

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

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

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

Issuing Office - Bureau de distribution
Land Projects and Communication System Support
Division/Div des projets terrestres et support de
systèmes de communication
11 Laurier St. / 11, rue Laurier
8C2, Place du Portage, Phase III
Gatineau
Québec
K1A 0S5

Title - Sujet Integrated Soldier System Project	
Solicitation No. - N° de l'invitation W8476-112965/A	Amendment No. - N° modif. 004
Client Reference No. - N° de référence du client W8476-112965	Date 2012-03-13
GETS Reference No. - N° de référence de SEAG PW-\$\$RA-004-22437	
File No. - N° de dossier 004ra.W8476-112965	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2012-05-28	Time Zone Fuseau horaire Eastern Daylight Saving Time EDT
F.O.B. - F.A.B. Plant-Usine: <input type="checkbox"/> Destination: <input checked="" type="checkbox"/> Other-Autre: <input type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: Hébert, Marc-André	Buyer Id - Id de l'acheteur 004ra
Telephone No. - N° de téléphone (819) 956-0194 ()	FAX No. - N° de FAX () -
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction:	

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 Request For Proposal (RFP) amendment 004 is to amend the RFP, distribute responses to inquiries and other communications so far submitted to Public Works and Government Services Canada (PWGSC) Contracting Authority and distribute the Presentation Documents presented at the Bidders' Conference which took place at the Salaberry Armoury/Le Régiment de Hull(RCAC) located at 188 Boulevard Alexandre-Taché, Gatineau, Québec, Canada , J8Y 3L5 on March 7, 2012.

Questions and Answers:

- Q8.** Reconstitution of systems for the purpose of re-charging batteries. What facilities are available and what access do we have to the system?
- A8.** DND takes custody once the systems are delivered and audited. Any movement of systems from this point forward is tracked and controlled by the Performance Evaluation (PE) quartermaster. The system can be signed out by the bidder for several hours daily in order to charge batteries so long as this does not interfere with the conduct of UAPE. During the UAPE block meetings, bidders must discuss timings with the PE quartermaster for battery charging and system maintenance.
- Q9.** Can the Proposal Manager speak to the ISSP PCO directly if they are having trouble with the process of completing the Matrix of Compliance Modules?
- A9.** All questions must be submitted to the Contracting Authority (CA) and follow the formal process for Q&A's. If the regular Q&A process is not able to address specific problems, the Contracting Authority may decide to host a teleconference call between the Bidder's representative and the DND Subject Matter Expert. Questions resulting from this call would be published to MERX/GETS for all Bidders to view.
- Q10.** If there are multiple revisions to the MCM will each revision be consolidated?
- A10.** When a MCM amendment file is released, it will include all amendments to that MCM released to date and is considered the 'latest version'. Bidders should only respond to the requirements in the original MCM file and the latest version of the MCM amendment file, which will mean cutting and pasting responses from previous amendment versions. The modifications will be listed in the same order in each amendment file, with the newest modifications being added at the bottom.

The only change that should be made to the original MCM is blacking out items that have been revised. This is as a reminder to Bidders that the response to that requirement should be entered into the amendment file instead of the original MCM file.

Bidders will only need to submit each of the original MCMs and the latest version of each of the MCM amendment files.

Q11. During the presentation on the MCMs at the Bidder's Conference, the ISSP PCO stated that some rated requirements have minimum scores. The inclusion of these in the TPS without prior warning could have impacts on a Bidder's ability to bid. Do the minimum scores make the rated requirements essentially mandatory requirements?

A11. The minimum score does change the nature of the rated requirement, making it mandatory to reach a pre-determined threshold. Within each MCM, requirements or sections with minimum scores have this threshold clearly indicated through an entry in the 'Min Score' Column.

The rated requirements with minimum scores and sections of rated requirements with minimum scores are found only in the Acquisition Management, OWSS Management and OWSS Technical evaluations. There are no rated requirements with minimum scores in the Acquisition Technical (TPS) evaluation.

Q12. When submitting the hard copy of the MCM, where do bidders include the documents that have been referenced in the MCMs? Should the table be broken in order to include the reference material directly below the requirement?

A12. NO. When submitting the hard copies of the MCMs, all tables should be submitted complete and unbroken. The references should be provided in a separate section, following the completed original MCM table and MCM Amendment table.

When submitting the electronic copies of the MCMs, Bidders should insert their textual response in the correct cell and, if there is not enough space, or the Bidder would like to include non textual elements, the response should reference the location of the additions in the submission. Apart from changes specified during the amendment process or the completing of the two Bidders columns, there should be no changes to the MCMs or MCM amendment tables provided by DND.

Q13. DND showed the attenuator tree that will be used as test equipment in support of the ISS-S P(Bid) Evaluation. What is the supported frequency range of the attenuators?

-
- A13.** The attenuators support a bandwidth of DC to 8.5 GHz. For the ISS P(Bid) Evaluation, DND will dictate the frequency that the radios will use based on the RF capabilities of the radio and the useable frequencies provided by Industry Canada. The frequency that will be used will be within the 225 - 450 MHz band. The attenuator tree's purpose is to simulate distance during relay functionality testing.
- Q14.** Will the winning bidder be identified prior to contract award?
- A14.** The winning bidder will not be announced until the contract is awarded.
- Q15.** The total points from the four electronic MCMs do not add up to 100,000 points. Why is that?
- A15.** The four electronic MCMs, each with a set number of total points available to award, were provided to Bidders for their responses. There is an additional MCM for the P(Bid) evaluation, provided only with the RFP, that also awards points. This was not included with the other MCMs as there is no response required from Bidders and it will be completed by DND during the P(Bid) evaluation. The points from this table do roll up into the total 100,000 points. Bidders can view a breakdown of the points available for each evaluation in Volume 1, Module C, Annex CJ.
- Q16.** The amendment 001 changes the bid closure date from 18 April 2012 to 28 May 2012. Based on the Performance Evaluation (PE) Time Line shown in Volume 1 - Page 11 of 171, is it correct to assume that the P(Bid) and UAPE part of the PE will move accordingly by a period of more or less 6 weeks?
- A16.** NO. The dates presented during the Bidders Conference held on 7 March 2012 for the PE will not change as DND has already tasked the required troops and range areas for the period of August 2012 to 2 November 2012. Also, since PE must be completed before the snow gets on the ground, 2 November 2012 for PE completion is the latest possible completion timeframe for this task. P(Bid) systems deliveries are planned to start on 30 July 2012 with P(Bid) Evaluation and UAPE following right after. Furthermore, no extension of the current solicitation period past 28 May 2012 may be possible as it would require a reduction of the Bidders preparation time between the PE Invitation letter (planned for 15 June 2012) and the P(Bid) systems deliveries on 30 July 2012. Bidders receiving a PE Invitation letter currently have only six weeks lead time for the deliveries at the end of July 2012 which is considered the minimum reasonable timeframe. The following is a recap of critical dates:

- Delivery and Audit of the P (Bid) Systems 30 July - 3 August 2012;
- P (Bid) Evaluation 3-20 August 2012;
- UAPE (Block 1) 13 August - 21 September 2012; and
- UAPE (Block 2) 24 September - 2 November 2012.

Q17. As per article 6.5.2 in Volume 1 of the ISSP RFP, would you please provide the names of the OEM contacts and their information (address, phone, fax, email ...) for the PRC-117, -148, -152, DAGR, and CORAL-CR-C radios.

