

RETURN BIDS TO:
RETOURNER LES SOUMISSIONS À:
Bid Receiving - PWGSC / Réception des
soumissions – TPSGC
11 Laurier St. / 11, rue Laurier
Place du Portage, Phase III
Core 0A1 / Noyau 0A1
Gatineau
Québec
K1A 0S5
Bid Fax: (819) 997-9776

LETTER OF INTEREST
LETTRE D'INTÉRÊT

Comments - Commentaires

Vendor/Firm Name and Address
Raison sociale et adresse du
fournisseur/de l'entrepreneur

Issuing Office - Bureau de distribution
Civilian Aircraft Division/Division des Avions Civils
Portage III 8C1 - 50
11 Laurier St./11 rue Laurier
Gatineau
Québec
K1A 0S5

Title - Sujet HELICOPTER PROJECT (DFO)	
Solicitation No. - N° de l'invitation F7013-120014/A	Date 2012-08-17
Client Reference No. - N° de référence du client F7013-120014	GETS Ref. No. - N° de réf. de SEAG PW-\$CAG-003-23085
File No. - N° de dossier 003cag.F7013-120014	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2012-08-30	
Time Zone Fuseau horaire Eastern Daylight Saving Time EDT	
F.O.B. - F.A.B. Plant-Usine: <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: MacNeil, Michael	Buyer Id - Id de l'acheteur 003cag
Telephone No. - N° de téléphone (819) 956-0078 ()	FAX No. - N° de FAX (819) 997-0437
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction: DEPARTMENT OF FISHERIES AND OCEANS CCG/VESSEL PROCURE/HELICOPTER PROJ 200 ELGIN ST OTTAWA Ontario K2P1L5 Canada	

Instructions: See Herein

Instructions: Voir aux présentes

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

CANADIAN COAST GUARD HELICOPTER PROJECT CONSULTATIVE PROCESS

LETTER OF INTEREST

Reference: F7013-120014

August 17, 2012

This Project is part of the *Long-Term Investment Strategy for the Canadian Coast Guard Fleet*.

Under this project Canada plans to renew the Canadian Coast Guard's (CCG's) existing fleet of helicopters with up to twenty-four (24) new helicopters as well as flight simulator(s). CCG will procure potentially two or three different types of helicopters, based on program requirements and the implementation of the Fleet Renewal Plan.

Long-term planning for the CCG vessel and helicopter fleet is accomplished through the Fleet Renewal Plan. The Fleet Renewal Plan is an investment strategy that outlines the appropriate number, classes and mix of vessels and helicopters needed over 30 years to maintain current programs and services.

In order to ensure a successful procurement for the provision of helicopters and simulator(s), Canada will engage industry in a consultative process as the first step in this procurement. The consultative process includes an Industry Engagement Session followed by One-on-One Sessions, a Draft RFP and Third Party Consultations. Suppliers interested in participating in the consultative process are invited to attend these sessions. The topics of discussion will include the CCG's requirements, the proposed selection criteria and the procurement process.

The purpose of the sessions is to obtain feedback from industry prior to the issuance of the draft Request For Proposals (RFP), expected this fall. Following the Industry Engagement Session, One-on-One Sessions will be held with suppliers individually.

Consultative Process

All helicopter and flight simulator suppliers will be welcome. To participate in One-on-One Sessions, Industry must first sign and agree to the Industry Engagement Agreement (attached as Annex B). Industry is encouraged to provide written comments and recommendations on the proposed topics for discussion as well as any additional topics industry may wish to discuss.

All industry consultations will be documented and this information is subject to the Access to Information Act. Canada shall not reveal any designated proprietary information to third parties.

Industry Engagement Session

The purpose of the Industry Engagement Session is to provide industry with general information on the CCG helicopters procurement project, the consultative process and to obtain comments from industry.

One-on-One Sessions

Following sign-off by industry of the Engagement Agreement, Canada will meet with industry participants individually to listen to their concerns, recommendations and solutions. On completion of the One-on-One Sessions Canada will analyze and summarize industry input, identify topics that need to be addressed and revise solicitation document(s), if applicable.

