP). Although our pricing with respect to Monthly per - Participant charge (rental/scheduled service & Calibration (Monitoring) is correctly set out in the scenario and further on in relation to Smart Start's Affordability Plan and No Barriers Plan, it was erroneously transposed with the de-installation (removal) charge in Table 1 - Basic Service Charges. Attached for reference is a copy of Section 12 of Smart Start's proposal. At the request of the Province, we would like to clarify that the amounts corresponding to the fees highlighted in yellow in Table 1 should be reversed in order to be consistent with the pricing as set out in the scenario.

Specifically Table 1 should read as follows:

s.21

We will be happy to provide further clarification upon request.

Best regards,

Ian

Ian R Marples

Vice-President, International Operations

Smart Start, Inc

c/o Smart Start Canada ULC

192 – 2301 Premier Way

Sherwood Park, AB T8H 2K8

Tel +1 844 432 4776

Cell +1 780 291 0359

Email imarples@smartstartinc.com

Web www.smartstartcanada.ca



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Page 044 to/à Page 048

Withheld pursuant to/removed as

s.21

Page 049 to/à Page 056

Withheld pursuant to/removed as

s.14

From: [Siobhan Sheeran](#)
To: [Keenan, Ralph C MTIC:EX](#)
Cc: [Kent Owens](#)
Subject: ON-002815 Ignition Interlock Program Delivery
Date: Thursday, April 7, 2016 18:08:36
Attachments: [LifeSafer BC 2016 Response letter.pdf](#)

Mr. Keenan,

Please see the attached letter from LifeSafer President & CEO, Kent Owens, concerning RFP ON-002815 Ignition Interlock Program Delivery.

Respectfully,

Siobhan Sheeran

LifeSafer, Inc.

Director, Regulatory Compliance & Communications

4290 Glendale Milford Road

Cincinnati, OH 45242

Office: 513-744-0951

Mobile: 513-365-4126

E-mail: ssheeran@lifesafers.com

5 April, 2015



4290 Glendale Milford Road
Cincinnati, OH 45242
Ph 513.651.9560
800.531.0006
www.LifeSafer.com

Mr. Ralph Keenan
Procurement Specialist
Procurement Services Branch
c/o 3rd Floor 563 Superior Street
Victoria, B.C. V8V 1T7
Canada

RE: ON-002815 Ignition Interlock Program Delivery

Dear Mr. Keenan:

We greatly appreciate the opportunity to participate in the RFP process for the supply of ignition interlock services throughout the province of British Columbia. The work of your staff leading up to the issuance of the RFP was comprehensive, and resulted in the issuance of a well-constructed RFP.

s.17,s.21

We hope to serve British Columbia in the future. If an opportunity becomes available, we would welcome the chance to offer LifeSafer's quality ignition interlock products and services.

Sincerely,

A handwritten signature in black ink that reads "A. Kent Owens".

A. Kent Owens
President and CEO

From: [Brad Boyd](#)
To: [Keenan, Ralph C MTIC:EX](#)
Cc: [Allan Soll](#)
Subject: Low Cost Interlock Submission RFP ON-002815
Date: Thursday, April 7, 2016 09:57:10
Attachments: [LCI - BC RFP Appendix X page 229 FIXED.pdf](#)
[LCI - BC RFP Proposal \(Final\) April 7 2016.pdf](#)
Importance: High

Dear Ralph,

My name is Brad Boyd and I am the Chief Operations Officer of Low Cost Interlock. We are a proponent with respect to your RFP ON-002815. (Ignition Interlock Delivery).

Subsequent to shipping our RFP submission yesterday (April 6, 2016: via UPS

[1Z8772FE0447866882](#)), we discovered an error on Appendix X, of our submission.

We simply wanted to go record as providing the attached corrected Appendix X (page 229) to our submission.

Only if permissible, could you please replace the attached corrected Appendix X in place of the version contained in our shipment, that you will be receiving shortly?

Yours very truly,

Brad Boyd

COO

www.LowCostInterlock.com

brad@lowcostinterlock.com

C.309.808.9289

P.800.352.4872

F.877.679.6025



Page 060

Withheld pursuant to/removed as

s.21

From: [Ian Marples](#)
To: [Keenan, Ralph C MTIC:EX](#)
Subject: RE: Request for Proposals Number: ON-002815 -- Att'n: Ralph Keenan, Procurement Specialist
Date: Friday, April 1, 2016 10:09:14
Attachments: [image003.png](#)

Hi Ralph:

We would only propose remote monitoring in exceptional cases for participants who reside in areas that would not support the establishment of either a Full Service Location or Partial Service Location. In such cases, participants might be able to satisfy monitoring requirements by exchanging a one handset (containing logged data) for a freshly-calibrated handset. This would typically involve shipping the replacement handset to the participant or a third party agent and arranging to have the used handset shipped back to the Service provider for inspection, data downloading and calibration. Hence the question regarding shipping charges.