A17. Known contact information is as follows:

AN/PRC-148 MBITR ("PRC148") from Thales Communications Inc:

David Metz
 Manager, International Business Development
 Thales Communications Inc.
 240-864-7637
Dave.Metz@thalescomminc.com

AN/PRC-152(V)2(C) ("PRC152") and RT-1796 (P)/PRC (C) ("PRC117F") from Harris Corporation:

Susan L. Gray
 International Contracts Manager
 HARRIS Corporation
 RF Communications Division
 585-244-5830
 or
 Bob Rock
 Program Manager - Europe & Canada
 HARRIS Corporation
 RF Communications Division
 585-242-3669
bob.rock@harris.com

AN/PSN-13A, Defence Advanced (GPS) Receiver ("DAGR") from Rockwell Collins:

Geoff Blair
 Principal Program Manager
 Rockwell Collins Government Systems Canada
 613-238-5925
gblair@rockwellcollins.com

CORAL CR-C:

Yitzhak Bendavid
 Senior Director, Infantry Thermal Systems Business Unit
 Elbit Systems Electro-Optics - Elop
 Advanced Technology Park

Solicitation No. - N° de l'invitation

W8476-112965/A

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

W8476-112965

Amd. No. - N° de la modif.

004

File No. - N° du dossier

004raW8476-112965

Buyer ID - Id de l'acheteur

004ra

CCC No./N° CCC - FMS No/ N° VME

Rehovot 76111

Israel

972-8-9386842

www.elbitsystems.com/elop

or

Zev Zlotnik

204-779-3752

zzlotnik@shaw.ca

Modifications to the RFP:

17. At Document: Vol 1, Ann CJ, section 1, in the Table:

- a.** **DELETE** "58,122" and
INSERT "58,520" in its place.
- b.** **DELETE** "4,278" and
INSERT "3,880" in its place.

ALL OTHER TERMS AND CONDITIONS OF THE SOLICITATION REMAIN UNCHANGED

INTEGRATED SOLDIER SYSTEM PROJECT (ISSP) BIDDER'S CONFERENCE

7 March 2012 at
Salaberry Armoury, Gatineau QC

Agenda

1000-1007 Review

1007-1030

1030-1035

1035-1120

1120-1125

1125-1140

1140-1200

1200-1300

1300-1315

1315-1355

1355-1430

1430-1445

1445-1530

1530-1545

1545-1600

1600-1620

1620-1650

1650-1700

Introductions, Admin Details and Agenda

Project Overview

Health Break

Overview of RFP and Resulting Contracts

Health Break

Electronic Package: Matrix of Compliance Modules (MCMs)

Question and Answers on morning presentations

Lunch Break ([Access to information tables and equipment viewing](#))

Question and Answers on morning presentations

Performance Evaluation

Technical Evaluation

Health Break

Financial Proposals

Canada's Industrial and Regional Benefits (IRBs) Policy

Health Break

Question and Answers on afternoon presentations

General Question and Answers period

Concluding Comments

Administrative Details, Introductions and Agenda Review

Procurement and Finance Manager ISSP

Sean Burke

Opening Remarks

- Welcome!
- Presentations will be in English
- Slide shows will be in English and French
- Vous pouvez parler en une des deux langues officielles
 - en Anglais ou en Français

Administrative Details

- Emergency Exits and exterior gathering area
- Designated smoking areas
- Washrooms
- Photography
- Refreshments / Lunch
- Seating / table arrangements

Inquiries

- Questions allowed at anytime during the conference, please approach the podium
- RFP amendment posting to GETS will capture the Q&A's
- Separate Q&A sessions as part of the Agenda
- One-on-one meetings with Industry - **No**
- Formal inquiries to PWGSC

Introductions

- Speakers:
 - Mr. Dany Theriault, (Project Manager), DND
 - Mr. Bernard Juteau, (Contracting Authority), PWGSC
 - Ms. Rebecca Mardell, (Project Control Officer), DND
 - Maj Alexander Natale (Human Factors Advisor), DND
 - Mr. Marc-André Rochon, (Systems Engineering Manager), DND
 - Mr. John MacInnis, (IRB Officer), Industry Canada
- Subject Matter Experts:
 - Representatives from DSSPM, DLCSPM, Dir IM Secur, CSEC, CISD/IISD
 - Mr. Marc-André Hébert, (Contracting Authority), PWGSC. Mr. Hébert is your only point of contact with Canada during the bid solicitation period

Morning Agenda

Time	Subject	Briefer
0930-1000	Registration	Procurement and Finance Manager (PFM)
1000-1005	Introductions and Admin Details	PFM
1005-1007	Agenda Review	PFM
1007-1030	Project Overview	Project Manager (PM)
1030-1035	Health Break	
1035-1120	Overview of RFP and Resulting Contracts	Contracting Authority (CA)
1120-1125	Health Break	
1125-1140	Electronic Package: Matrix of Compliance Modules (MCMs)	Project Control Officer (PCO)
1140-1200	Question and Answers on morning presentations	Open floor
1200-1300	Lunch Break (Access to information tables and equipment viewing)	

Afternoon Agenda

Time	Subject	Briefer
1300-1315	Question and Answers on morning presentations	Open floor
1315-1355	Performance Evaluation	Human Factors (HF) Advisor
1355-1430	Technical Evaluation	Systems Engineering Manager (SEM)
1430-1445	Health Break	
1445-1530	Financial Proposals	CA
1530-1545	Canada's Industrial and Regional Benefits (IRBs) Policy	Industry Canada (IC)
1545-1600	Health Break	
1600-1620	Question and Answers on afternoon presentations	Open floor
1620-1650	General Question and Answers period	Open floor
1650-1700	Concluding Comments	CA

Agenda

1000-1007	Introductions, Admin Details and Agenda Review
1007-1030	Project Overview
1030-1035	Health Break
1035-1120	Overview of RFP and Resulting Contracts
1120-1125	Health Break
1125-1140	Electronic Package: Matrix of Compliance Modules (MCMs)
1140-1200	Question and Answers on morning presentations
1200-1300	Lunch Break (Access to information tables and equipment viewing)
1300-1315	Question and Answers on morning presentations
1315-1355	Performance Evaluation
1355-1430	Technical Evaluation
1430-1445	Health Break
1445-1530	Financial Proposals
1530-1545	Canada's Industrial and Regional Benefits (IRBs) Policy
1545-1600	Health Break
1600-1620	Question and Answers on afternoon presentations
1620-1650	General Question and Answers period
1650-1700	Concluding Comments

Project Overview

Project Manager ISSP
Dany Theriault

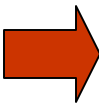
Aim

To provide a brief review of selected aspects of the ISSP RFP

- Not a Project background review
- No surprise
- Rules of Engagement (ROEs) concerning questions related Technical and Managerial requirements (including Security, Environmental Health and Safety)

Items of Interest

- Firm vs Optional Quantities

	<u>RFP</u>	<u>Current need</u>
– Firm quantities	= 1,600 ISS-S	1,600 ISS-S
– Optional quantities	= <u>5,024 ISS-S</u>	<u>2,512 ISS-S</u>
– Possible grand total	= 6,624 ISS-S	4,112 ISS-S
		 6 Task Forces (TFs)

Items of Interest (con't)

- Technical Performance Specifications (TPS) Evaluation
 - Full TPS in Vol 2 (ISS-A Resulting Contract), annex CB, appendix 1
 - A total of **651** requirements are included
 - **376** are essential requirements (“must” type requirements)
 - **275** are desirable requirements (“should” type requirements)
 - All TPS requirements will be validated during the System Qualification phase of the Acquisition Contract IAW with the Verification Criteria listed in the TPS
 - Only a limited number of TPS requirements have been selected for ISS-A Bid Evaluation purposes and extracted to Vol 1, annex CC, appendices 1 & 3:
 - A total number of **486** TPS will be evaluated (paper + P(Bid))
 - **211** are mandatory requirements (“must” type requirements (pass/fail))
 - **275** are rated requirements (“should” type requirements (points score))

Items of Interest (con't)

- All commitments that the Contractor made as part of its original submission and for which it was rewarded during the evaluation of its bid will be reflected in the final version of the TPS that will be included in the ISS-A Resulting Contract
- What happens to all the TPS requirements that were not evaluated at Bid Time ?