Draft RFP

A draft RFP will be made available on the Government Electronic Tendering Service (GETS/MERX) for a comment prior to release of the RFP on GETS.

Third Party Consultation

Third parties such as Industry Associations will be consulted on an as-and-when required basis to discuss industry issues and recommendations on industry standard practices.

Registration

Participants wishing to attend the sessions are to register by notifying the PWGSC Point of Contact, identified herein, no later than August 24, 2012. Participants must identify themselves by their legal name, corporate address, the names of representatives attending by their respective title as well as their office address, telephone number(s) and e-mail address. By providing the above information, the suppliers consent to the release of this information to the public.

Please note that:

- (1) The invitation is extended to interested helicopter and flight simulator suppliers only. Due to space considerations each interested supplier may register up to four (4) representatives to attend the sessions.
- (2) Only pre-registered individuals will be admitted. There will be no registration at the door. All attendees will be required to sign-in upon arrival to the venue, and their names will be published after the event.

-
- (3) Interested suppliers are encouraged to submit questions, comments and suggested topics for discussion at the Industry Engagement Session and One-on-One Sessions to the Contracting Authority prior to August 27, 2012.
 - (4) The presentations made by the Government of Canada, responses to questions and the list of attendees will be published in the public domain after the Industry Engagement Session.
 - (5) Information exchanged during the One-on-One Sessions will not be published in the public domain after the One-on-One Sessions.
 - (6) Attendees are responsible for their own transportation, accommodation, meals parking and all other expenses.
 - (7) Participation in the Consultative Process is not a mandatory requirement for submitting bid(s) once the final RFP is issued.
 - (8) Media cannot participate in the Consultative Process.
 - (9) No electronic recordings, audio or visual, will be permitted during the sessions.
 - (10) The Letter of Interest (LOI) document is not a bid solicitation and a contract will not result from it.
 - (11) The Statement of Operational Work (SOW) is currently being developed and is subject to change based on the evolution of the requirement, which may be as a result of information provided by industry.
 - (12) Potential respondents are advised that any information submitted to Canada in response to this LOI may be used by Canada in the development of a competitive Request For Proposal.
 - (13) The issuance of this LOI does not create an obligation for Canada to issue a subsequent RFP and does not bind Canada legally or otherwise, to enter into any agreement or to accept or reject any suggestions.
 - (14) Canada assumes no responsibility or obligation with respect to the cost of preparing a response to this LOI.
 - (15) Participation in this LOI is not a condition or prerequisite for participation in any eventual RFP. As a result of this LOI there will be no listing of firms for the purposes of undertaking future work.

Session Details:

The particulars of the **Industry Engagement Session** are as follows:

Date: Tuesday, September 4, 2012

Time: 0900-1200 (building will be open at 0830)

Location: Place du Portage, Phase 4, Pontiac Room
11 Laurier Street
Gatineau, QC

Security: Presentations will be unclassified

Admission: Pre-registration by August 27, 2012.

The particulars of the **One-on-One Sessions** are as follows:

Date: September 5, 6 and 7, 2012

Time: Two-hour time slots will be scheduled from 0900 to 1500 daily; first come first serve basis

Location: Conference room #9, located in the same venue as the Pontiac Room.

Security: Presentations will be unclassified

Admission: Pre-registration is required.

Point of Contact:

Todd McCabe
Public Works and Government Services Canada
Place du Portage, Phase 3, 8C1
11 Laurier Street
Gatineau, QC K1A 0S5
E-Mail: todd.mccabe@pwgsc-tpsgc.gc.ca
819-956-1557

Attached Documents

Solicitation No. - N° de l'invitation

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F7013-120014

Annex A - Canadian Coast Guard Helicopter Project Information

Annex B - Engagement Agreement

Annex C - Proposed Discussion Topics

ANNEX A

Canadian Coast Guard Helicopter Project Information

Separate Request For Proposals (RFPs) may be issued on the Government Electronic Tendering System (GETS) for:

- a. the light-lift helicopters;
- b. the medium-lift helicopters;
- c. the flight simulator(s), and
- d. the polar helicopters.

