

**RETURN BIDS TO:  
RETOURNER LES SOUMISSIONS À:**

**Bid Receiving - PWGSC / Réception des  
soumissions - TPSGC**  
**BFC Bagotville, CP 380**  
**CFB Bagotville, PO Box 380**  
**Bâtiment 71, local 115**  
**Building 71, Room 115**  
**Alouette**  
**Quebec**  
**G0V1A0**  
**FAX pour soumissions: (418) 677-3288**

**REQUEST FOR PROPOSAL  
DEMANDE DE PROPOSITION**

**Proposal To: Public Works and Government  
Services Canada**

We hereby offer to sell to Her Majesty the Queen in right of Canada, in accordance with the terms and conditions set out herein, referred to herein or attached hereto, the goods, services, and construction listed herein and on any attached sheets at the price(s) set out therefor.

**Proposition aux: Travaux Publics et Services  
Gouvernementaux Canada**

Nous offrons par la présente de vendre à Sa Majesté la Reine du chef du Canada, aux conditions énoncées ou incluses par référence dans la présente et aux annexes ci-jointes, les biens, services et construction énumérés ici sur toute feuille ci-annexée, au(x) prix indiqué(s).

**Comments - Commentaires**

<b>Title - Sujet</b> Rugged Pan & Tilt Positioner	
<b>Solicitation No. - N° de l'invitation</b> W7701-135444/A	<b>Date</b> 2012-07-17
<b>Client Reference No. - N° de référence du client</b> W7701-135444	
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$BAL-001-14723	
<b>File No. - N° de dossier</b> BAP-2-35236 (001)	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2012-08-28</b>	<b>Time Zone Fuseau horaire</b> Heure Avancée de l'Est HAE
<b>F.O.B. - F.A.B.</b> <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input checked="" type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Tremblay, Marial	<b>Buyer Id - Id de l'acheteur</b> bal001
<b>Telephone No. - N° de téléphone</b> (418) 677-4000 (4159)	<b>FAX No. - N° de FAX</b> (418) 677-3288
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>  Defence R&D Canada - Valcartier 2459 Pie-XI Blvd North Quebec, Quebec G3J 1X5	

**Instructions: See Herein**

**Instructions: Voir aux présentes**

**Vendor/Firm Name and Address**

**Raison sociale et adresse du  
fournisseur/de l'entrepreneur**

**Issuing Office - Bureau de distribution**

TPSGC/PWGSC  
BFC Bagotville, CP 380  
CFB Bagotville, PO Box 380  
Bâtiment 71, local 115  
Building 71, Room 115  
Alouette  
Québec  
G0V1A0

<b>Delivery Required - Livraison exigée</b> See Herein	<b>Delivery Offered - Livraison proposée</b>
<b>Vendor/Firm Name and Address</b> <b>Raison sociale et adresse du fournisseur/de l'entrepreneur</b>          <b>Telephone No. - N° de téléphone</b> <b>Facsimile No. - N° de télécopieur</b>	
<b>Name and title of person authorized to sign on behalf of Vendor/Firm (type or print)</b> <b>Nom et titre de la personne autorisée à signer au nom du fournisseur/ de l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b>          <b>Signature</b>          <b>Date</b>	



Item Article	Description	Dest. Code Dest.	Inv. Code Fact.	Qty Qté	U. of I. U. de D.	Unit Price/Prix unitaire FOB/FAM Destination Plant/Usine	Delivery Req. Livraison Req.	Del. Offered Liv. offerte
1	Rugged Pan & Tilt Positioner according to specifications and technical components required and described in Annex "A" - Requirement. • Please specify the brand name and model of the product offered along with the delivery time: • Brand Name: _____ • Model : _____ - While delivery time is required inside a period of 10 weeks, the best delivery time that could be offered is _____ weeks . -	W7701	W7701	1	Lot	\$ XXXXXXXXXXXXX	See Herein	