ANNEX AD to Volume 1 (Cont'd)
Appendix 2

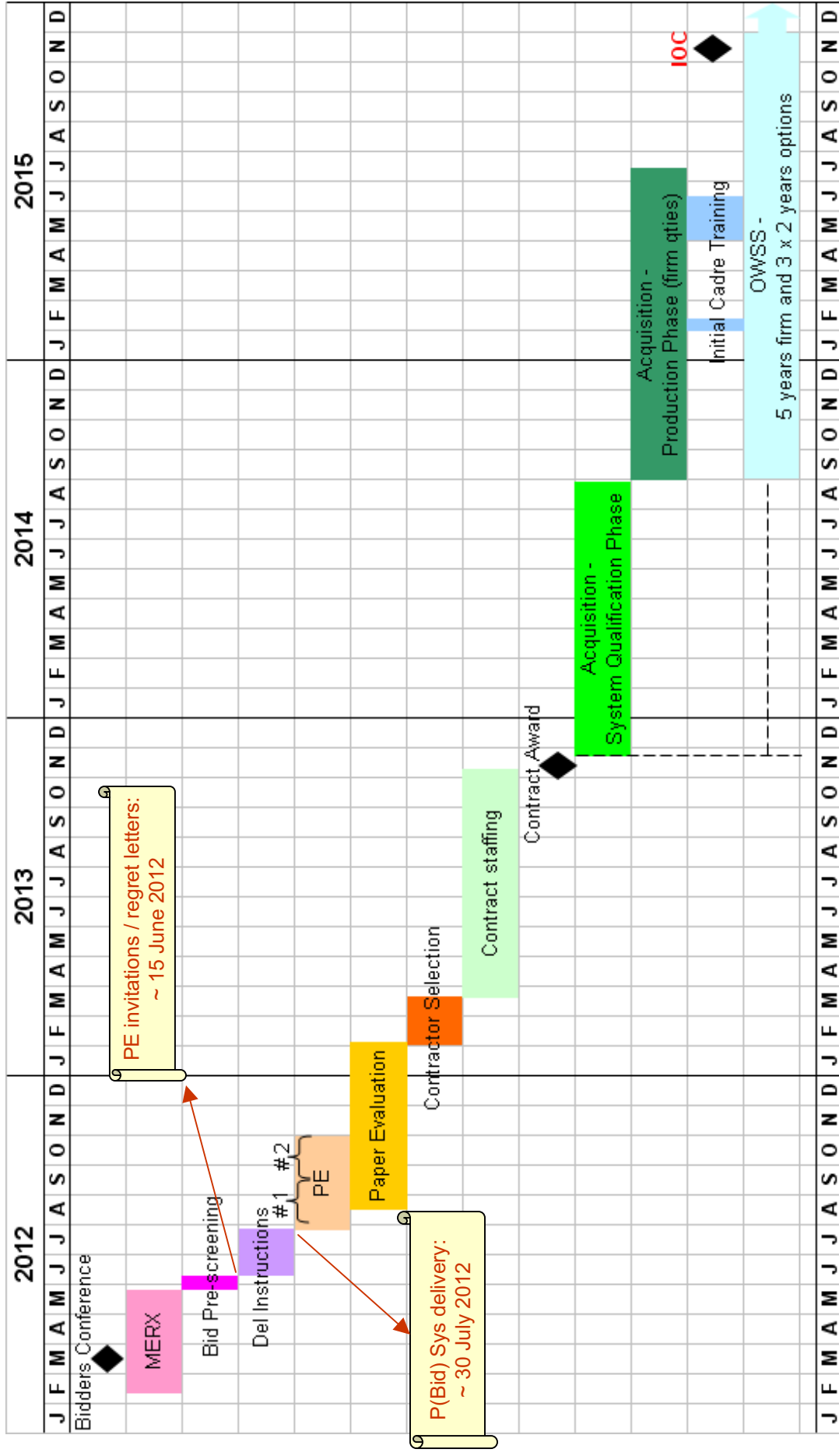
CERTIFICATION OF COMPLIANCE

1. We _____
(Insert company name and address)
have been given opportunity to provide feedback in the establishment of the technical and other work requirements for the Integrated Soldier System Project procurement.
2. We have also thoroughly reviewed and understood the requirements of the complete Request for Proposal (Volumes 1, 2 & 3) and if selected, agree to comply with all requirements detailed therein.
3. By signing this "Certification of Compliance", we certify that we will satisfy all Integrated Soldier System Acquisition (ISS-A) and ISS Optimized Weapon System Support (ISS-OWSS) Contracts requirements, and our products to be delivered against the ISS-A Contract will comply with all ISS-A contract requirements and will be fit for use as defined in the Resulting ISS-A Contract.

(Name of Bidders' Designated Authority in print) (Date in print)

(Signature of Bidders' Designated Authority)

Schedule – Overview



The schedule

- May be shortened depending on the final number of Bids received
 - Use only one UAPE block if we have six bids or less
 - Paper evaluation may also be shortened
- Contract Staffing time based on template approach.

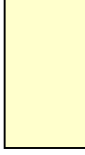
What's new

- Bid pre-screening (see Vol 1, para 1.5.1)
 - Was not discussed during previous Industry Days and one-on-one sessions
 - Means of reviewing the compliance of bidders on a pre-selected number of mandatory requirements
 - Regret letter will be sent to unsuccessful bidders. Will not be invited to PE
 - Successful Bidders will receive PE Instructions
 - Avoid unnecessary costs to Bidders

Security requirements

- Proof of Registration with CISD (or national designated security authority);
- Proof of valid Facility Security Clearance (FSC) with approved Doc Safeguarding at Secret level
- Proof of approved COMSEC account at the Secret Level submitted NLT 30 Nov 2012
- Pers requiring access to accountable COMSEC material, classified or protected information, assets or sensitive work site(s) during System Qual must be cleared at the Secret Level. Names with Bid.
- Pers requiring access to accountable COMSEC material, classified or protected info, assets or sensitive work site(s) for Production & OWSS must be cleared at Secret level after Contract Award.