I hope this helps clarify the question. If further clarification is required, please let me know.

Best regards,

Ian

Ian R Marples

Vice-President, International Operations

Smart Start, Inc

c/o Smart Start Canada ULC

192 – 2301 Premier Way

Sherwood Park, AB T8H 2K8

Tel +1 844 432 4776

Cell +1 780 291 0359

Email imarples@smartstartinc.com

Web www.smartstartcanada.ca



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From: Keenan, Ralph C MTIC:EX [mailto:Ralph.Keenan@gov.bc.ca]

Sent: Friday, April 01, 2016 11:39 AM

To: Ian Marples

Subject: RE: Request for Proposals Number: ON-002815 -- Att'n: Ralph Keenan, Procurement Specialist

Hello Ian.

Your request is not being ignored. It did raise a few discussion points.

We do require some clarification on the second part of your last question though as we are each

interpreting it in different ways.

Also, what about charges for shipping a replacement IID (or component) to a participant or third party agent where provision is made for remote monitoring as an alternative to monitoring at a Full Service Location or Partial Service Location? Such charges can vary greatly depending on distance, geographic location, timing, and method of shipment. Is it acceptable to indicate that such charges will be billed to a Participant "at cost"?

The concept of remote monitoring is still being contemplated, but it's not clear whether the question was implying that remote monitoring would be used as an alternative to establishing a Full Service Location or Partial Service Location or if this was intended on an exception basis.

The response to your other questions should be published today.

Regards

Ralph Keenan | Procurement Specialist | Procurement Services Branch | Shared Services BC

Ph: 250-387-7328 | **e:** Ralph.Keenan@gov.bc.ca | **m:** PO Box 9476, Stn Prov Gov, Victoria BC V8W 9W6



From: Ian Marples [<mailto:imarples@smartstartinc.com>]

Sent: Friday, April 1, 2016 8:53 AM

To: Procurement MTIC:EX

Subject: Request for Proposals Number: ON-002815 -- Att'n: Ralph Keenan, Procurement Specialist

Importance: High

Hello Ralph:

A response to questions and requests for clarification submitted on March 23rd would be greatly appreciated.

Thanks,

Ian

Ian R Marples

Vice-President, International Operations

Smart Start, Inc

c/o Smart Start Canada ULC

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From: Ian Marples

Sent: Wednesday, March 23, 2016 6:23 PM

To: 'procurement@gov.bc.ca'

Subject: Request for Proposals Number: ON-002815 -- Att'n: Ralph Keenan, Procurement Specialist

Hi Ralph:

Attached is a list of additional questions and requests for clarification submitted on behalf of Smart Start Canada ULC.

Best regards,

Ian

Ian R Marples

Vice-President, International Operations

Smart Start, Inc

c/o Smart Start Canada ULC

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From: [Procurement MTIC:EX](#)
To: [Keenan, Ralph C MTIC:EX](#)
Subject: FW: Request for Proposals Number: ON-002815 -- Att'n: Ralph Keenan, Procurement Specialist
Date: Friday, April 1, 2016 08:58:25
Attachments: [image001.png](#)
Importance: High

Lee Oldham-Edwards | Procurement Services Branch | Shared Services BC
Ph: 250-387-7301 e: lee.oldhamedwards@gov.bc.ca m: PO Box 9476, Stn Prov Gov, Victoria BC V8W 9W6

From: Ian Marples [<mailto:imarples@smartstartinc.com>]
Sent: Friday, April 1, 2016 8:53 AM
To: Procurement MTIC:EX
Subject: Request for Proposals Number: ON-002815 -- Att'n: Ralph Keenan, Procurement Specialist
Importance: High

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Vice-President, International Operations

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Sent: Wednesday, March 23, 2016 6:23 PM
To: 'procurement@gov.bc.ca'
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c/o Smart Start Canada ULC

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From: [Procurement MTIC:EX](#)
To: [Keenan, Ralph C MTIC:EX](#)
Subject: Request for Proposals Number: ON-002815 -- Att'n: Ralph Keenan, Procurement Specialist
Date: Tuesday, March 29, 2016 14:03:57
Attachments: [Request for Proposals Number ON-002815 -- Att'n Ralph Keenan Procurement Specialist.msg](#)

Willow Easton | A/Branch Business Manager

Procurement Services Branch | Ministry of Technology, Innovation and Citizens' Services
Ph: 250-387-7301 | E: procurement@gov.bc.ca | Web: www.bcbid.gov.bc.ca

From: [Ian Marples](#)
To: [Procurement MTIC:EX](#)
Subject: Request for Proposals Number: ON-002815 -- Att'n: Ralph Keenan, Procurement Specialist
Date: Tuesday, March 29, 2016 13:54:25
Attachments: [Questions--Mar 29 "16.docx](#)

Hi Ralph:

Attached is a further list of questions submitted on behalf of Smart Start Canada ULC.