## **RUGGED PAN & TILT POSITIONER**

### **DEFENCE R&D CANADA (DRDC) - VALCARTIER**

#### **TABLE OF CONTENTS**

<b>PART 1 - GENERAL INFORMATION</b>	<b>5</b>
1.1 Security Requirement	5
1.2 Requirement	5
1.3 Debriefings	5
<b>PART 2 - BIDDER INSTRUCTIONS</b>	<b>6</b>
2.1 Standard Instructions, Clauses and Conditions	6
2.1.1 Condition of Material	6
2.2 Submission of Bids	6
2.3 Enquiries - Bid Solicitation	7
2.4 Applicable Laws	7
<b>PART 3 - BID PREPARATION INSTRUCTIONS</b>	<b>8</b>
3.1 Bid Preparation Instructions	8
3.2 Presentation of your Bid	10
<b>PART 4 - EVALUATION PROCEDURES AND BASIS OF SELECTION</b>	<b>11</b>
4.1 Evaluation Procedures	11
4.1.1 Technical Evaluation at Closing Date	11
4.1.1.1 Mandatory Requirements	11
4.1.1.2 Point-Rated Requirements	12
4.1.2 Financial Evaluation	13
4.2 Basis of Selection - Lowest Price Per Point	13
<b>PART 5 - CERTIFICATIONS</b>	<b>15</b>
5.1 Code of Conduct Certifications - Consent to a Criminal Record Verification	15
5.2 Certifications Precedent to Contract Award	16
5.2.1 Federal Contractors Program - over \$25,000 and below \$200,000	16

---

<b>PART 6 - RESULTING CONTRACT CLAUSES</b>	<b>17</b>
6.1 Security Requirement	17
6.2 Requirement	17
6.3 Standard Clauses and Conditions	17
6.3.1 General Conditions	17
6.4 Term of Contract	17
6.4.1 Delivery Period	17
6.5 Authorities	18
6.5.1 Contracting Authority - PWGSC	18
6.5.2 Contacts with the Client - DRDC	18
6.5.3 Contractor's Representatives	19
6.6 Payment	20
6.6.1 Basis of Payment - Firm Lot Price	20
6.6.2 SACC Manual Clauses	20
6.7 Invoicing Instructions	20
6.8 Certifications	20
6.9 Applicable Laws	21
6.10 Priority of Documents	21
6.11 SACC Manual Clauses	21
6.12 Shipping Instructions - Delivery at Destination	21
<b>ANNEX " A " - REQUIREMENT</b>	<b>22</b>
A.1 Requirement	22
A.1.1 Technical Specifications and Components Required	22

## **PART 1 - GENERAL INFORMATION**

### **1.1 Security Requirement**

There is no security requirement associated with the requirement.

### **1.2 Requirement**

The requirement is detailed under the "Line Item Detail" on page 2.

### **1.3 Debriefings**

After contract award, bidders may request a debriefing on the results of the bid solicitation process. Bidders should make the request to the Contracting Authority within 15 working days of receipt of the results of the bid solicitation process. The debriefing may be in writing, by telephone or in person.

---

## **PART 2 - BIDDER INSTRUCTIONS**

### **2.1 Standard Instructions, Clauses and Conditions**

All instructions, clauses and conditions identified in the bid solicitation by number, date and title are set out in the Standard Acquisition Clauses and Conditions Manual ( <https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual> ) issued by Public Works and Government Services Canada.

Bidders who submit a bid agree to be bound by the instructions, clauses and conditions of the bid solicitation and accept the clauses and conditions of the resulting contract.

The 2003 (2012-07-11) Standard Instructions - Goods or Services - Competitive Requirements, are incorporated by reference into and form part of the bid solicitation.

#### **2.1.1 Condition of Material**

SACC Manual Clause B1000T (2007-11-30) Condition of Material

### **2.2 Submission of Bids**

Bids must be submitted only to Public Works and Government Services Canada (PWGSC) Bid Receiving Unit by the date, time and place indicated on page 1 of the bid solicitation.

Your proposal can be transmitted by fax to # 418-677-3288 or by mail to the following address:

Bid Receiving Unit: Public Works and  
Government Services Canada  
CFB Bagotville, PO Box 380  
Building 71, Room 115\*  
Alouette, Quebec, G0V 1A0

\*NOTE: Our offices are located in Building 71 which is the Recreation Centre at CFB Bagotville and room 115 is adjacent to the Subway restaurant.

## **2.3 Enquiries - Bid Solicitation**

All enquiries must be submitted to the Contracting Authority no later than ten (10) calendar days before the bid closing date. Enquiries received after that time may not be answered.