Solicitation



No CCI
involved

Acquisition Contract

System Qualification

Proof of connectivity
with the fol GFE:

- PRC 152
- PRC 148
- PRC 117
- DAGR
- VMF message exchange

Both
contracts
awarded at
the same
time

Production

OWSS Contract



- Investigate & implement security Cross-Domain Solutions (CDS) between ISS & LCSS
- Integration with new Army equipment that may involve handling of accountable COMSEC material

COMSEC account

- **Why asking for proof of an approved COMSEC account as a condition of Bid ? (Vol 1, part 6 – Security, Financial and other requirements)**
 - Evidence that the Bidder is involved in THE business
 - Evidence that the necessary security enablers are in place so that DND should be able to issue GFE – COMSEC assets to the Contractor to do the work
 - Risk mitigation measure to ensure adherence to schedule
 - Some constraints involved:
 - ✓ A COMSEC account is linked to a contract
 - ✓ The Bidder must be Canadian or US (if the Bidder is a Joint Venture, at least one party, Canadian or US, must hold an approved COMSEC account)
 - ✓ Accountable COMSEC Material Control Agreement (ACMCA) still needed

Access to COMSEC information/assets

Vol 2 and Vol 3, section 3 on Security Requirements for Canadian Suppliers:

The Contractor personnel requiring access to **COMSEC** information/assets **must be a Canadian**, hold a valid security clearance commensurate with the information/assets that will be accessed, have a need-to-know and have undergone a **COMSEC** briefing and signed a **COMSEC** Briefing certificate. Access by foreign nationals or resident aliens must be approved by the Head IT Security Client Services at CSEC on a case-by-case basis.

Questions

- On security related matters:

Please ask now or no later than the start of the session after lunch

- On any other subject, any time throughout the day

Thank you

Agenda

1000-1007	Introductions, Admin Details and Agenda Review
1007-1030	Project Overview
1030-1035	Health Break
1035-1120	Overview of RFP and Resulting Contracts
1120-1125	Health Break
1125-1140	Electronic Package: Matrix of Compliance Modules (MCMs)
1140-1200	Question and Answers on morning presentations
1200-1300	Lunch Break (Access to information tables and equipment viewing)
1300-1315	Question and Answers on morning presentations
1315-1355	Performance Evaluation
1355-1430	Technical Evaluation
1430-1445	Health Break
1445-1530	Financial Proposals
1530-1545	Canada's Industrial and Regional Benefits (IRBs) Policy
1545-1600	Health Break
1600-1620	Question and Answers on afternoon presentations
1620-1650	General Question and Answers period
1650-1700	Concluding Comments

Agenda

1000-1007	Introductions, Admin Details and Agenda Review
1007-1030	Project Overview
1030-1035	Health Break
1035-1120	Overview of RFP and Resulting Contracts
1120-1125	Health Break
1125-1140	Electronic Package: Matrix of Compliance Modules (MCMs)
1140-1200	Question and Answers on morning presentations
1200-1300	Lunch Break (Access to information tables and equipment viewing)
1300-1315	Question and Answers on morning presentations
1315-1355	Performance Evaluation
1355-1430	Technical Evaluation
1430-1445	Health Break
1445-1530	Financial Proposals
1530-1545	Canada's Industrial and Regional Benefits (IRBs) Policy
1545-1600	Health Break
1600-1620	Question and Answers on afternoon presentations
1620-1650	General Question and Answers period
1650-1700	Concluding Comments

Overview of RFP and resulting contracts

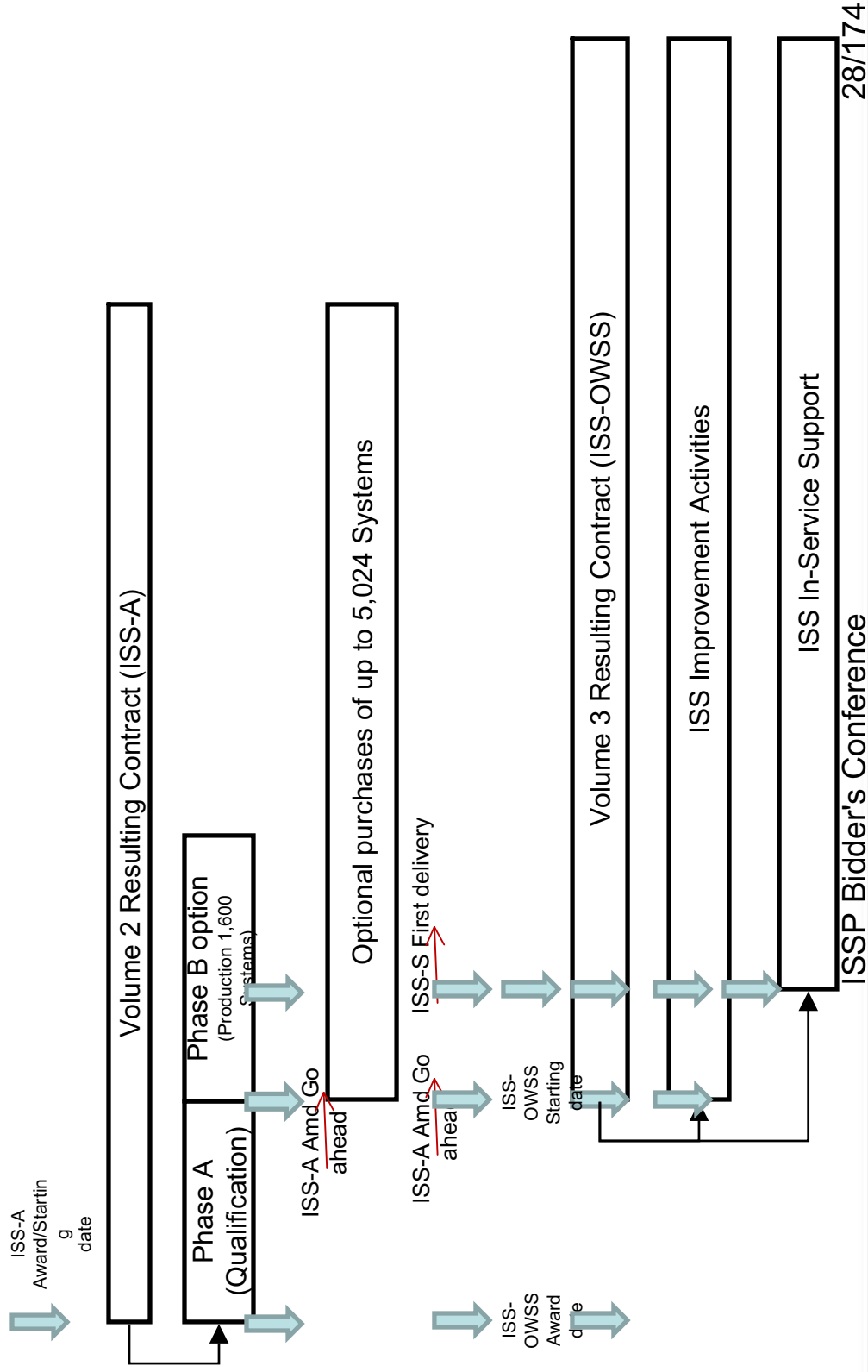
Contracting Authority PWGSC
Bernard Juteau

Table of contents

- An overall picture of the ISSP
- A review of :
 - the Request for Proposal (RFP) Format;
 - the Volume 1 - Parts 1 to 6
 - the Volume 1 - Annexes
 - the Volume 2 - Part 7
 - The Volume 3 - Part 8

ISSP overall picture

Competitive Request
For Proposal for ISSP
implementation



Request For Proposal (RFP) format

VOLUME 1 - INSTRUCTIONS TO BIDDERS

PART 1 - GENERAL INFORMATION (PWGSC)

PART 2 - BIDDER INSTRUCTIONS (PWGSC)

PART 3 - BID PREPARATION INSTRUCTIONS (PWGSC)

PART 4 - EVALUATION PROCEDURES AND BASIS OF SELECTION (PWGSC)

PART 5 – CERTIFICATIONS (PWGSC)

PART 6 - SECURITY, FINANCIAL AND OTHER REQUIREMENTS (PWGSC)

MODULE A (PWGSC)

Annex AA

Annex AB

...