Best regards,

Ian

RFP No. ON-002815

Additional Questions submitted by Smart Start Canada ULC

No.	Page	Section	Question
1.	32	5.14	Section 5.14 reads in part as follows: “Regardless of location the monthly services charge will be uniform per IIP term length.” Is “monthly services charge” the same as “Monthly per-Participant charge” in Table 1 of the Response Guideline for Section 5.14?
2.	34	5.14 Response Guideline	The notes to Table 2 read in part as follows: “Pricing must be inclusive of all charges including but not limited to delivery charges if applicable.” What about charges that depend on the actual cost, such as repairing damage due to misuse? Is it acceptable to indicate that such charges will be billed to a Participant “at cost”? Also, what about charges for shipping a replacement IID (or component) to a participant or third party agent where provision is made for remote monitoring as an alternative to monitoring at a Full Service Location or Partial Service Location? Such charges can vary greatly depending on distance, geographic location, timing, and method of shipment. Is it acceptable to indicate that such charges will be billed to a Participant “at cost”?

From: [Procurement MTIC:EX](#)
To: [Keenan, Ralph C MTIC:EX](#)
Subject: FW: Request for Proposals Number: ON-002815 -- Att'n: Ralph Keenan, Procurement Specialist
Date: Wednesday, March 23, 2016 16:23:31
Attachments: [image001.png](#)
[BC RFP Questions--Mar 23 "16.docx](#)

Lee Oldham-Edwards | Procurement Services Branch | Shared Services BC
Ph: 250-387-7301 e: lee.oldhamedwards@gov.bc.ca m: PO Box 9476, Stn Prov Gov, Victoria BC V8W 9W6

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Sent: Wednesday, March 23, 2016 4:23 PM
To: Procurement MTIC:EX
Subject: Request for Proposals Number: ON-002815 -- Att'n: Ralph Keenan, Procurement Specialist
Hi Ralph:

Attached is a list of additional questions and requests for clarification submitted on behalf of Smart Start Canada ULC.

Best regards,

Ian

Ian R Marples

Vice-President, International Operations

Smart Start, Inc

c/o Smart Start Canada ULC

192 – 2301 Premier Way

Sherwood Park, AB T8H 2K8

Tel +1 844 432 4776

Cell +1 780 291 0359

Email imarples@smartstartinc.com

Web www.smartstartcanada.ca



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RFP Number: ON--002815
Questions / Requests for Clarification

Page	Section	Section Description	Question
34	6.2	Service Charge Scoring "Service charges will be evaluated by taking into account the amounts proposed by the Proponent in its Table 1 and Table 2 against a predetermined scenario that would encompass an appropriate sample of charges and number of Program Participants over a number of differing term lengths to create a "Scenario Price".	Although the scenario is expressed to be "predetermined", no details have been included. In the interests of providing guidance to Proponents as well as ensuring a fair and equitable evaluation of Service Charges, please specify the charges, number of Program Participants and term lengths which will be used to create the "Scenario Price".
p 35-36	6.2	Criterion: Service Agreements between Program Participants and the Contractor (s.5.6) Data Standards, Transmission and Database (s.5.7) Training (s. 5.8) Public Education, Advertising and Promotion (s. 5.9) Service and Quality Management (s. 5.10) Communications with Government Agencies (s. 5.11) Transition-in and transition-out (s.5.13)	The listed criteria are collectively worth 30 points How many points are allocated to each of these criteria?
15	5.1	"The proposal should include... financial information that demonstrates the Proponent's stability"	Please clarify the financial information that should be provided to demonstrate a Proponent's stability.

From: [Procurement MTIC:EX](#)
To: [Keenan, Ralph C MTIC:EX](#)
Subject: Request for Proposals Number: ON-002815 -- Att'n: Ralph Keenan, Procurement Specialist
Date: Thursday, March 17, 2016 08:57:44
Attachments: [Request for Proposals Number ON-002815 -- Att'n Ralph Keenan Procurement Specialist.msg](#)

Willow Easton | A/Branch Business Manager

Procurement Services Branch | Ministry of Technology, Innovation and Citizens' Services
Ph: 250-387-7301 | E: procurement@gov.bc.ca | Web: www.bcbid.gov.bc.ca

From: [Ian Marples](#)
To: [Procurement MTIC:EX](#)
Subject: Request for Proposals Number: ON-002815 -- Att'n: Ralph Keenan, Procurement Specialist
Date: Thursday, March 17, 2016 05:41:58
Attachments: [image001.png](#)
[BC RFP Questions--Mar 17 "16.docx](#)

Good morning, Ralph:

Attached is a list of questions and requests for clarification submitted on behalf of Smart Start Canada ULC.