Bidders should reference as accurately as possible the numbered item of the bid solicitation to which the enquiry relates. Care should be taken by bidders to explain each question in sufficient detail in order to enable Canada to provide an accurate answer. Technical enquiries that are of a proprietary nature must be clearly marked "proprietary" at each relevant item. Items identified as "proprietary" will be treated as such except where Canada determines that the enquiry is not of a proprietary nature. Canada may edit the questions or may request that the Bidder do so, so that the proprietary nature of the question is eliminated, and the enquiry can be answered with copies to all bidders. Enquiries not submitted in a form that can be distributed to all bidders may not be answered by Canada.

## **2.4 Applicable Laws**

Any resulting contract must be interpreted and governed, and the relations between the parties determined, by the laws in force in the province of Quebec.

Bidders may, at their discretion, substitute the applicable laws of a Canadian province or territory of their choice without affecting the validity of their bid, by deleting the name of the Canadian province or territory specified and inserting the name of the Canadian province or territory of their choice. If no change is made, it acknowledges that the applicable laws specified are acceptable to the bidders.

## **PART 3 - BID PREPARATION INSTRUCTIONS**

### **3.1 Bid Preparation Instructions**

Canada requests that bidders provide their bid in separately bound sections as follows:

Section I : Technical Bid (1 hard copy)

Section II : Financial Bid (1 hard copy)

Section III : Certifications (1 hard copy)

Prices must appear in the financial bid only. No prices must be indicated in any other section of the bid.

Canada requests that bidders follow the format instructions described below in the preparation of their bid.

- (a) use 8.5 x 11 inch (216 mm x 279 mm) paper;
- (b) use a numbering system that corresponding to the bid solicitation.

In April 2006, Canada issued a policy directing federal departments and agencies to take the necessary steps to incorporate environmental considerations into the procurement process Policy on Green Procurement (

<http://www.tpsgc-pwgsc.gc.ca/ecologisation-greening/achats-procurement/politique-policy-eng.html>).

To assist Canada in reaching its objectives, bidders are encouraged to:

- (1) use paper containing fibre certified as originating from a sustainably-managed forest and/or containing minimum 30% recycled content; and
- (2) use an environmentally-preferable format including black and white printing instead of colour printing, printing double sided/duplex, using staples or clips instead of cerlox, duotangs or binders.



**Section I: Technical Bid**

In their technical bid, bidders should explain and demonstrate how they propose to meet the requirements and how they will carry out the Work.

Bidders must submit with their bid, a copy of complete specifications and descriptive literature of the products offered. The technical documents must be already existing standards documents. The technical documents must not be written specially drafted to this Request For Proposal.

Bidders are encouraged to annotate their technical documentation and to cross reference each of the mandatory and point-rated technical criteria.

**Section II: Financial Bid**

Bidders must submit their financial bid in accordance with the Basis of Payment. The total amount of Goods and Services Tax (GST) or Harmonized Sales Tax (HST) must be shown separately, if applicable.

Exchange Rate Fluctuation

SACC Manual Clause C3011T (2010-01-11) Exchange Rate Fluctuation.

**Section III: Certifications**

Bidders must submit the certifications required under Part 5.

### 3.2 Presentation of your Bid

Bidders must make sure to properly complete the Request for Proposal and to demonstrate they meet all mandatory criteria.

Below, a checklist of the contents of your bid. Bidders should review the detailed content of each of the clauses listed below.

Page 1	Bidders must accept PWGSC's Terms and Conditions as mentioned in this Request for Proposal. <ul style="list-style-type: none"> <li>• Include with your proposal, <b>the first sheet</b> of this Request for Proposal properly completed and signed. The Bidder's signature indicates acceptance of the Terms and Conditions set out herein.</li> <li>• Do not add your Terms &amp; Conditions with your bid.</li> </ul>
Page 2	Bidders must submit with their bid, <b>page 2 "Line Item Detail"</b> properly completed.
Page 6	Bidders must submit their bid only to the address indicated in clause <b>2.2 Submission of Bids</b> .
Page 7	As stated in clause <b>2.4 Applicable Laws</b> , bidders may substitute the applicable laws of a Canadian province or territory of their choice in their bid.
Pages 8, 9 and 10	As stated in <b>Part 3, Bid Preparation Instruction</b> , bidders should follow the instructions for the preparation of their bids.
Page 11	Bidders must meet the mandatory requirements described in section <b>4.1.1.1 Mandatory Requirements</b> .
Page 12	As stated in section <b>4.1.1.2 Point-Rated Requirements</b> , bidders should offer products meeting the highest possible point-rated requirements.
Page 15	Bidders must submit with their bid, 229 forms duly completed as per clause <b>5.1 Code of Conduct Certifications - Consent to a Criminal Record Verification</b>
Page 16	Bidders should submit with their bid, clause <b>5.2.1 Federal Contractors Program - over \$25,000 and below \$200,000</b> properly completed.
Page 19	Bidders should submit with their bid, clause <b>6.5.3 Contractor's Representatives</b> properly completed.