MODULE B (IC)

Annex BA

Annex BB

...

MODULE C (DND)

Annex CA

Annex CB

VOLUME 2 – RESULTING CONTRACT FOR THE INTEGRATED SOLDIER SYSTEM ACQUISITION (ISS-A)

PART 7 - RESULTING CONTRACT CLAUSES (PWGSC)

MODULE A (PWGSC)

MODULE B (IC)

MODULE C (DND)

VOLUME 3 - RESULTING CONTRACT FOR THE INTEGRATED SOLDIER SYSTEM OPTIMIZED WEAPON SYSTEM SUPPORT (ISS-OWSS)

PART 8 - RESULTING CONTRACT CLAUSES (PWGSC)

MODULE A (PWGSC)

MODULE B (IC)

MODULE C (DND)

Volume 1 - PART 1 - GENERAL INFORMATION (PWGSC)

Review of Volume 1

Volume 1 - PART 1 - GENERAL INFORMATION (PWGSC) (Cont'd)

1.6. ISS Acquisition (ISS-A) Contract Best Deliveries

1.6.1. Delivery of ISS-A Contract's Phase A (Qualification)[P1]:

While the complete delivery of the Phase A (Qualification) work must be within 9 months from ISS-A Contract award date, the best delivery period, if shorter than the above 9 months, that can be offered by the Bidder is **7.5** (*NOTE: Bidders to insert final delivery in months from ISS-A contract award date. The number of months can have one decimal. Also see RFP article 4.1 to Volume 2*) months from contract award date.

1.6.2. Delivery of ISS-A Contract's Phase B (Production)[P2]:

1.6.2.1. While the complete delivery of the Phase B (Production) work must be within 220 working days from ISS-A Contract amendment date (RFP Volume 2) exercising the option to proceed with the ISS-A Contract Phase B (Production), the best delivery period, if shorter than the above 220 working days, that can be offered by the Bidder is **180** (*NOTE: Bidders to insert Phase B final delivery period in working days from ISS-A contract amendment date exercising the option to proceed with the Phase B (Production). Also see RFP article 4.2.3.1 to Volume 2*) working days from ISS-A contract amendment date exercising the option to proceed with the Phase B (Production) work.

Volume 1 - PART 1 - GENERAL INFORMATION (PWGSC) (Cont'd)

1.6.2.3. In the following table 1, (NOTE: (1) *Bidders to insert final delivery period in working days from ISS-A Contract amendment date (RFP Volume 2) exercising the option to proceed with the ISS-A Contract Phase B*).

TABLE 1 – Phase B (Production) deliverables					
Order Description	Date of Order	Order's Deliverables Name	Deliverable Details in Annex CF to Volume 2 Tables	COLUMN A	COLUMN B
				Best Delivery Period Offered	Suggested Delivery Period
ORDER 1:	Phase B go ahead date	P(SAT) ISS-S Batch	Table 1	40	44
		English Pilot ICT Instructors Training	Table 2.1 series 501, 503 & 505	90	110
		French Pilot ICT Instruct. Training	Table 2.1 series 502, 504 & 506	130	150
		ICT Operator Instruct. course	Table 2.1 series 507		TBD (2)
		ICT Syst. Man. Instruct. course	Table 2.1 series 508		TBD (2)
		ICT Maint. Instruct. course	Table 2.1 series 509		TBD (2)
		Ini. Training Batch	Table 2.2.1	134	154
		Operational Stock Batch	Table 2.2.2	160	176
		Task Force 1 Batch	Table 2.3.2 series 601	160	176
		Task Force 2 Batch	Table 2.3.2 series 602	180	220

Volume 1 - PART 2 - BIDDER INSTRUCTIONS (PWGSC)

- Bids will remain open for acceptance for a period of not less than seven hundred forty (740) days from the closing date of the bid solicitation (2.1);
- The bid and any resulting contract must be signed by all the members of the joint venture, if any (2.1);
- Bids must be submitted only to PWGSC Bid Receiving Unit by the date, time and place indicated on page 1 of the bid solicitation (2.2);
- All enquiries must be submitted in writing to the Contracting Authority (Mr. Marc-André Hébert) no later than fifteen (15) calendar days before the bid closing date (2.3);

Volume 1 - PART 2 - BIDDER INSTRUCTIONS (PWGSC) (Cont'd)

- Any resulting contracts must be interpreted and governed, and the relations between the parties determined, by the laws in force in the province of (the name of the Canadian province or territory of their choice) (2.4); **(Same province for both contracts)**
- Bidders must provide ten (10) P(Bid) Systems. Bidders must be prepared to support them throughout the demonstration period (2.6.2);
- All Bidders must deliver their P(Bid) in lockable containers (2.6.4.1);
- The dates, location and contact details for delivery of the P(Bid) and the invitation to PE Activities will be directed to the point of contact in your bid "Section I - General Bid", see RFP article 3 third bullet to Annex AA o Volume 1. (2.6.4.2 & 2.6.4.3) ;

Volume 1 - PART 2 - BIDDER INSTRUCTIONS (PWGSC) (Cont'd)

- Notification of Radio Characteristics or Pre-Certified RF Equipment - must be submitted no later than 02:00 PM Eastern Daylight Saving Time, on 25 April 2012. (2.6.5 & 2.6.6);
- All Prices in the Bid will be adjusted, during the month before the award of the ISS Acquisition Contract (2.9.2);

Volume 1 - PART 3 - BID PREPARATION INSTRUCTIONS (PWGSC)

3.1. Bid Structure

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

Section I: General Bid

Integrated Soldier System Acquisition (ISS-A):

Section II:	ISS-A Technical Bid
Section III:	ISS-A Management Bid
Section IV:	ISS-A Financial Bid
Section V:	ISS-A Industrial and Regional Benefits (IRB) Bid

ISS Optimized Weapon System Support (ISS-OWSS):

Section VI:	ISS-OWSS Technical Bid
Section VII:	ISS-OWSS Management Bid
Section VIII:	ISS-OWSS Financial Bid
Section IX:	ISS-OWSS Industrial and Regional Benefits (IRB) Bid

Data: Canada Reference Documents

Volume 1 - PART 3 - BID PREPARATION INSTRUCTIONS (PWGSC) (Cont'd)

- The Bidders must submit a hard master copy of their bid (Master Bid Set) (3.2.1);
- The numbers of copies of the Bidders Master Bid Set sections **should** be submitted at the solicitation closing date and time indicated on page 1 of the bid solicitation. If not, a time frame within which to meet the requirement will be provided. Failure to meet that time frame will render the bid non-responsive (3.2);
- Bidders are to assume that **Canada has no prior knowledge of their facilities, capabilities and experience. Canada will not take into consideration any references in a bid to additional information not submitted with the bid (3.2.15);**

Volume 1 - PART 3 - BID PREPARATION INSTRUCTIONS (PWGSC) (Cont'd)

3.2.6. The Table 2 below provides the Bidders with a summary of the sections to be included in the Master Bid Set (Cross marks) and the numbers of additional copies per section/sub-section to be included with their bid package (Numbers of copies).