Best regards,

Ian

Ian R Marples

Vice-President, International Operations

Smart Start, Inc

c/o Smart Start Canada ULC

192 – 2301 Premier Way

Sherwood Park, AB T8H 2K8

Tel +1 844 432 4776

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RFP Number: ON--002815
Questions / Requests for Clarification

Page	Section	Question
13 23	3.1 5.6.1	The table referenced in Section 3.1 refers to monthly monitoring. However Section 5.6.1 contemplates a 60 day monitoring period unless otherwise directed by the Province. Please clarify.
16	5.2	The RFP requires that “[e]ach Proponent must, as part of its proposal, provide third party certification, in the manner described in Section 3.0 (Certification for Ignition Interlock Devices) of Schedule B, attesting to the fact that the Proponent’s proposed IID ... meets or exceeds those standards”. Section 3.0 of Schedule B requires that such certification be from “a testing laboratory acceptable to the Province” and further references “Section 7 ... for a list of IID testing facilities”. As it turns out, the list of facilities “identified” in Section 7.0 “for testing to the technical standard” is copied from a National Research Council of Canada Technical Report (A Review of Breath Alcohol Ignition Interlock Test Facilities), dated March 30, 2010. Section 1.3 of the NRC report notes “[t]his review is not intended to produce an exhaustive list ...”. The report does contemplate that the list may be updated from time to time. However, according to Paul Boase, Chief, Road Users for Transport Canada’s Motor Vehicle Safety Directorate, there is no agency or procedure in place for updating the list and none is contemplated at this time. Considering that the list in the RFP is 6 years old and does not include a number of facilities which are fully accredited and otherwise equally well qualified to conduct testing of IIDs to the standards referenced in Section 3.0, will the Province confirm that the mere fact a testing facility is not “identified” in Section 7.0 will not preclude it from providing the third party certification required in Section 3.0—i.e. certification from “a testing laboratory acceptable to the Province”?
19 22	5.4.3 5.5.5	The default requirement for hours of operation and availability of Contractor representatives at Service Delivery Locations to answer questions and deal with mechanical problems is 9:00 AM to 5:00 PM PST, Monday to Saturday. Is this correct or should it be changed to read “9:00 AM to 5:00 PM PST, Monday to Friday”? If it is correct, is the Province prepared to revise the working of the sections in question to clarify that these hours are desirable rather than required at all Service Delivery Locations? If not, will the Province ensure that RoadSafetyBC officials will be available on Saturdays to deal with last reports, removals, and other Service or compliance-related issues that may require a decision or action by the monitoring authority?
28	5.8.3	The response guideline advises Proponents to provide samples of (training) materials. Will a Proponent be permitted to include training videos and/or references to external sites in its proposal?
33	5.14.2	In lieu of an e-commerce solution involving payment by credit card over the Internet, will the Province accept a solution that would enable individuals to pay with a credit card by phone (i.e. though the Proponent’s call centre)?

RFP Number: ON--002815
Questions / Requests for Clarification

A-10	5.5	In line 5 of parapgraph (g) should “company” be changed to “comply”?
A-11	7.1	Acknowledging that the Contractor should anticipate a minimum response time of five (5) Business Days for “an agreement, approval, acceptance or consent from the Province”, what expectation should there be around a maximum response time?
A-15 A-15	9.1 Sch 5	This section references “reporting requirements of the Province ... set forth in Schedule 5”. Schedule 5 directs the reader to “[s]ee section 4.2 of RFP”. However reporting requirements are addressed in the RFP in Section 2.0 of Schedule D rather than in Section 4.2. Please clarify.

From: [Keenan, Ralph C MTIC:EX](#)
To: ["Denise L. Connerty"](#)
Subject: RE: BC - RFP No. ON-002815
Date: Tuesday, March 8, 2016 13:59:00

Just posted on BCBid as Addendum 1

Question 1

Section 5.3.1 – Motorcycles

Can you please provide more detail as to what is meant by two (2) locations as given in Schedule C? Is it one location within the Region or every City listed within the Region?

Response:

One location within the Region.

Question 2

Schedule C – Service Delivery Locations

Can you please advise if the City locations as listed within the Regions are mandatory or for example if Kitimat is an acceptable alternative to Terrace / Smithers in Region 10, Bulkley-Stkine and Skeena?

Response:

In this situation, Kitimat is an acceptable alternative for Terrace/Smithers. Any further alterations will need to be considered on a case by case basis.

