

# TOUCHING BASE

MONTHLY NEWSLETTER

June 2022



## OKANAGAN INDIAN BAND (OKIB) WATER SYSTEM IMPROVEMENTS

In this month's edition of Touching Base we are featuring a special owner's representative: the Okanagan Indian Band (OKIB). This project broke ground in February of 2022 on a new 2 km water main that will upsize and modernize the Six Mile and Bradley Creek systems near Vernon, British Columbia. The project site is located on the traditional and unceded territory of the Syilx Okanagan and Secwepemc Peoples.

For the first time in Canada, a First Nation is using an Integrated Project Delivery (IPD) model to work on an infrastructure project for their community. IPD is a collaborative approach to construction which includes OKIB, Urban Systems Ltd., and Bird Dawson Joint Venture. The water system improvements will help bring clean drinking water to more residents in the community.

## WHAT'S IN THIS MONTH'S ISSUE:

- Okanagan Indian Band
- 5 Tips to be Successful in an IPD RFP
- Welcome New Members
- New French Forum Recording
- New Owner's Forum
- IPD Symposium in Halifax, Nova Scotia
- Upcoming Events
- Call for Projects



## **OKANAGA INDIAN BAND WATER SYSTEM IMPROVEMENTS...continued from page 1**

Despite being one of the most water-rich nations in the world, many Indigenous communities in Canada still do not have access to this basic need. To date, there are currently 33 active Water Advisories in First Nations communities.

The project team is currently working with the Okanagan Indian Band (OKIB) on an IPD project to provide water system improvements that will bring clean drinking water to more residents in the community. We are proud of the work that we do in First Nation communities to provide clean water to Indigenous homes.

In March, minor construction began for the project, which included work such as clearing and grubbing.

Major construction started in April with:

- Construction of the new 2.4 km interconnect watermain. Excavations will start on the north end of Westside Road.
- Excavations of the new Head of Lake reservoir, which will involve equipment mobilization and additional traffic on Irish Creek Road.
- Excavations of the new Six Mile reservoir expansion, which will also involve equipment mobilization and additional traffic on Bonneau Road.

Pictured on page 1 OKIB Drummer, Bernie Marchand, Sang the Okanagan Song to honour the past and present generations of the Syilx (Salish) peoples of the Okanagan at the ground-breaking ceremony for the Community Water Interconnection Project.

Pictured below: (left to right): Jolene Vincent, Public Works and Housing Director (OKIB), Councillor Viola Brown (OKIB), Councillor Ryan Oliverius (OKIB), Chief Byron Louis (OKIB), Michael Fotheringham, Executive Director (OKIB), Lynnell Crone, VP Bird Industrial (BDJV) and IPDA President, Lisa Thompson, Drinking Water Engineer (Urban Systems).



# 5 TIPS TO BE SUCCESSFUL IN AN IPD RFP



You have made it to the Request for Proposal (RFP). Congratulations! How can you and your team stand out from the crowd and demonstrate that your firm is the right choice when it comes to collaborative delivery? In this article, I am going to share 5 tips on how to be successful in an IPD RFP.

From my monthly work with industry groups and discussion forums of lean practitioners, I know that suppliers often struggle with writing up the IPD proposal. They usually have qualified estimators and a collaborative team but lack the skills of writing. As each lean proposal is unique to the owner's requirements, it needs to be adjusted and written up accordingly. Unfortunately, there is no template or 'one size fits all' approach.

In my four years of experience in Integrated Project Delivery, I have been responsible for facilitating a suite of advisory services for collaborative-focused clients and helped many teams and organizations with a tailored approach to onboarding, training and cultural transformation.

To be successful in the bidding process comes down to detailed research, excellent storytelling and writing, collaboration, and being a lifelong learner.

Here are my five tips to excel in any IPD RFP:

## **1 - DO YOUR RESEARCH**

Investing some time in desk research can go a long way. Look at how the client is positioning themselves in the market? Are they posting on social media? What does their website communicate? Internally, familiarise your key team members with the standard IPD contract – you can connect with the Integrated Project Delivery Association (IPDA) for literature and other resources that provide guidance. Download the IPDA's Integrated Project Delivery: An Action Guide For Leaders.

## **2 - TELL YOUR STORY**

Focus on storytelling - who, what, when, where, and most of all why? Ahead of any future RFP response, establish a narrative that shows why your firm is the right choice for this kind of collaborative delivery. Illustrate your firm's values and how they have influenced the firm's direction. How has a collaborative approach changed how your firm delivers services? After all, we all love a good story and people respond to stories more than to facts.

## **3 - DO YOUR RESEARCH**

IPD proposals typically require more in-depth information from all partners, rather than just the Prime Consultant, who usually is the Architect or Structural Engineer. Informal conversations ahead of the RFP issue should identify values and resource synergies that give your team the edge. It is crucial for the success of your proposal that all involved parties understand what is at stake and required to deliver. This will save valuable time once the RFP has been released. Be collaborative and make sure your proposal team comes together regularly to check on progress, identify weaknesses, and ensure that the vision for the proposal is shared by the whole team.

#### 4 - LEARN FROM PAST EXPERIENCE

Always take advantage of a debrief if you were unsuccessful. Continuous improvement over time will generate success. A willingness to admit mistakes by clearly outlining the struggles and challenges of previous projects not only shows the client that the firm is embracing change and learning, but also your ability to find innovation through continuous improvement. These can also be challenges and struggles that were a result of traditional delivery models.

