

FALL 2006



Prince Rupert Harbour

Turning 2010 Business Opportunities Into Winning Bids

When **Tim Redpath** and **Charmis De Boer** attended different 2010 Commerce Centre Business Opportunities workshops to learn about how their companies could benefit from 2010-related opportunities, they had no idea they would end up as partners on a winning bid.

Tim Redpath, manager of the Coquitlam-based commercial division of **Williams Moving & Storage**, signed up for a workshop hosted by the 2010 Commerce Centre to find out about potential transportation needs connected to the Vancouver 2010 Olympic and Paralympic Winter Games. He said the workshop inspired him to look for opportunities in areas he hadn't considered before.

"It opened my eyes to looking harder and deeper for opportunities," Redpath said. "It gave me the information I needed." De Boer, director of business development for **Innovation Networks**, attended a different workshop to learn how her employer could find business opportunities related to the Games. The Delta company provides computer support and maintenance as well as other IT services.

"I wanted to explore ways we could be involved in the 2010 Winter Games," De Boer said. "I wanted to know what contracts might be available to businesses, but more than that, I wanted to know what the Games meant for businesses in the province."

De Boer left the workshop and created a document outlining the company's expertise and credentials. Established in 1997 on the Tsawwassen First Nations reserve, Innovation Networks is 56 per cent aboriginal owned, committed to sustainable business practices and has a strong track record.

"I walked away thinking we weren't going to be big enough to get a contract on our own, but it was still attainable if we looked for partners among our business community," De Boer said.

Williams Moving and Storage doesn't exactly qualify as a member of the IT community De Boer had in mind, but when Redpath responded to an ad for a company that could move VANOC's headquarters — including the computer

system — he knew who to call. Innovation Networks has been providing computer support and maintenance to the 77-year-old, family-owned moving company for nearly a decade.

"Our movers aren't trained to disconnect, move and reconnect computers," Redpath said. "But we've had a long-term relationship with Innovation Networks and I knew they have the ability and trained staff we needed. It was just a natural to go to someone we know and trust."

Redpath added Innovation Networks to his bid to move VANOC's offices, and since De Boer had been to a procurement workshop, she knew what the organizing committee would need to evaluate her company's ability to do the job. She even had that document ready.

Williams Moving and Storage won the bid, and the two companies completed the move last spring. It was a small contract for Innovation Networks, but a big source of pride for the company.

"It was a huge gain for us in confidence," De Boer said. "It was a proud moment."

Redpath said the partnership was so successful, the two companies plan to work together in the future with Williams Moving and Storage offering customers moving packages that include disconnecting and reconnecting computers.

"It was a fabulous experience," Redpath said.



Tim Redpath & Charmis DeBoer

www.2010CommerceCentre.gov.bc.ca



Northern Flowers

Minister's Column

We believe building strong ties with countries in the Asia-Pacific is the key to creating new business relationships in Asia that will benefit B.C. businesses. That's why I traveled to China and Japan in June. I was able to gauge first-hand the positive economic climate that exists there; to see up close the

results of the booming economies of the Asia Pacific. That's also why our Premier will be traveling there to meet with key business and government representatives later this year.

Having myself or the Premier open the doors is a good first step but in order to ensure businesses in B.C. have ongoing access to relationships they can build on, we are hiring individuals with experience in Asian markets who can represent our province and our unique strengths overseas. We believe having people on the ground in Asia boldly promoting British Columbia as a globally competitive location will be the key to our economic success. These in-market representatives will bring knowledge, expertise and immediate access to their respective market areas, and will support British Columbia's key economic objectives of job creation, regional development and economic diversity.

Honourable Colin Hansen
*Minister of Economic Development
and Minister responsible for the Asia-Pacific
Initiative and the Olympics*

Cook Studio - A Growing Business With a Social Conscience

Finding a way to benefit the community and make a living isn't an easy task, but for one new contractor to the Vancouver Organizing Committee for the 2010 Olympic and Paralympic Winter Games, it's a requirement.

Cook Studio is the new food supplier at the headquarters of VANOC, and it's a business with a conscience. Cook Studio hires disadvantaged, disabled and at-risk Lower Mainland residents.

Cook Studio began as a training centre for 'street involved' or 'at-risk' youth in 1990 but President **James Kennedy**, a Certified Chef de Cuisine, decided in order to be successful the company also had to create jobs for their graduates to keep them employed. Over the past 16 years Cook Studio has trained over 800 graduates to work in the food services industry.



This expansion has led the company to create a bakeshop that supplies batter, baked goods and catering to a wide number of Lower Mainland retailers, businesses, non-profits and government. The expansion is partly what led to the new VANOC contract.

"The only way to keep the training and employment programs successful is to open up new revenue streams. We want to continue expanding our services and creating new employment opportunities for people who are often marginalized, particularly in the downtown-eastside," says James Kennedy.

Currently Cook Studio has four operations. A training facility; a café for youth at risk that receives funding from both the Provincial and Federal governments; a commissary operation that makes batter, dough, biscotti, sandwiches and other cold food items for sale to food service operations; and a full-service catering business and they are also consulting for other organizations.