Table 2		Bidders Proposal Sections										
		I	II	III	IV	V	VI	VII	VIII	IX		
			ISS-Acquisition				ISS-OWSS					
			T	M			T	M	F			
		G	T	M	MCM	F	T	MCM	M	MCM	F	LCC
												IRB
PAPER COPIES:												
3.2.1 One (1) Master Bid Set which includes the following original sections and sub-sections:		X	X	X	X	X	X	X	X	X	X	X
3.2.2 Number of additional hard copies of sections and sub-sections:		1	3	3	0	6	2	2	0	1	6	6
ELECTRONIC COPIES: (MS Office 2000)												
3.2.3 One (1) Master Bid Set which includes the following original sections and sub-sections on one CD/DVD set:		X	X	X	X	X	X	X	X	X	X	X
3.2.4 Number of additional electronic copies of sections and sub-sections. Each section or sub-section copy should be on a separate CD/DVD set:		1	8	10	0	4	7	7	0	4	4	4

Volume 1 - PART 4 - EVALUATION PROCEDURES AND BASIS OF SELECTION (PWGSC)

PARTS 3 and 4 relationship

	PART 3 article 3.5	PART 4 article 4.1
	BID PREPARATION INSTRUCTIONS	EVALUATION PROCEDURES AND BASIS OF SELECTION
Section I: General Bid	Ann. AB to Vol. 1	
Section II: ISS-A Technical Bid	Ann. CB to Vol. 1	Ann. OC to Vol. 1
Section III: ISS-A Management Bid	Ann. CD to Vol. 1	Ann. CE to Vol. 1
Section IV: ISS-A Financial Bid	Ann. AB to Vol. 1	Ann. AB to Vol. 2
Section V: ISS-A Industrial and Regional Benefits (IRB) Bid	Ann. BA to Vol. 1	Ann. BA to Vol. 1
Section VI: ISS-OWSS Technical Bid	Ann. CF to Vol. 1	Ann. CG to Vol. 1
Section VII: ISS-OWSS Management Bid	Ann. CH to Vol. 1	Ann. CI to Vol. 1
Section VIII: ISS-OWSS Financial Bid	Ann. AC to Vol. 1	Ann. AB to Vol. 3
Section IX: ISS-OWSS Industrial and Regional Benefits (IRB) Bid	Ann. BB to Vol. 1	Ann. BB to Vol. 1

Volume 1 - PART 4 - EVALUATION PROCEDURES AND BASIS OF SELECTION (PWGSC)
(Cont'd)

- 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 contracts. (4.3.1.1.1);
- The maximum funding available for the ISS Acquisition Contract Phases A (Qualification) resulting from the bid solicitation is \$7,200,000.00 (Goods and Services Tax or Harmonized Sales Tax extra, as appropriate) (4.3.1.1.2);

Volume 1 PART 5 - CERTIFICATIONS (PWGSC)

- Federal Contractors Program - \$200,000 or more (5.1.1);
- Certification of Compliance (5.1.2);
- Missing Certified Data Form (If applicable) (5.1.3);
- Conflict of Interest Certification (5.1.4);
- Software Publisher Certification and Software Publisher Confirmation (If applicable) (5.1.5);
- Baseline system, certification & Draft Plans, certification (5.1.6);

Volume 1 PART 6 - SECURITY, FINANCIAL AND OTHER REQUIREMENTS (PWGSC)

- Security requirement (6.1);
- Controlled Goods Requirement (6.2);
- Insurance Requirements (6.4);
- Interface Control Document (ICD) where an ICD Certification is required (6.5);
- Technical Assistance Agreements and Export Approvals where a TAA Certification is required (6.6);

Volume 1 – Annexes

List of Modules and Annexes:

Module A (Reserved to General and Financial requirements)

Annex AA “Section I - General Bid” Preparation Instructions

Annex AB “Section IV - ISS-A Financial Bid” Preparation Instructions

Annex AC “Section VIII - ISS-OWSS Financial Bid” Preparation Instructions

Annex AD Certifications Template

Appendix 1 Federal Contractors Program - \$200,000 or more;

Appendix 2 Certification of Compliance;

Appendix 3 Missing Certified Data Form (If applicable);

Appendix 4 Conflict of Interest Certification;

Appendix 5 Software Publisher Certification (If applicable);

Appendix 6 Software Publisher Confirmation (If applicable);

Annex AE Cost-per-Point Calculation

Annex AF Non-Disclosure Agreement

Module B (Reserved to Industrial and Regional Benefits requirements)

Annex BA “Section V – ISS-A Industrial and Regional Benefits (IRB) Bid” Preparation Instructions and Evaluation Plan

Annex BB “Section IX – ISS-OWSS Industrial and Regional Benefits (IRB) Bid” Preparation Instructions and Evaluation Plan

Module C (Reserved to Technical and Management requirements)

Volume 1 – Annex AA “Section I - General Bid” Preparation Instructions

1. **Signature of Bid**
2. **Bid Outline**
3. **Executive Summary:**
4. **Related Material**
5. **Submission of Canada reference documents (Data)**

6. **Certifications**

The Bidders proposal Section I must provide, when applicable, the certifications in RFP articles 5.1.1 to 5.1.6 to Volume 1.

7. **Security, financial and other requirements**

8. **Provision of Bidder Information**

The Bidders proposal Section I must provide the Bidder-populated information from the following bid solicitation references:

- a) RFP article 1.6.1 to Volume 1;
- b) RFP article 1.6.2.1 to Volume 1;
- c) RFP article 1.6.2.3 with the fill in COLUMN A, TABLE 1 to Volume 1;
- d) RFP article 2.4 to Volume 1, Applicable Laws;
- e) RFP article 5.6 Contractor Representative to Volume 2;
- f) RFP article 5.6 Contractor Representative to Volume 3;

9. **Executive Briefing Package**

The Bidders proposal Section I should provide a separate CD/DVD with Photos of the kit, pictures and diagrams, glossy product brochures, etc... The Executive Briefing Package will be used by the ISSP to brief senior management and, eventually, announcements of the successful Bidder.

Volume 1 – Annex AE Cost-per-Point Calculation

1. Cost-per-Point:

The Bidder cost-per-point is determined by dividing the “ISSP WORK TOTAL BID PRICE” by the “Overall Score Grand Total”.