From: Denise L. Connerty [mailto:dlconnerty@acs-corp.com]

Sent: Tuesday, March 8, 2016 8:50 AM

To: Keenan, Ralph C MTIC:EX

Subject: BC - RFP No. ON-002815

Dear Ralph,

Can you please advise on the following with respect to Solicitation No. ON-002815:

1. Section 5.3.1 – Motorcycles

Can you please provide more detail as to what is meant by two (2) locations as given in Schedule C? Is it one location within the Region or every City listed within the Region?

2. Schedule C – Service Delivery Locations

Can you please advise if the City locations as listed within the Regions are mandatory or for example if Kitimat is an acceptable alternative to Terrace / Smithers in Region 10, Bulkley-Stkine and Skeena?

Kind Regards,

Denise L. Connerty

Director

Compliance Monitoring

ALCOHOL COUNTERMEASURE SYSTEMS CORP

60 International Boulevard

Toronto, Ontario M9W 6J2 CANADA

T 416 619 3500 x3509

F 416 619 3501

D 416 619 3509

acs-corp.com

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From: [Allan Soll](#)
To: [Keenan, Ralph C MTIC:EX](#)
Cc: [Brad Boyd](#)
Subject: Re: RFP for Ignition Interlock Program Delivery
Date: Wednesday, March 2, 2016 13:15:52
Attachments: OutlookEmoji-1455817792841 PastedImage.png

Many thanks Ralph:

Got it last evening, and will be submitting a proposal before the closing date.

Thanks again.

Allan

Allan Soll
International Consultant
LowCostInterlock.com
O.905.594.4411
C.905.484.2233



From: Keenan, Ralph C MTIC:EX
Sent: March 2, 2016 3:42 PM
To: Allan Soll
Subject: RFP for Ignition Interlock Program Delivery

An RFP has just been released on BCBid for Ignition Interlock Program Delivery that you may be interested in.

The RFP can be accessed from www.bcbid.ca and by searching for RFP Number ON-002815.

The Province of B.C., Purchasing Commission, uses the Internet as its prime source for advertising bid opportunities (Invitation to Quote - ITQ, Request for Proposal - RFP).

We encourage you to access BC Bid on an ongoing basis, to ensure that you do not miss current, revised or future bid opportunities.

Should you experience difficulty accessing BC Bid, please contact BC Bid

at (250) 387-7300.

From: [Denise L. Connerty](#)
To: [Keenan, Ralph C MTIC:EX](#)
Subject: Re: RFP for Ignition Interlock Program Delivery
Date: Wednesday, March 2, 2016 13:05:02

Thank-you,

Denise L. Connerty
Director
Compliance Monitoring

ALCOHOL COUNTERMEASURE SYSTEMS CORP
60 International Boulevard
Toronto, Ontario M9W 6J2 CANADA

T 416 619 3500 x3509
F 416 619 3501
D 416 619 3509

acs-corp.com

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On Mar 2, 2016, at 3:42 PM, Keenan, Ralph C MTIC:EX <Ralph.Keenan@gov.bc.ca> wrote:

An RFP has just been released on BCBid for Ignition Interlock Program Delivery that you may be interested in. The RFP can be accessed from www.bcbid.ca and by searching for RFP Number ON-002815.

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From: [Keenan, Ralph C MTIC:EX](#)
To: ["ssheeran@lifesafe.com"](mailto:ssheeran@lifesafe.com)
Subject: RFP for Ignition Interlock Program Delivery
Date: Wednesday, March 2, 2016 12:42:00

An RFP has just been released on BCBid for Ignition Interlock Program Delivery that you may be interested in.

The RFP can be accessed from www.bcbid.ca and by searching for RFP Number ON-002815.

The Province of B.C., Purchasing Commission, uses the Internet as its prime source for advertising bid opportunities (Invitation to Quote - ITQ, Request for Proposal - RFP).

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Page 080 to/à Page 090

Withheld pursuant to/removed as

s.14

Page 091

Withheld pursuant to/removed as

s.14;s.21

From: ssheeran@lmgholdings.com on behalf of [Siobhan Sheeran](#)
To: [Keenan, Ralph C MTIC:EX](#)
Subject: Re: RFI ON-002659 RoadSafetyBC's Ignition Interlock Program
Date: Monday, May 4, 2015 13:24:26
Attachments: [LifeSafer BC RFI Response 05042015.pdf](#)

Mr. Keenan,

Attached please find LifeSafer's response to the Request for Information (RFI) Number: ON-002659 concerning RoadSafetyBC's Ignition Interlock Program. Thank you for allowing us to provide our input. Should you have any questions concerning the information in the response, you may contact me or either of the key contacts provided in the response.

Best Regards,

Siobhan Sheeran

LifeSafer, Inc.
Director, Agency Relationships
4290 Glendale Milford Road
Cincinnati, OH 45242
Office: 513-744-0951
Mobile: 513-365-4126
E-mail: ssheeran@lifesafes.com

On Wed, Apr 29, 2015 at 11:14 AM, Siobhan Sheeran <ssheeran@lifesafes.com> wrote:

Mr. Keenan,

Thank you. I will draft our response and have it to you as quickly as possible.