#### 5 - USE THE HELP OF AN EXTERNAL PROPOSAL WRITER

If writing is not your cup of tea at all, I recommend seeking help from a professional writer who can add value to your proposal. Look for a writer who has experience in the construction industry and make sure that you brief him/her accordingly. External content writers can only meet your expectations if you integrate them into your team and provide them with all the necessary information, aka briefing, to make your proposal as best as it can be. Which means that your subject matter expert will work very closely with the writer.

by Daniel Drouin

Director of Collaborative Delivery

Group2 Architecture Interior Design Ltd

IPDA Communication & Connection Chair

for the Lean IPD Blog



Check out more from Lean IPD at: <https://leanipd.com/>

## NEW IPDA MEMBERS

Welcome to the following new members. The IPDA welcomes companies from every stakeholder sector across the design and construction industry: owner, contractor, architect, trade contractor, consultant, supplier, insurer, etc. It is through acting together that we can best create solid foundations for collective success.

- Colliers Project Leaders
- AME Group
- Goldbar Inc.



# FIRST COLLABORATIVE CONTRACT MODEL FOR THE PROVINCIAL GOVERNMENT IN QUEBEC

Thank you to all who attended the exclusive conversation with Guy Paquin, ing. General Manager - Strategies and Special Projects Branch.

The conversation regarding the first collaborative contract model for the Provincial government in Quebec was most engaging.

We hope to see more collaborative-type projects in Quebec in the future!

The recording of this discussion is available in the Member Resources section of the website.



May 20 2022 at 10 am PT/11 am MT/1 pm ET

Interview with  
**Guy Paquin, ing.**  
General Manager - Strategies and Special  
Projects Branch

Moderated by  
**Daniel Drouin**  
IPDA Board of Directors - Communication &  
Connection Chair

**IPDA**  
INTEGRATED PROJECT DELIVERY ALLIANCE

**First Collaborative Contract Model for the  
Provincial Government in Quebec**

## NEW OWNER'S FORUM STARTS IN JUNE!



**NEW OWNERS FORUM**

**IPDA Owners Forum  
Myth Busting**

Moderated by  
**Camille  
Downs-Lanctot**  
EPCOR

**IPDA**  
INTEGRATED PROJECT DELIVERY ALLIANCE

**Wednesday, June 15th, 2022**  
**9 -10:30 am MST**  
**11 am - 12:30 pm EST**

This Owners Forum will be moderated by Camille Downs-Lanctot from EPCOR. Joining her will be some special guests that have years of experience.

This forum aims to tackle some of the myths relating to IPD, answer your questions and create a space for engaging conversation relating to their IPD experiences.

For more information visit:  
<https://ipda.ca/events/>

# INTEGRATED PROJECT DELIVERY SYMPOSIUM IN HALIFAX, NOVA SCOTIA



HALIFAX, NOVA SCOTIA  
MAY 26, 2022

## INTEGRATED PROJECT DELIVERY SYMPOSIUM

SPONSORED BY: 



The Integrated Project Delivery Symposium in Halifax, Nova Scotia held in May 2022 was a great success!

Thank you to Bird Construction for hosting the event, members of the Integrated Project Delivery Alliance (IPDA) for presenting, and all the attendees who came to learn more about Integrated Project Delivery.

Topics included:

- IPD 101
- IPD in Public Ownership and Procurement
- Setting Up Your Project For Success
- Case Studies + Tales from the Trenches
- Risk and Contract
- Q+A with the Experts
- Bonus Content: Carbon in the Building World



IPDA supports training and information sessions across the country. Owners and Members can take advantage of membership by tapping into our IPDA trainers to facilitate an event/session that advances collaborative construction methods. In the past 6 years, we have provided training and presentations in locations like Ottawa, North Bay, Vancouver, Edmonton, Saskatoon, Red Deer, Toronto, Regina, and Calgary; whether it's simply a one-hour virtual IPD 101, a training session at Buildex, a half-day symposium, or something in-between, we have been supporting knowledge and growth across Canada for the last 6 years. If you are a member and would like to sponsor an event or inquire about training, reach out to [info@ipda.com](mailto:info@ipda.com) to get connected.

**DID YOU  
KNOW?**

## UPCOMING WEBINARS:

STAY TUNED TO IPDA SOCIAL MEDIA FOR UPDATES ON A NEW  
WEBINAR IN JUNE 2022.

FOLLOW US ON FACEBOOK [HERE](#) AND LINKEDIN [HERE](#).

# UPCOMING EVENTS JUNE 2022

- INVESTIGATING FACTORS LEADING TO IPD PROJECT SUCCESS IN CANADA  
Thursday, June 9th, 2022  
10:00 am - 12:00 pm (MST)  
12:00 pm - 2:00 pm (EST)
- IPDA OWNERS FORUM - MYTH BUSTING  
Wednesday, June 15th, 2022  
9:00 am - 10:30 am (MST)  
11:00 am - 12:30 pm (EST)
- THE INTEGRATED PROJECT DELIVERY (IPD) METHODE: LEGAL AND CONTRACTUAL ASPECTS TO CONSIDER - FRENCH FORUM  
Friday, June 17th, 2022  
9:00 am - 10:30 am (MST)  
11:00 am - 12:30 pm (EST)
- PRACTITIONERS FORUM  
July 2022  
To Be Determined

**Remember, your IPDA Membership is organization-wide - don't forget to share IPDA news & updates with your colleagues!**

## SHOWCASE WORK IN PROGRESS IPD PROJECTS

The IPDA wants to share the exciting progress of IPD projects from our membership currently underway across Canada.

We want to include your IPD project updates on our LinkedIn and Facebook pages as part of our #WorkInProgressWednesday feature.

Send your project progress and updates to [comm@ipda.ca](mailto:comm@ipda.ca) including:

- Your contact information
- Name & location of the project
- Current phase the project is in
- IPDA members associated with the project
- Any photos (that have been approved for distribution)
- Link to any media story, blog, or anything else from your company's marketing department that we can share,