The selection process for the light-lift helicopter, the medium-lift helicopters and the flight simulator(s) will entail the following sequence of activities. An RFP for the Polar helicopters will be addressed through a similar industry engagement process at a later date yet to be announced.

Industry Engagement Session: The PWGSC Assistant Deputy Minister (ADM) Acquisitions and the Canadian Coast Guard (CCG) Commissioner will set out Canada's expectations to the suppliers interested in providing helicopters and flight simulator(s) to the CCG.

An advance draft copy of the CCG mission profiles will be provided to the interested suppliers who have completed and signed the Engagement Agreement.

The Industry Engagement Session and One-on-One Sessions will offer participating suppliers the opportunity to provide recommendations for consideration in finalizing the RFP.

Upon completion of the consultative process, a draft RFP(s) will be published on GETS.

Currently the RFPs for the light-lift helicopters and the flight simulator(s) should be released in late 2012. Another RFP for the medium-lift helicopters should be released in 2013.

Documents may be submitted in either official language of Canada.

Scope

CCG's helicopters are national assets assigned to the CCG's regions. They support a number of CCG programs such as Aids to Navigation, Icebreaking services, Marine Communication Traffic Services, Search and Rescue and Environmental Response, as well as the programs of the Department of Fisheries and Oceans and other government departments. These helicopters support activities such as ice reconnaissance; maintenance and construction of aids to navigation and telecommunications equipment; personnel and cargo transfer between ship and shore; and support to science and fisheries enforcement. The helicopters operate in all areas of Canada,

including the East and West Coasts, the Arctic, Great Lakes and St Lawrence Seaway as well as inland waters and Canada's north.

The goal of the project is to acquire up to twenty-four 24 helicopters (up to 16 light-lift, up to 6 medium-lift and up to 2 polar), possibly of different types, over the next five years with deliveries beginning in 2013 through 2018. CCG anticipates that the new helicopters will yield increased operational and maintenance efficiencies and will have a operational service life of up to twenty-five (25) years.

CCG envisions that the new helicopters will have the following key characteristics:

- a. Twin engines and blade folding ability;
- b. Shall be proven to hold type certification in compliance with Canadian Aviation Regulations at the time of bid submission;
- c. Ability to fly in reduced visibility requiring Instrument Flight Rules (IFR) capability;
- d. Shall be certified for Night Vision Imaging System (NVIS);
- e. Capacity to fly safely with only one engine;
- f. Capacity for over-water flying, including emergency floats and appropriate equipment;
- g. Cargo capacity to enable the construction and maintenance of CCG shore-based assets (e.g. aids to navigation, telecommunications, traffic services) in areas difficult to access by other means;
- h. Capacity to sling loads (e.g. during construction and maintenance of CCG shore-based assets), and
- i. Ability to land on snow and rough terrain.

The missions of the CCG helicopter fleet include the following two examples. Additional mission profiles will be made available to participants at the Industry Engagement Session.

(1) Shore-based asset support: Some helicopters fly to remote sites in Canada to support construction and maintenance of CCG's communication and aids to navigation infrastructure. These helicopters are expected to have a minimum autonomy range of at least 300 nautical miles (approximately 555.6 km).

(2) Vessel support: Some helicopters require the ability to land and be hangared on CCG vessels. New helicopters must not exceed current deck loads of 11000lbs (5000kg) or require deck modifications to CCG vessels. Currently CCG operates two types of helicopters for vessel support:

- a. Light-lift helicopters
 - Seating capacity of at least four (4) passengers plus crew
 - Hangared on CCG vessels
 - Rear door cargo entry.
- b. Medium-lift helicopters

-
- Seating capacity of at least nine (9) passengers plus crew
 - Ability to land on CCG vessels, and

CCG has an additional requirement for helicopters assigned to the new CCG icebreaker, CCGS John G. Diefenbaker. These helicopters will have capabilities specific for the Arctic winter conditions, including:

- Seating capacity of at least 14 passengers plus crew
- Autonomy range of approximately 926 km (500 nautical miles)
- The ability to land and be hangared aboard Coast Guard's Polar Icebreaker
- The ability to fly in icing conditions.

Canada is open to discussions regarding the number of types of helicopters that will be required to fulfill these missions.