Best Regards,

Siobhan Sheeran

LifeSafer, Inc.
Director, Agency Relationships
4290 Glendale Milford Road
Cincinnati, OH 45242
Office: [513-744-0951](tel:513-744-0951)
Mobile: [513-365-4126](tel:513-365-4126)
E-mail: ssheeran@lifesafes.com

----- Forwarded message -----

From: **Keenan, Ralph C MTIC:EX** <Ralph.Keenan@gov.bc.ca>
Date: Tue, Apr 28, 2015 at 6:28 PM
Subject: RE: RFI ON-002659 RoadSafetyBC's Ignition Interlock Program
To: "ssheeran@lmgholdings.com" <ssheeran@lmgholdings.com>

Certainly. We have a number of regulatory issues we need to resolve prior to drafting an RFP for the program, so I would welcome additional information that helps us better understand the environment.

Regards

Ralph Keenan | Procurement Specialist | Procurement Services Branch | Shared Services BC

Ph: 250-387-7328 | **e:** Ralph.Keenan@gov.bc.ca | **m:** PO Box 9476, Stn Prov Gov, Victoria BC V8W 9W6



From: Procurement MTIC:EX

Sent: Tuesday, April 28, 2015 2:15 PM

To: Keenan, Ralph C MTIC:EX

Subject: FW: RFI ON-002659 RoadSafetyBC's Ignition Interlock Program

From: ssheeran@lmgholdings.com [<mailto:ssheeran@lmgholdings.com>] **On Behalf Of** Siobhan Sheeran

Sent: Tuesday, April 28, 2015 2:14 PM

To: Procurement MTIC:EX

Subject: RFI ON-002659 RoadSafetyBC's Ignition Interlock Program

Mr. Keenan,

LifeSafer is a manufacturer and service provider of ignition interlocks in the U.S. and Canada. We just became aware of RFI ON-002659 concerning RoadSafetyBC's Ignition Interlock Program this afternoon and the deadline of April 24th has already passed. Please let me know if it would still be possible for LifeSafer to provide input on the requested topics for this RFI.

Thank you,

Siobhan Sheeran

LifeSafer, Inc.

Director, Agency Relationships

4290 Glendale Milford Road

Cincinnati, OH 45242

Office: [513-744-0951](tel:513-744-0951)

Mobile: [513-365-4126](tel:513-365-4126)

E-mail: ssheeran@lifesafert.com

Page 094 to/à Page 105

Withheld pursuant to/removed as

s.21;s.17

From: [Procurement MTIC:EX](#)
To: [Keenan, Ralph C MTIC:EX](#)
Subject: FW: RFI # ON-002659 - RoadSafetyBC's Ignition Interlock Program
Date: Wednesday, April 22, 2015 10:42:15
Attachments: [BC RFI ON-002659--RoadSafetyBC's Ignition Interlock Program--Smart Start--Apr 22 "15.docx](#)
[BC RFI ON-002659--RoadSafetyBC's Ignition Interlock Program--Smart Start--Apr 22 "15.pdf](#)

Lee Oldham-Edwards | Procurement Services Branch | Shared Services BC
Ph: 250-387-7301 e: lee.oldhamedwards@gov.bc.ca m: PO Box 9476, Stn Prov Gov, Victoria BC V8W 9W6

From: Ian Marples [<mailto:imarples@smartstartinc.com>]
Sent: Wednesday, April 22, 2015 10:34 AM
To: Procurement MTIC:EX
Subject: RFI # ON-002659 - RoadSafetyBC's Ignition Interlock Program
Attention: [Ralph Keenan, Procurement Services Branch](#)

Sir:

Attached please find a response to the above-noted RFI, submitted on behalf of 1A Smart Start, Inc d/o/b/ Smart Start Inc. For convenience, I have attached both an MS Word and a PDF version.

Best regards,

Ian R Marples

Vice President, International Operations

Smart Start, Inc.

500 E. Dallas Rd.

Grapevine, TX 76051

Office: +1 972 621 0252

Mobile: +1 780 291 0359

imarples@smartstartinc.com



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Page 107 to/à Page 113

Withheld pursuant to/removed as

s.21

From: [Ian Marples](#)
To: [Keenan, Ralph C MTIC:EX](#)
Cc: [Jim Ballard](#)
Subject: RE: Proposed Teleconference
Date: Wednesday, April 15, 2015 09:30:27
Attachments: [image004.png](#)
[image005.png](#)
[image006.png](#)
[image007.png](#)
[image008.png](#)
[image009.png](#)
[image010.png](#)
[image011.png](#)

Hi Ralph:

That sounds very encouraging. As it happens I will be at Smart Start's head office in Texas that day, so it would be ideal for us. We look forward to receiving a meeting request at your earliest convenience.