## **PART 4 - EVALUATION PROCEDURES AND BASIS OF SELECTION**

### **4.1 Evaluation Procedures**

- (a) Bids will be assessed in accordance with the entire requirement of the bid solicitation including the technical and financial evaluation criteria.
- (b) An evaluation team composed of representatives of Canada will evaluate the bids.

#### **4.1.1 Technical Evaluation at Closing Date**

##### **4.1.1.1 Mandatory Requirements**

Each bid will be reviewed for compliance with the mandatory requirements of the bid solicitation. All elements of the bid solicitation that are mandatory requirements are identified specifically with the words "must" or "mandatory". Bids that do not comply with each and every mandatory requirement will be considered non-responsive and be disqualified.

The mandatory requirements are:

1. Bidders must propose goods meeting all the technical specifications and components required and outlined under the Annex A at the bid closing date. Any bid stating unable to meet any of the technical specifications and components required and outlined in Annex "A" will be declared non-responsive.
2. The maximum funding available for the contract resulting from the bid solicitation is \$40,000.00 (Goods and Services Tax or the Harmonized Sales Tax extra, as appropriate). Bids valued in excess of this amount will be considered non-responsive. This disclosure does not commit Canada to pay the maximum funding available.
3. Bidders must be able to deliver the products within a maximum period of ten (10 weeks). Any bids specifying a delivery time greater than ten (10) weeks, will be declared non-responsive.

#### 4.1.1.2 Point-Rated Requirements

- (a) Each bid will be giving one (1) point by rated technical criteria listed below. Please note that the numbering of the rated technical criteria listed in the table below refers to the numbering of technical specifications and components required of Annex "A".
- (b) Please identify in your bid, which of these rated technical criteria you propose and submit with your bid, complete specifications and descriptive literature of the products offered to prove them.

The rated technical criteria are:

Rated Technicla Criteria				Score
1	Capacity (Pan/tilt):			
	1.1	Load torque	500 lb-ft (677.9 Nm) or more	1
2	Pan/Tilt Positioner:			
	2.1	Pan-Axis Range	420° (± 210°) or more	1
	2.2	Pan-Axis Speed	0.001 - 20°/s at full torque capacity or better	1
	2.4	Tilt-Axis Speed	0.001 - 4°/s at full torque capacity or better	1
	2.5	Minimum incremental move	0.01° or less	1
	2.7	Feedback	optical encoder for pan / tilt axis: 0.01° or less readout	1
3	Communication			
	3.2	RS-232	RS232 control should also be available	1
5	Environnemental			
	5.1	Operating Temperature	-30°C to 55°C (-22°F to 131°F)	1
7	Physique			
	7.1	Weight	175 lbs (79 kg) or less	1
	7.2	Color	White	1
The number of points:				10

#### 4.1.2 Financial Evaluation

The total price of each bid will be established using the following criteria:

- (a) Prices will be evaluated in Canadian Funds including any applicable Taxes and Canadian Customs Duty (if applicable) and excluding the Goods and Services Tax (GST) or Harmonized Sales Tax (HST). For evaluation purposes, bids received in a foreign currency will be converted to Canadian funds using the appropriate rate of exchange using the rate quoted by the Bank of Canada as being in effect on date of bid closing.
- (b) Prices will be evaluated on a DDP, DRDC Valcartier, Québec, Canada.