The CCG also intends to acquire at least one of Flight Simulator for the light-lift helicopter as part of this project.

Industrial and Regional Benefit Requirement

Canada's Industrial and Regional Benefits (IRB) Policy will be a mandatory element of the CCG Helicopter Project, with the bidder committing to achieve IRB valued at 100% of the contract value. Additional requirements will include a Company Business Plan, IRB Management Plan, Regional Development Plan and a Small and Medium Size Business (SMB) Plan, and a minimum of 15% in SMB related IRB Transactions. The Enhanced Priority Technology List (EPTL) will not apply to this procurement. The IRB Policy is administered by Industry Canada, with assistance from the Regional Development Agencies. Detailed IRB requirements and instructions will be issued with any RFP. To obtain information about Canada's IRB Policy, visit www.ic.gc.ca/irb.

The release of the Letter of Interest (LOI) of August 17, 2012 officially began the Achievement Period for the CCG Helicopter Project

Canada reserves the right to request minimum Direct IRB levels on the CCG Helicopter contract.

Any Direct IRB requirement will be subject to the Government's new Global Value Chain (GVC) equivalency policy, as announced by the Government in September 2009. GVC equivalency will permit contractors to meet the Direct IRB requirement through either direct activity on Canada's equipment and/or service requirements, as well as through direct-equivalent activity within a bidder's global portfolio of business activities related to similar equipment and/or service arrangements.

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003cagF7013-120014

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F7013-120014

Any requirement for Direct IRB will be expressed in the form of a percentage of the total contract value; specific transactions or activity types under the Direct IRB requirement will not be requested at this time.

Any Direct IRB requirement will be based in part on the following considerations: LOI response by respondents and assessment of industry capabilities, both domestic and international.

Any Direct IRB requirement will be adjusted to take into account any and all operational requirements that are, as part of the RFP, requested to remain in Canada due to operational imperatives.

IRB Sample Templates

On the following page is a suggested sample template to assist respondents in providing the requested IRB information.

Sourcing

This requirement falls under the National Security Exception (NSE). This requirement is therefore excluded from the World Trade Organization and Agreement on Government Procurement (WTO-AGP), North American Free Trade Agreement (NAFTA) and Agreement on Internal Trade (AIT), but remains governed by the Government Contract Regulations.

The requirement is also not subject to the Comprehensive Land Claim Agreements (CLCA) as the helicopters will be delivered outside the Land Claims areas.

The Canadian Content Policy is not applicable to this procurement since it is subject to Industrial and Regional Benefits policy.

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F7013-120014/A

Client Ref. No. - N° de réf. du client

F7013-120014

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003cagF7013-120014

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IRB SAMPLE TEMPLATE

CCG Helicopter Project

Description of Activity	Current Cdn Content of bidder's equipment (% of the price) - Para 8-1 of annex C	Planned Cdn Content of CCG Helicopter project equipment offering to Canada (% of the bid price) - Para 8-2 of Annex C	Respondent's Comments
Engineering Development and Testing			
Parts/component manufacture			
System Integration			
Production/Assembly of the Equipment or Systems			
Infrastructure			
Other activities as proposed by the Respondent			
Total			

ANNEX B

Industry Consultative Process

Engagement Agreement

An overriding principle of the industry consultation is that it be conducted with the utmost fairness and equity between all parties. No one person or organization shall receive nor be perceived to have received any unusual or unfair advantage over the others.

This Engagement Agreement will apply beginning with the signing of this Engagement Agreement and concluding with the release of the Request for Proposal (RFP) on the Government Electronic Tendering Service (GETS).

All documentation provided by Canada throughout the Industry Consultative Process will be provided to all participants who have agreed to and signed this Engagement Agreement.

The Industry Consultative Process will consist of Industry Engagement Sessions and any other processes deemed necessary by the Contracting Authority.

The Industry Consultative Process will begin with an Industry Engagement Session, hosted by Public Works and Government Services (PWGSC) and Canadian Coast Guard (CCG), and attended by vendors. An agenda with discussion topics and any available supporting documentation will be provided on GETS in advance of Industry Engagement Session.

