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Ship Refits and Conversions / Radoubss et
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11 Laurier St. / 11, rue Laurier
6C2, Place du Portage
Gatineau, Québec K1A 0S5

SOLICITATION AMENDMENT
MODIFICATION DE L'INVITATION

The referenced document is hereby revised; unless otherwise indicated, all other terms and conditions of the Solicitation remain the same.

Ce document est par la présente révisé; sauf indication contraire, les modalités de l'invitation demeurent les mêmes.

Comments - Commentaires
LETTER OF INTEREST

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

Issuing Office - Bureau de distribution
Ship Refits and Conversions / Radoubss et
modifications de navires and / et
11 Laurier St. / 11, rue Laurier
6C2, Place du Portage
Gatineau, Québec K1A 0S5

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|---|--|
| Title - Sujet PROCUREMENT OUTLOOK CONFERENCE 2013 | |
| Solicitation No. - N° de l'invitation EN558-14LOI1/A | Amendment No. - N° modif. 001 |
| Client Reference No. - N° de référence du client EN558-14LOI1 | Date 2013-05-24 |
| GETS Reference No. - N° de référence de SEAG PW-\$\$MD-025-23766 | |
| File No. - N° de dossier 025md.EN558-14LOI1 | CCC No./N° CCC - FMS No./N° VME |
| Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2013-06-12 | |
| Time Zone Fuseau horaire Eastern Daylight Saving Time EDT | |
| F.O.B. - F.A.B. Specified Herein - Précisé dans les présentes Plant-Usine: <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input checked="" type="checkbox"/> | |
| Address Enquiries to: - Adresser toutes questions à: Dufour(025md), Erin | Buyer Id - Id de l'acheteur 025md |
| Telephone No. - N° de téléphone (819) 956-8292 () | FAX No. - N° de FAX (819) 956-0897 |
| Destination - of Goods, Services, and Construction: Destination - des biens, services et construction: SEE HEREIN | |

Instructions: See Herein

Instructions: Voir aux présentes

| | |
|--|--|
| Delivery Required - Livraison exigée | 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 |

This amendment to the letter of interest is raised to provide the draft agenda items and the Marine Systems lessons learned.

Draft Agenda Items

1. Introduction - PWGSC
2. Welcome - TBD
3. Peter Cairns, Canadian Shipbuilding Association.
4. Lessons Learned - Mark Seely
 - review results from earlier engagements per the summary below.
5. New Vessels less than 1000 tonnes at CCG - Robb Wight
 - overview of the new ship requirements planned in CCG.
6. Vessel Life Extensions at CCG - Michel Cecire
 - overview of the life extensions planned in CCG.
7. Latest from other departments - Stan Ouimet
 - brief overview of procurements underway or planned in these departments.
8. Question and Answer - Mark Seely et al
 - open forum for questions, comments.

Marine Systems Lessons Learned

1. Budget
 - Fair for work and risk
 - Contingency should be provided for Risk (15%)
 - For Innovative requirements, Management Reserve for evolution
 - Validate prior to solicitation
2. Approach
 - For Innovative requirements, provide adequate focus on System Development Methodology and Change Control Procedure.
 - Basis of payment
 - Mature proven technology - Firm Price
 - Innovation - Flexible Basis of Payment
 - Avoid Build to Budget on innovative procurements (Level 3)
 - Avoid Enterprise Solutions on Marine procurements (Level 4)

- Fair Risk Share

- Mature proven technology - Design Then Build
- Innovation - Design and Build, gating, early down select.

3. Specification

- Avoid excessive mandatories
- Avoid conflict between functional, performance and design obligations
- Extra caution in applying "proven design" vs. performance obligations
- Validate prior to solicitation

4. Schedule

- Reasonable and practical
- Omnibus requirements to be resource levelled, avoid gaps to enable continuity
- Validate prior to solicitation

5. Method of Payment

- Reasonably aligned with costs incurred

6. Price Adjustment

- EPA To be applied on projects of greater than three years duration
- FEA to be applied where greater than 40% foreign content

7. Liability

- Use standard models where applicable for Limitation of Liability
- Liquidated Damages applied only on mature proven technology (Level 2)

8. Qualification

- Ensure adequate proven track record on engineering, financial, facility, insurance.

9. Process Simplification

- Consider streaming procurements based on complexity.