#### 4.2 Basis of Selection - Lowest Price Per Point

1. To be declared responsive, a bid must:
  - (a) comply with all the requirements of the bid solicitation; and
  - (b) meet all mandatory requirements..
2. Bids not meeting (a) or (b) will be declared non-responsive. Neither the responsive bid that receives the highest number of points nor the one that proposed the lowest price will necessarily be accepted. The responsive bid with the lowest evaluated price per point will be recommended for award of a contract.
3. If more than one bidder is ranked first because of identical overall scores, then the bidder with the best technical score will become the top-ranked bidder.
4. For evaluation purposes, one (1) point will be awarded to each bid meeting the technical specifications and components required in Annex "A" since this is the minimum technical requirements for this need.

The table below shows an example where we would have received six bids:

Bidder	Responsive Bid?	Firm Lor Price	Score (maximum of 11 points)	Result (lowest price per point)	Final Score
AA	yes	\$30,000	5	6,000	4
<del>BB</del>	<del>no</del>	<del>\$32,000</del>			
CC	yes	\$30,000	1	30,000	5*
DD	yes	\$40,000	8	5,000	1**
EE	yes	\$35,000	7	5,000	2
FF	yes	\$40,000	7	5,714	3

\* The CC bid is responsive, but has not proposed rated technical criteria or did not provide full specifications and descriptive literature of the products offered to prove them. One (1) point is awarded only for offering a product that meets all technical specifications and components required in Annex "A".

\*\* The DD bid is the one with the lowest price per point. Even if the result is identical to the FF bid, DD bid is the one that received the highest technical score.

## **PART 5 - CERTIFICATIONS**

Bidders must provide the required certifications to be awarded a contract. Canada will declare a bid non-responsive if the required certifications are not completed and submitted as requested.

Compliance with the certifications bidders provide to Canada is subject to verification by Canada during the bid evaluation period (before award of a contract) and after award of a contract. The Contracting Authority will have the right to ask for additional information to verify the bidders' compliance with the certifications before award of a contract. The bid will be declared non-responsive if any certification made by the Bidder is untrue, whether made knowingly or unknowingly. Failure to comply with the certifications or to comply with the request of the Contracting Authority for additional information will also render the bid non-responsive.

### **5.1 Code of Conduct Certifications - Consent to a Criminal Record Verification**

Bidders must submit with their bid, by the bid solicitation closing date:

- (a) a complete list of names of all individuals who are currently directors of the Bidder;
- (b) a properly completed and signed form Consent to a Criminal Record Verification (PWGSC-TPSGC 229) <http://www.tpsgc-pwgsc.gc.ca/app-acq/forms/229-eng.html>, for each individual named in the list.

## 5.2 Certifications Precedent to Contract Award

The certifications listed below should be completed and submitted with the bid, but may be submitted afterwards. If any of these required certifications is not completed and submitted as requested, the Contracting Authority will so inform the Bidder and provide the Bidder with a time frame within which to meet the requirement. Failure to comply with the request of the Contracting Authority and meet the requirement within that time period will render the bid non-responsive.

### 5.2.1 Federal Contractors Program - over \$25,000 and below \$200,000

Suppliers who are subject to the Federal Contractors Program (FCP) and have been declared ineligible contractors by Human Resources and Skills Development Canada (HRSDC) are no longer eligible to receive federal government contracts over the threshold for solicitation of bids as set out in the Government Contracts Regulations. Suppliers may be declared ineligible contractors either as a result of a finding of non-compliance by HRSDC, or following their voluntary withdrawal from the FCP for a reason other than the reduction of their workforce to less than 100 employees. Any bids from ineligible contractors, including a bid from a joint venture that has a member who is an ineligible contractor, will be declared non-responsive.

The Bidder, or, if the Bidder is a joint venture the member of the joint venture, certifies its status with the FCP, as follows:

The Bidder or the member of the joint venture

- (a) ( ) is not subject to the FCP, having a workforce of less than 100 full-time or part-time permanent employees, and/or temporary employees having worked 12 weeks or more in Canada;
- (b) ( ) is not subject to the FCP, being a regulated employer under the Employment Equity Act, S.C. 1995, c. 44 (<http://laws.justice.gc.ca/en/E-5.401/index.html>);
- (c) ( ) is subject to the requirements of the FCP, having a workforce of 100 or more full-time or part-time permanent employees, and/or temporary employees having worked 12 weeks or more in Canada, but has not previously obtained a certificate number from HRSDC, having not bid on requirements of \$200,000 or more;
- (d) ( ) has not been declared an ineligible contractor by HRSDC, and has a valid certificate number as follows: \_\_\_\_\_.