2. ISSP WORK TOTAL BID PRICE:

The “ISSP WORK TOTAL BID PRICE” is calculated as follows:

ISSP WORK TOTAL BID PRICE =

ISS-A WORK TOTAL BID PRICE at ”RFP item 7.0 to Appendix 1(*Purchase of Optional Quantities*) to Annex AB to Volume 2” +

ISS-OWSS WORK TOTAL BID PRICE at ”RFP item 14.0 to Annex AB to Volume 3”

3. Overall Score Grand Total:

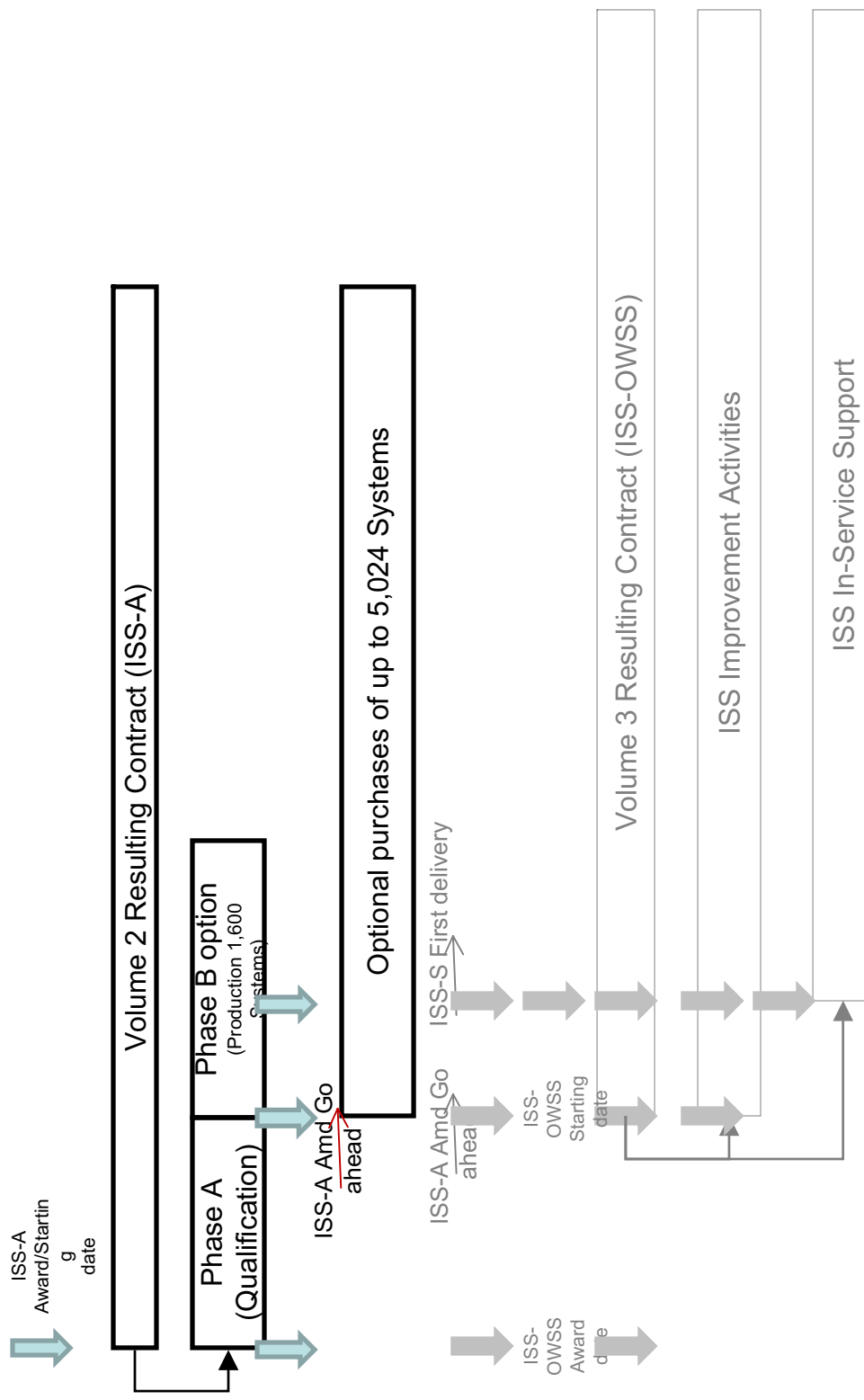
The “Overall Score Grand Total” is the score found at RFP paragraph 5 to Annex CJ to Volume 1.

Volume 2 – RESULTING CONTRACT (Integrated Soldier System Acquisition (ISS-A))

Review of Volume 2

Volume 2 – RESULTING CONTRACT (Integrated Soldier System Acquisition (ISS-A)) (Cont'd)

Competitive solicitation for ISSP implementation



Volume 2 – Part 7 ISS-A RESULTING CONTRACT (Cont'd)

- The Contractor agrees to accept and be bound by Canada's interpretation of the meaning of the specifications (1.1.6);
- The Contractor is only authorized to perform the Work required to complete the requirement Phase A (1.1.8);
- The Contractor grants to Canada the option to proceed with the Phase B (Production) (4.2.1);
- The Contractor grants to Canada an option to purchase, for three (3) years *from contract amendment date exercising the option to proceed with the Phase B (Production)*, up to an additional five thousand twenty four (5,024) ISS-Suites (4.3.1);
- Goods must be delivered Delivered Duty Paid (DDP) **at the places of destination stipulated in the Annex CF** Incoterms 2000 (7.1.2);

Volume 2 – Part 7 ISS-A RESULTING CONTRACT (Cont'd)

- **26. Licensed Software**

26.1. With respect to the provisions of Supplemental General Conditions 4003:

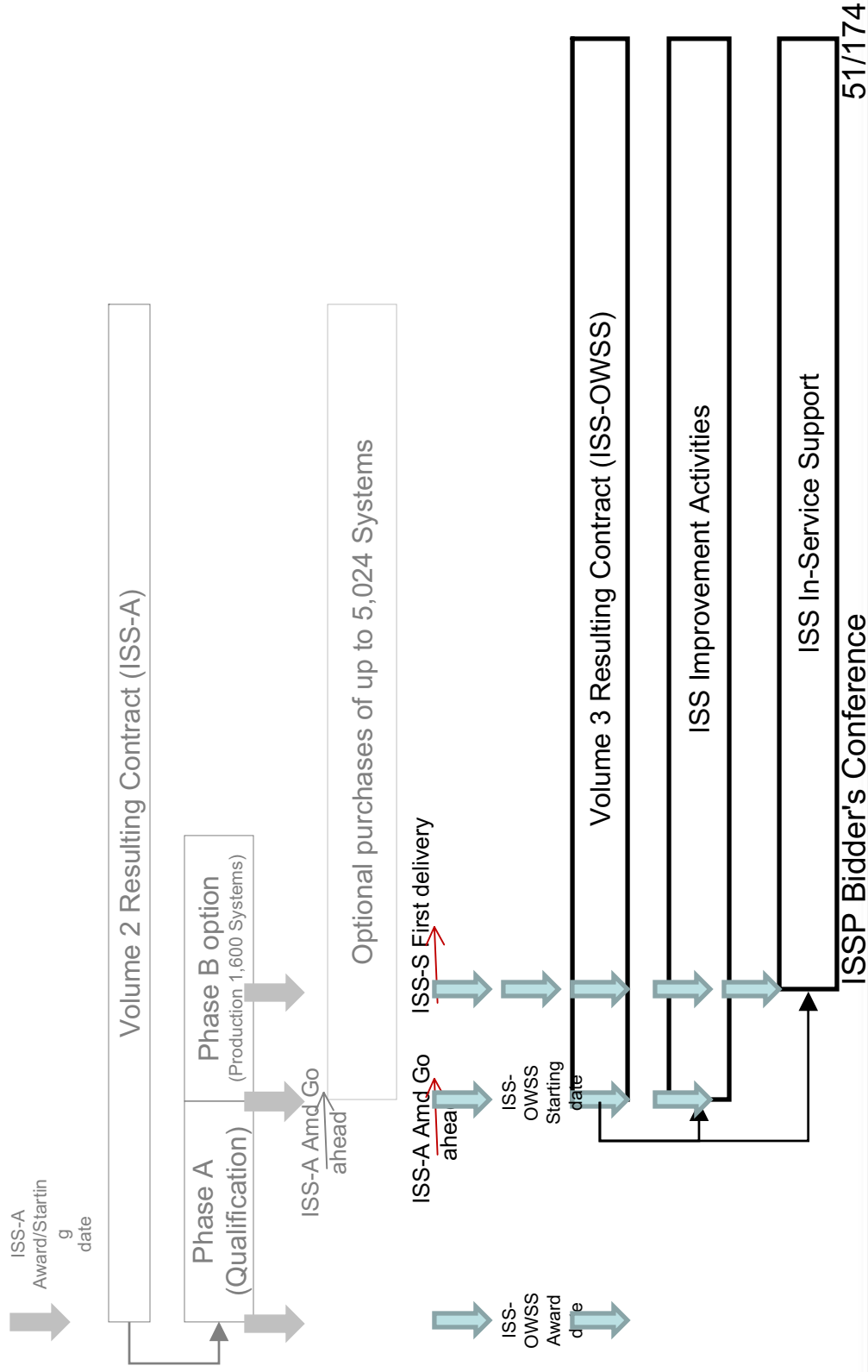
Language of Licensed Software (4003 2.5)	<p>The Licensed Software must be delivered as follows:</p> <ul style="list-style-type: none"> • ISS-S Battle Management System (BMS) in English and French; • ISS-S Configuration Application Software in English and French; • ISS-S Battle Management System (BMS) for the CF31 laptop PC in English and French; and • System Executive Planning Suite (SEP-S) for the CF31 laptop PC in English only.
Type of License being Granted (4003 04, 05, 06)	Device License.
Media on which Licensed Software must be Delivered (4003 10)	Each BMS and SEP-S, for the CF31 laptop PC, is to be provided to the Department of National Defence on CD-ROM/DVD.
Term of License (4003 11)	Perpetual license as already provided under 4003
Source Code Escrow Required (4003 16)	Yes
Canada's Responsibilities	Canada will be responsible for the installation on CF31 laptop PC of all BMS and SEP-S Software.