Best regards,

Ian

Ian R Marples

Vice President, International Operations

Smart Start, Inc.

c/o Smart Start Canada ULC

192, 2301 Premier Way

Sherwood Park, AB T5H 2K8

Tel: 780 291 0359

imarples@smartstartinc.com

From: Keenan, Ralph C MTIC:EX [mailto:Ralph.Keenan@gov.bc.ca]

Sent: Wednesday, April 15, 2015 11:18 AM

To: Ian Marples

Cc: Jim Ballard

Subject: RE: Proposed Teleconference

Hi Ian and Jim.

Apologies for the late reply. s.22

s.22

I think the 21st is looking good. I'm just confirming with my team now to make sure and will send you a meeting notice with conference details.

Regards

Ralph Keenan | Procurement Specialist | Procurement Services Branch | Shared Services BC

Ph: 250-387-7328 | **e:** Ralph.Keenan@gov.bc.ca | **m:** PO Box 9476, Stn Prov Gov, Victoria BC V8W 9W6



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SERVICES**
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From: Ian Marples [mailto:imarples@smartstartinc.com]

Sent: Tuesday, April 14, 2015 10:42 AM

To: Keenan, Ralph C MTIC:EX

Cc: Jim Ballard

Subject: Proposed Teleconference

Hi Ralph:

This is further to a voicemail message I left of you earlier today. As I mentioned, the date and time that would work best for the proposed teleconference from Smart Start's standpoint is April 21st at either 3:00 PM or 4:00 PM (PDT). We would like to firm up arrangements for the teleconference as soon as possible, and look forward to hearing from you about that.

Best regards,

Ian

Ian R Marples

Vice President, International Operations

Smart Start, Inc.

c/o Smart Start Canada ULC

192, 2301 Premier Way

Sherwood Park, AB T5H 2K8


Tel: 780 291 0359

imarples@smartstartinc.com



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From: Keenan, Ralph C MTIC:EX [Ralph.Keenan@gov.bc.ca]

Sent: Friday, April 10, 2015 6:29 PM

To: Jim Ballard

Subject: RE: follow up

Hi Jim.

Will one of the following date/times work for you? I'm thinking telecom will be the easiest way of doing this as we're not all going to be in the same room anyway.

April 21, 3 to 4 or

April 30, 8:30 to 9:30?

The Superintendent of Motor Vehicles wants to participate so we're working around a tight schedule.

Please advise.

Regards

Ralph

From: Jim Ballard [<mailto:JBallard@smartstartinc.com>]

Sent: Wednesday, April 8, 2015 12:37 PM

To: Keenan, Ralph C MTIC:EX

Cc: Ian Marples

Subject: RE: follow up

No issue at all..we will wait to hear back from you.

Thanks

Jim

From: Keenan, Ralph C MTIC:EX [<mailto:Ralph.Keenan@gov.bc.ca>]

Sent: Wednesday, April 08, 2015 2:37 PM

To: Jim Ballard

Cc: Ian Marples

Subject: RE: follow up

Hi Jim

Apologies for not getting back to you. I did get both your email and your voice message. I'm not ignoring you. I'm waiting for the business team to get back to me with a couple of dates.

I will be in touch as soon as I hear from them.

Regards

Ralph Keenan | Procurement Specialist | Procurement Services Branch | Shared Services BC

Ph: 250-387-7328 | **e:** Ralph.Keenan@gov.bc.ca | **m:** PO Box 9476, Stn Prov Gov, Victoria BC V8W 9W6



From: Jim Ballard [<mailto:JBallard@smartstartinc.com>]

Sent: Wednesday, April 8, 2015 12:33 PM

To: Keenan, Ralph C MTIC:EX

Cc: Ian Marples

Subject: follow up

Hello Mr. Keenan,

I am just following up on your phone call for a meeting with Smart Start. We are anxious to set up a call with you to see what dates would work for a meeting.

Best Regards

Jim Ballard

Vice Chairman



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From: [Ian Marples](#)
To: [Keenan, Ralph C MTIC:EX](#)
Cc: [Jim Ballard](#)
Subject: Proposed Teleconference
Date: Tuesday, April 14, 2015 10:42:06
Attachments: [image003.png](#)
[image004.png](#)
[image005.png](#)
[image006.png](#)
[image007.png](#)
[image008.png](#)
[image009.png](#)
[image010.png](#)

Hi Ralph:

This is further to a voicemail message I left of you earlier today. As I mentioned, the date and time that would work best for the proposed teleconference from Smart Start's standpoint is April 21st at either 3:00 PM or 4:00 PM (PDT). We would like to firm up arrangements for the teleconference as soon as possible, and look forward to hearing from you about that.