Further information on the FCP is available on the HRSDC Web site (<http://www.hrsdc.gc.ca/eng/labour/equality/fcp/index.shtml>).



## **PART 6 - RESULTING CONTRACT CLAUSES**

Notice: Numbering will be revised at contract award

The following clauses and conditions apply to and form part of any contract resulting from the bid solicitation.

### **6.1 Security Requirement**

There is no security requirement associated with the requirement.

### **6.2 Requirement**

The Contractor must provide the items detailed under the "Line Item Detail" on page 2.

### **6.3 Standard Clauses and Conditions**

All clauses and conditions identified in the Contract by number, date and title are set out in the Standard Acquisition Clauses and Conditions Manual (<http://ccua-sacc.tpsgc-pwgsc.gc.ca/pub/acho-eng.jsp>) issued by Public Works and Government Services Canada.

#### **6.3.1 General Conditions**

2010A (2012-07-11), General Conditions - Goods (Medium Complexity), apply to and form part of the Contract.

### **6.4 Term of Contract**

#### **6.4.1 Delivery Period**

All deliverables must be received no later than ten (10) weeks or less from the date of contract award (the delay will be adjusted by PWGSC at contract award as per the delivery time proposed by the Bidder).

## 6.5 Authorities

### 6.5.1 Contracting Authority - PWGSC

The Contracting Authority for the Contract is:

Marial Tremblay - Supply Specialist

Postal Address: Public Works and  
Government Services Canada  
CFB Bagotville, PO Box 380  
Building 71, Room 115  
Alouette, Quebec, G0V 1A0, Canada

Telephone: (418) 677-4000, Ext.: 4159

Facsimile: (418) 677-3288

E-mail address: marial.tremblay@pwgsc.gc.ca

The Contracting Authority is responsible for the management of the Contract and any changes to the Contract must be authorized in writing by the Contracting Authority. The Contractor must not perform work in excess of or outside the scope of the Contract based on verbal or written requests or instructions from anybody other than the Contracting Authority.

### 6.5.2 Contacts with the Client - DRDC

#### (a) Contract Manager - NRC

The Contract Manager is responsible for the managing of this contract for DRDC (Client), to answer all requests from the technical authority and proceed invoices and payments.

(Client Contact to be specify in the Contract by PWGSC)

Name:

Address:

Tel.:

Fax:

E-mail :

---

(b) Technical Authority - DRDC

The Technical Authority for DRDC is :

(to be completed at contract award by PWGSC)

Name:

Address:

Tel.:

Fax:

E-mail:

The Technical Authority is the representative of the department or agency for whom the Work is being carried out under the Contract and is responsible for all matters related to technical content of the Work under the Contract. Technical matters may be discussed with the Technical Authority, however the Technical Authority has no authority to authorize changes to the scope of the Work. Changes to the scope of the Work can only be made through a contract amendment issued by the Contracting Authority.

### 6.5.3 Contractor's Representatives

Name and telephone number of the person responsible for :

(a) Contract Manager:

Name:

Title:

Telephone No.:

Facsimile No.:

E-mail Address:

(b) Delivery follow-up:

Name:

Title:

Telephone No.:

Facsimile No.:

E-mail Address:

## 6.6 Payment

### 6.6.1 Basis of Payment - Firm Lot Price

In consideration of the Contractor satisfactorily completing all of its obligations under the Contract, the Contractor will be paid the firm lot price, as specified under the "Line Item Detail" on page 2. Customs duties are included, and Goods and Services Tax or Harmonized Sales Tax is extra, if applicable.

Canada will not pay the Contractor for any design changes, modifications or interpretations of the Work, unless they have been approved, in writing, by the Contracting Authority before their incorporation into the Work.

### 6.6.2 SACC Manual Clauses

Number	Date	Title
C2000C	2007-11-30	Taxes - Foreign-based Contractor
H1000C	2008-05-12	Single Payment

## 6.7 Invoicing Instructions

1. The Contractor must submit invoices in accordance with the section entitled "Invoice Submission" of the general conditions. Invoices cannot be submitted until all work identified in the invoice is completed.

2. Invoices must be distributed as follows:

The original and one (1) copy must be forwarded to the address shown on page 1 of the Contract for certification and payment.