Following Industry Engagement Session, One-on-One Sessions will be scheduled with individual vendors in order to maximize the benefits of the Consultative Process. Canada will endeavor to solicit comments from Participants on various issues raised. Any solutions, ideas or issues raised during the One-on-One Sessions will be first analyzed for further consideration by Canada. A Record of Discussion following each One-on-One session will be distributed to all Participants of that session.

Should the Contracting Authority believe the need for further input from the participants is necessary, follow-on sessions with all participants will be considered.

Following Industry Engagement Session, One-on-One session and (if necessary) follow-on sessions a draft-RFP(s) will be made available to industry for comment.

Canada will not disclose proprietary or commercially sensitive information concerning a participant to other participants or third parties, except and only to the extent required by law.

Terms and Conditions:

The following terms and conditions apply to the Consultative Process. In order to encourage open dialogue, Participants agree to the following:

- Participants are expected to discuss their views concerning the CCG Helicopter Project and to provide positive resolutions to the issues in question. Everyone shall have equal opportunity to share their ideas and suggestions;
- All media questions shall be directed to PWGSC Media Relations Office at 819-956-2307;
- Participants are to direct inquiries and comments only to the Contracting Authority.
- Media cannot participate in the Industry Consultative Process;
- Canada is not obligated to issue any RFP, or to negotiate any contract for purchase of any new helicopter(s) or simulator(s) as a result of this Consultative Process;
- If Canada does release a RFP, the terms and conditions of the RFP shall be at the sole discretion of Canada;
- Canada will not reimburse any person or entity for any cost incurred in participating in this industry consultative process;
- Not participating in this consultative process will not preclude a bidder from submitting a proposal(s);
- Failure to agree to and sign the Engagement Agreement will result in the exclusion from participation in the One-on-One Sessions and any further information on this consultative process.
- It is requested that the name, phone number and e-mail address of the company's Point of Contact be provided with this signed agreement.

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003cagF7013-120014

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F7013-120014

Industry Engagement Agreement:

Attendance at the One-on-One Sessions shall be conditional on the formal acceptance of this Industry Engagement Agreement. A duly authorized officer of the company shall sign this Industry Engagement Agreement in this regard.

Name of Company: _____

Name of individual: _____

Signature: _____

Date: _____

Point of Contact

Name: _____

Phone number: _____

Email address: _____

ANNEX C

Header Information in Company's format

Canadian Coast Guard Helicopter Project

**Industry Engagement
Proposed Discussion Topics
DATE
Company ABC Response**

This template is being provided to assist Industry and Canada to prepare for One-on-One Meetings and to facilitate the consultative process. Your written response to the following proposed discussion topics and questions and additional topics are encouraged but optional.

On this title page, please provide:

Company Information (Company Name, Address, Web address, etc.)

Contact Information (Name, Title, Phone, E-mail Address)

Document Protection Level (Optional)

Header Information in Company's format

Footer Information in Company's format Page X of X

The intent of this document is to present possible topics for discussion to promote open dialogue while working in consultation and collaboration with Industry in identifying how they propose to meet Canadian Coast Guard's (CCG) helicopter requirements. This collection of topics is by no means exhaustive and Canada encourages participants to bring forward any other key issues that they consider to be relevant.

Consideration of and responses to this document will play an important role in this consultative process by fostering open discussion.

Initiatives that fall within the scope of CCG Helicopters are encouraged and are open to discussion during the Working Group sessions

Instructions:

- This document template is intended to provide guidance to Industry in preparing for the CCG Helicopters Industry Engagement Session Information Session, One-on-One meetings and their discussion papers. It is not expected that all questions will elicit a response; neither should submissions be constrained by the questions or topics of discussion.
- Use the written format of your choice, but keep the same section numbering to facilitate Canada's analysis of all responses.
- The number of pages of your response is not limited. However it is requested they not exceed 30 pages single sided standard business format.
- Written responses are to be provided electronically in MS Word or PDF format.