Best regards,

Ian

Ian R Marples

Vice President, International Operations

Smart Start, Inc.

c/o Smart Start Canada ULC

192, 2301 Premier Way

Sherwood Park, AB T5H 2K8

Tel: 780 291 0359

imarples@smartstartinc.com



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From: Keenan, Ralph C MTIC:EX [Ralph.Keenan@gov.bc.ca]

Sent: Friday, April 10, 2015 6:29 PM

To: Jim Ballard

Subject: RE: follow up

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April 21, 3 to 4 or

April 30, 8:30 to 9:30?

The Superintendent of Motor Vehicles wants to participate so we're working around a tight schedule.

Please advise.

Regards

Ralph

From: Jim Ballard [<mailto:JBallard@smartstartinc.com>]

Sent: Wednesday, April 8, 2015 12:37 PM

To: Keenan, Ralph C MTIC:EX

Cc: Ian Marples

Subject: RE: follow up

No issue at all..we will wait to hear back from you.

Thanks

Jim

From: Keenan, Ralph C MTIC:EX [<mailto:Ralph.Keenan@gov.bc.ca>]

Sent: Wednesday, April 08, 2015 2:37 PM

To: Jim Ballard

Cc: Ian Marples

Subject: RE: follow up

Hi Jim

Apologies for not getting back to you. I did get both your email and your voice message. I'm not ignoring you. I'm waiting for the business team to get back to me with a couple of dates.

I will be in touch as soon as I hear from them.

Regards

Ralph Keenan | Procurement Specialist | Procurement Services Branch | Shared Services BC

Ph: 250-387-7328 | **e:** Ralph.Keenan@gov.bc.ca | **m:** PO Box 9476, Stn Prov Gov, Victoria BC V8W 9W6



From: Jim Ballard [<mailto:JBallard@smartstartinc.com>]

Sent: Wednesday, April 8, 2015 12:33 PM

To: Keenan, Ralph C MTIC:EX

Cc: Ian Marples

Subject: follow up

Hello Mr. Keenan,

I am just following up on your phone call for a meeting with Smart Start. We are anxious to set up a call with you to see what dates would work for a meeting.

Best Regards

Jim Ballard

Vice Chairman



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From: [Jim Ballard](#)
To: [Keenan, Ralph C MTIC:EX](#)
Subject: RE: follow up
Date: Friday, April 10, 2015 16:58:50
Attachments: [image003.png](#)
[image004.png](#)
[image005.png](#)
[image006.png](#)
[image007.png](#)
[image008.png](#)
[image009.png](#)
[image010.png](#)

Hello Ralph,
Could we do the 21st? I would like for Ian Marples to be on the call as well. We are both available on that day.
s.22
Best
Jim

From: Keenan, Ralph C MTIC:EX [Ralph.Keenan@gov.bc.ca]
Sent: Friday, April 10, 2015 6:29 PM
To: Jim Ballard
Subject: RE: follow up

Hi Jim.
Will one of the following date/times work for you? I'm thinking telecom will be the easiest way of doing this as we're not all going to be in the same room anyway.
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The Superintendent of Motor Vehicles wants to participate so we're working around a tight schedule.
Please advise.
Regards
Ralph

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Sent: Wednesday, April 8, 2015 12:37 PM
To: Keenan, Ralph C MTIC:EX
Cc: Ian Marples
Subject: RE: follow up
No issue at all..we will wait to hear back from you.
Thanks
Jim

From: Keenan, Ralph C MTIC:EX [<mailto:Ralph.Keenan@gov.bc.ca>]
Sent: Wednesday, April 08, 2015 2:37 PM
To: Jim Ballard
Cc: Ian Marples
Subject: RE: follow up
Hi Jim

Apologies for not getting back to you. I did get both your email and your voice message. I'm not ignoring you. I'm waiting for the business team to get back to me with a couple of dates.

I will be in touch as soon as I hear from them.

Regards

Ralph Keenan | Procurement Specialist | Procurement Services Branch | Shared Services BC

Ph: 250-387-7328 | **e:** Ralph.Keenan@gov.bc.ca | **m:** PO Box 9476, Stn Prov Gov, Victoria BC V8W 9W6



From: Jim Ballard [<mailto:JBallard@smartstartinc.com>]

Sent: Wednesday, April 8, 2015 12:33 PM

To: Keenan, Ralph C MTIC:EX

Cc: Ian Marples

Subject: follow up

Hello Mr. Keenan,

I am just following up on your phone call for a meeting with Smart Start. We are anxious to set up a call with you to see what dates would work for a meeting.

Best Regards

Jim Ballard

Vice Chairman



Separating Drinking from Driving