## 6.8 Certifications

Compliance with the certifications provided by the Contractor in its bid is a condition of the Contract and subject to verification by Canada during the entire contract period. If the Contractor does not comply with any certification or it is determined that any certification made by the Contractor in its bid is untrue, whether made knowingly or unknowingly, Canada has the right, pursuant to the default provision of the Contract, to terminate the Contract for default.

## 6.9 Applicable Laws

The Contract must be interpreted and governed, and the relations between the parties determined, by the laws in force in the province of Quebec.

## 6.10 Priority of Documents

If there is a discrepancy between the wording of any documents that appear on the list, the wording of the document that first appears on the list has priority over the wording of any document that subsequently appears on the list.

- (a) the Articles of Agreement;
- (b) 2010A (2012-07-11), General Conditions - Goods (Medium Complexity); and
- (c) the Contractor's bid dated \_\_\_\_\_, as amended \_\_\_\_\_ (to be completed at contract award by PWGSC).

## 6.11 SACC Manual Clauses

Number	Date	Title
A9006C	2012-07-11	Defence Contract
B1501C	2006-06-16	Electrical Equipment

## 6.12 Shipping Instructions - Delivery at Destination

Goods must be consigned to the destination specified in the Contract and delivered Delivered Duty Paid (DDP) "Defence R&D Canada (DRDC) - Valcartier, Québec, Quebec, Canada" Incoterms 2000 for shipments from a commercial contractor.

## ANNEX " A " - REQUIREMENT

### A.1 Requirement

1. To supply one (1) rugged pan & tilt positioner according to the technical specifications and components required in this annex.
2. The contract includes provision of the positioner (including all components necessary for its operation), technical documentation, and delivery to Defence R&D Canada (DRDC) - Valcartier, Quebec, Quebec, Canada.

#### A.1.1 Technical Specifications and Components Required

- (a) The specifications and components listed in the table below are, first and foremost, the minimum requirements and do not constitute an exhaustive list.
- (b) Any specifications and components required for operation of the equipment and not described in the table below (for example, any software required to operate the equipment) are an integral part of this annex and their cost is included in the firm lot price for the positioner.

Technical Specifications and Components Required			
1	Capacity (Pan/tilt)		
	1.1	Load torque	400 lb-ft (542.3 Nm) or more
2	Pan/Tilt Positioner		
	2.1	Pan-Axis Range	360° (± 180°) or more
	2.2	Pan-Axis Speed	0.01 - 10°/s at full torque capacity or better
	2.3	Tilt-Axis Range	180° (± 90°)
	2.4	Tilt-Axis Speed	0.01 - 2°/s at full torque capacity or better
	2.5	Minimum incremental move	0.05° or less
	2.6	Rotation Limits	Adjustable hard and soft limits on both axes
	2.7	Feedback	optical encoder for pan / tilt axis: 0.05° or less readout
	2.8	Repeatability	Pan/Tilt +/- 0.1°

Technical Specifications and Components Required		
3	<b>Communication</b>	
	3.1 Ethernet	The Pan & Tilt positioner must be fully controlled via a single Ethernet link
4	<b>Power supply</b>	
	4.1	The pan and tilt must be powered from 120 VAC/60 Hz, or a power supply with a 120 VAC/60Hz input must be provided.
5	<b>Environmental</b>	
	5.1 Operating Temperature	-20°C to 40°C or better (-4°F to 104°F)
	5.2 Protection	Must meets IP66/67 Standards (Dust tight and waterproof).
6	<b>Communication to Sensors (to payload)</b>	
	6.1	Payload pass through connectivity from base connector supplying GigE Ethernet (CAT-6 - 10/100/1000 Base-T Ethernet), video coax (75 ohm
7	<b>Physical</b>	
	7.1 Weight	225 lbs (102 kg) or less
8	<b>Software</b>	
	8.1 Control	Software to control the Pan & Tilt positioner via Ethernet must be provided.
	8.2 Protocol	Communication protocol to control the Pan & Tilt positioner with a custom software must be provided.
9	<b>Technical Documentation to be provided with the equipment at delivery</b>	
	9.1	<p>User manual or other document including:</p> <ul style="list-style-type: none"> <li>• Information on configuring and starting the equipment;</li> <li>• Cable Schematic;</li> <li>• Technical specifications of the equipment.</li> </ul> <p>Documentation can be provided in paper or electronic format.</p>