Section 1: Executive Summary

- 1-1 Describe if you are an Original Equipment Manufacturer or a potential supplier/distributor.
- 1-2 Outline your interest in the CCG Helicopter project.
- 1-3 What products are you currently providing that are similar to CCG's helicopter requirements?
- 1-4 Insert your key conclusions and recommendations. Two pages maximum - use the other sections to provide details

Section 2: Capability Offering

- 2-1 Provide recommendations on how Canada should address landing gear configuration for rough terrain, snow and flight decks?
- 2-2 Taking into consideration such factors as Canada's Environmental Policy, fuel consumption, safety, cost and availability of parts; what would you consider to be a reasonable evaluation in this respect?
- 2-3 Provide recommendations on how Canada should address and evaluate the plan that would be implemented to prove the dimensional requirements that the helicopters "fit" in the vessel's hangers?.
- 2-4 Provide recommendations on what methods could be used to address the need for "vertical reference" for slinging missions?
- 2-5 Provide recommendations on what methods could be used to address short and long term simulator training.
- 2-6 What capabilities and technical requirements do you feel Canada requires in order to achieve the requirements identified?
- 2-7 How do you propose that Canada evaluate the aircraft technical requirements?
- 2-8 What elements would you consider to be mandatory for the Statement of Work and what elements should be mandatory for evaluation purposes?

Section 3: Performance Measurement

- 3-1 Describe what performance measure criteria you would include in your proposed strategy to assure CCG helicopters will be available when needed. For example, criteria such as aircraft availability, aircraft Flying Hours (FH), Yearly Flying Rate (YFR), aircraft schedule reliability, mission success and others could be considered.
- 3-2 What measures would be reasonable for Canada to take in instances where what was asked cannot be delivered?

Section 4: Transition Approach

- 4-1 What issues would you consider essential in providing the continuity for the transition period?

Section 5: Service Delivery Solutions

- 5-1 Where do you see the potential for providing improved performance standards?
- 5-2 Are there any particular areas of flexibility/relaxation of constraints to meet the proposed delivery schedule? Are there particular external factors impacting on the ability to make deliveries?
- 5-3 What would be a reasonable delivery schedule?

Section 6: Contract Terms

- 6-1 For evaluation purposes, Canada is considering "lowest price compliant bidder". Under this approach, Bidders would be requested at the RFP stage to proposed firm prices for several helicopter options, including number of helicopters (i.e. quantity of 12-13-14-15 and 16 helicopters), plus mission kits and a cockpit for the simulator. The proposed approach would form the basis of the price evaluation and would subsequently be incorporated into the resulting contract with the successful bidder.
- 6-2 Please provide any comments on this approach.
- 6-3 Additionally, please provide any suggestions that would allow for effective pricing strategy on this requirement.
- 6-4 Please provide your recommendations for options on additional aircraft after contract award.

Section 7: Risks and Benefits

- 7-1 Identify any potential risks and benefits to Canada. Include any mitigation strategies you would deem necessary in order for your proposed solution to be viable.

Section 8: Industrial and Regional Benefits Policy

-
- 8-1 Respondents are requested to provide information regarding the Canadian content currently included in the equipment, expressed as a percentage of the equipment price. Respondents are requested to provide this input (within a reasonable level of assurance), broken down in categories such as, but not limited to:
- Engineering Development and Testing;
 - Parts/component manufacture;
 - System Integration;
 - Production/Assembly of the equipment or systems;
 - Infrastructure; and
 - Other activities as proposed by the Respondent.
- 8-2 Respondents are requested to provide information regarding the Canadian content planned to be proposed to Canada for the equipment, expressed as a percentage of the estimated acquisition contract bid price (within a reasonable level of assurance), broken down in categories such as, but not limited to:
- Engineering Development and Testing;
 - Parts/component manufacture;
 - System Integration;
 - Production/Assembly of the Equipment or Systems;
 - Infrastructure; and
 - Other activities as proposed by the Respondent.
- 8-3 Respondents are encouraged to explain any assumptions used in the development of the information provided in response to paragraphs 8-1 and 8-2.
- 8-4 A suggested sample template is provided (see Annex B) in order to assist respondents in providing the information requested in paragraphs 8-1 and 8-2.

Section 9: Other Comments

- 9-1 Indicate any other areas of concern that Canada may be interested/concerned with that would aid in providing a recommendation for improvement.
- 9-2 Are there any other key issues that you consider relevant?