



GTSWCA
Greater Toronto Sewer & Watermain
Contractors Association

MEMBER BULLETIN

August 5th, 2021

Growing Number of Issues with Municipal Prequalification Submissions

A number of municipalities in the Greater Toronto Area have reached out to the GTSWCA in recent weeks to express concern about trends they are seeing in prequalification submissions from contractors. These issues have arisen after several prequalification processes have been cancelled due poor/incomplete/non-compliant submissions being made.

Each municipality has acknowledged that these issues are not solely the responsibility of the contractors and adjustments are being made to their respective prequalification processes in acknowledgement; however, common feedback items are being offered below for your consideration in upcoming prequalification processes:

- To ensure fairness and transparency in the process, every question must be answered in full. This includes using specific project examples for how, precisely, your company has met the listed target (e.g. list 3 completed projects from the past five years of at least \$x in value).
- If you cannot meet the minimum qualifications outlined but believe you have previously undertaken project work that is demonstrative of your ability to conduct the upcoming project, it is important to reach out to municipal staff to highlight why your experience is relevant, rather than simply submitting a project example that doesn't fit the required criteria.

Proper completion of this process is necessary so that municipal staff has proof that the companies that are prequalified to bid have met specific experience requirements based on their own merit. The paperwork is tremendously important as part of this process.

If you have any specific feedback you are interested in providing feedback on the prequalification processes in any GTA municipality, please contact Patrick McManus (905-629-7766 ext. 229 or patrick.mcmanus@gtswca.org).