Cook Studio has managed to marry their social conscience with their business goals and they are excited about their newest client, the Vancouver Organizing Committee for the 2010 Olympic and Paralympic Winter Games.

TORINO 2006
WINTER GAMES

quickfacts

SOURCE: TOROC

4,700 COMPUTERS SUPPLIED

41,500 VOLUNTEER APPLICATIONS

2002 X-RAY MACHINES

16,000 BUNCHES OF FLOWERS



Chilliwack Greenhouse

www.2010CommerceCentre.gov.bc.ca

Perfect Partnership Boosts Victoria IT Company

"It was like our own 2010 experience, - but on a much smaller scale," effuses **Meggan Podgorenko**, Business Development Manager for **International Technology Integration Inc. (ITI)**. Two years after their successful bid to design and implement Information Management Systems for the Vancouver Organizing Committee for the 2010 Olympic and Paralympic Winter Games her excitement remains tangible.

Podgorenko had been keeping an eye on Vancouver 2010 opportunities since Canada was awarded the Games. After reviewing the initial Request for Expressions of Interest (RFI) document, she was convinced ITI didn't stand a chance. "We had no major event experience - and are a Tier 2 company. We thought we needed to be bigger and more experienced," she explains.

Enter **Peak Systems**. "We had done work on both the Salt Lake City and Athens Games and were hoping to be part of Vancouver 2010 as well," explains **John Sloat**, Peak's president. "We were looking for a Canadian company to partner with." A reference from the Province of British Columbia led them to ITI.

Despite ITI's extensive bidding experience they quickly realized that the VANOC bids are different. "You have

to be very creative, very passionate, and very different from the standard government bid that we were used to writing," explains Podgorenko. Peak Systems brought to the table a track record of exciting, creative and passionate Games-related projects.

Sloat and the Peak team realized that ITI's extensive experience with the Province of BC provided an invaluable awareness of sensitivities specific to government and quasi-government organizations. And it quickly became clear that the two companies shared a passion for and commitment to the Olympic Games.

They decided to partner and it was a good decision. The ITI/Peak partnership was chosen from an impressive field to develop and implement an information management system to handle over 1 billion documents that would be generated by VANOC between 2004 and 2011.

Both companies highly value the partnership. "We've woken up to the possibilities of partnerships and are now looking more to our neighbours to the north as a way to expand our base," explains Sloat. "We are fortunate to have found ITI, and we are discussing opportunities for the partnership beyond the 2010 Winter Games."

BETTER TOGETHER

ITI, in partnership with Peak Systems, not only pre-qualified as a supplier but have won three subsequent Requests for Proposals.



IONS 2,704 TRAINERS AND ESCORTS 13,500 PHYSICIANS AND NURSES

5,300 SNOW SHOVELS AND BROOMS 3,000 OLYMPIC FLAGS



2010 COMMERCE CENTRE



Rapid-Transit Construction

Major Project Brings Competitors Together

Sometimes, the best business strategy is consorting with the competition.

For two B.C. glass manufacturing companies more familiar with competing for contracts than working together, partnership was the only way to bid for some Olympic-related business.

Kamloops-based **Inland Glass and Aluminum** and Burnaby's **Advanced Glazing Systems** were offered the opportunity to bid on the contract to manufacture and install the glass walls on

proposals to make the glass walls was garnering international attention, and without a partner to help with the work, the \$23-million contract could have gone to a company outside the province — a result Luciani was hoping to prevent.

When **Arthur Chan**, general manager of Advanced Glazing Systems, saw the size of the convention centre expansion, he realized it was too large for his company to manage. The project required designing, manufacturing and installing 110,000 square feet of very expensive glass chosen by the architect because it will look like crystal.

"It was too big for either one of us," he said. "We would have had to say goodbye to the rest of our customers for most of a year, and that was not sensible."

It was the first time the company had partnered with another glass manufacturer on a project and it took some time to work out. Each facility will perform 50 per cent of the job, and the two companies are sharing the administrative and project management work.

"It's a unique, challenging project," Luciani said. "It is going to be a renowned building and we're really pleased to be part of a project of this stature. It's an exciting time for us."

Chan said his company would partner with a competitor again to bid on larger projects.

"You have to have trust in each other, and you have to have an equal partnership," Chan said. "But it's good to share the glory and the burden, too."



the \$615 million Vancouver Convention and Exhibition Centre expansion, but the work was too much for either one of the companies to handle alone.

Thinking creatively, the two businesses created a partnership and submitted what ended up being the winning bid for the prestigious project.

"We were looking at the project, but we realized the size of it would have really taxed our facilities if we took it on," said **Frank Luciani**, president of Inland Glass.

"We came up with the idea of going to our competitor in B.C. who was in a similar boat." Luciani said the request for

2010 Commerce Centre Business Opportunities Workshop Survey

In the first survey of 2010 Commerce Centre Business Opportunities workshop participants, 19.5% have submitted bids on opportunities. Of those who submitted bids,



CONTACT US

If you have suggestions about what else you'd like to see in this newsletter or on the 2010 Commerce Centre website, contact us at:

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