Volume 3 – RESULTING CONTRACT (ISS Optimized Weapon System Support (ISS-OWSS))

Review of Volume 3

Volume 3 – RESULTING CONTRACT (ISS Optimized Weapon System Support (ISS-OWSS)) (Cont'd)

Competitive solicitation for ISSP implementation



Volume 3 – Part 8 ISS-OWSS RESULTING CONTRACT (Cont'd)

- The Contractor agrees to accept and be bound by Canada's interpretation of the meaning of the specifications. (1.1.5);
- The Contractor grants to Canada the option to purchase spares at the price set out in the “Spares catalogue” (1.4);
- The period of the Contract is from the date of the Contract appearing on page 1 of this Contract to Contract Starting Date, plus 5 years (4.2.1);
- The services under the Contract will not be provided before the Contract Starting Date (4.1.1);
- The Contractor grants to Canada the option to extend the term of the Contract by up to three (3) additional 2 year periods, one period at a time (4.2.1);

Volume 3 – Part 8 ISS-OWSS RESULTING CONTRACT (Cont'd)

- Goods must be delivered FCA Free Carrier Incoterms 2000 (7.1);

• **END**

Agenda

1000-1007	Introductions, Admin Details and Agenda Review
1007-1030	Project Overview
1030-1035	Health Break
1035-1120	Overview of RFP and Resulting Contracts
1120-1125	Health Break
1125-1140	Electronic Package: Matrix of Compliance Modules (MCMs)
1140-1200	Question and Answers on morning presentations
1200-1300	Lunch Break (Access to information tables and equipment viewing)
1300-1315	Question and Answers on morning presentations
1315-1355	Performance Evaluation
1355-1430	Technical Evaluation
1430-1445	Health Break
1445-1530	Financial Proposals
1530-1545	Canada's Industrial and Regional Benefits (IRBs) Policy
1545-1600	Health Break
1600-1620	Question and Answers on afternoon presentations
1620-1650	General Question and Answers period
1650-1700	Concluding Comments

Agenda

1000-1007

Introductions, Admin Details and Agenda Review

1007-1030

Project Overview

1030-1035

Health Break

1035-1120

Overview of RFP and Resulting Contracts

1120-1125

Health Break

**1125-1140
(MCMs)**

Electronic Package: Matrix of Compliance Modules

1140-1200

Question and Answers on morning presentations

1200-1300

Lunch Break ([Access to information tables and equipment viewing](#))

1300-1315

Question and Answers on morning presentations

1315-1355

Performance Evaluation

1355-1430

Technical Evaluation

1430-1445

Health Break

1445-1530

Financial Proposals

1530-1545

Canada's Industrial and Regional Benefits (IRBs) Policy

1545-1600

Health Break

1600-1620

Question and Answers on afternoon presentations

1620-1650

General Question and Answers period

1650-1700

Concluding Comments

Electronic Package: Matrix of Compliance Modules (MCMs)

Project Control Officer ISSP

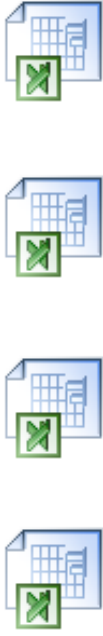
Rebecca Mardell

DND MCMS

Four MS Excel Files

Map to Volume 1, Module C

ISS_A_TechnicalMCM_V1.XLS → Annexes CB App 1, CC App 1
ISS_A_ManagementMCM_V1.XLS → Annexes CD, CE App 1
ISS_OWSS_TechnicalMCM_V1.XLS → Annexes CF, CG App 1
ISS_OWSS_ManagementMCM_V1.XLS → Annexes CH, CI App 1



Files are available in both official languages: English and French

Example MCM – DND Columns

0	1	2	3	4	5	6	7	8	9a	9b
DOORS ID	ID	Requirement Reference	Requirements	Requirement Category	Instructions to Bidder	Bidder's Compliance	Bidder's Response	Evaluation Criteria and Scale	Max Score	Min Score
D-ID-001	1.1	1.1.1	The Bidder must ...	M	The Bidder must provide ...			Pass: Bidder provided ... Fail: Insufficient details to allow ...	0	N/A
D-ID-002	1.2	1.1.2	The Bidder ensures that ...	R	The Bidder should describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	250	50%
D-ID-003	1.3	1.1.3	The Bidder proposes that ...	R	The Bidder should describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	750	N/A
D-ID-004	1.4		Total Score Table 1 - Example Table						1000	70%

**Unique Identifier.
Bidders do not Change.**

Example MCM – DND Columns

0	1	2	3	4	5	6	7	8	9a	9b
DOOR ID	ID	Requirement Reference	Requirements	Requirement Category	Instructions to Bidder	Bidder's Compliance	Bidder's Response	Evaluation Criteria and Scale	Max Score	Min Score
D-ID-001	1.1	1.1.1	The Bidder must ...	M	The Bidder must provide ...			Pass: Bidder provided ... Fail: Insufficient details to allow ...	0	N/A
D-ID-002	1.2	1.1.2	The Bidder ensures that ...	R	The Bidder should describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	250	50%
D-ID-003	1.3	1.1.3	The Bidder proposes that ...	R	The Bidder should describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	750	N/A
D-ID-004	1.4		Total Score Table 1 - Example Table						1000	70%

Table reference number.
Bidders do not Change.

Example MCM – DND Columns

0	1	2	3	4	5	6	7	8	9a	9b
DOORS ID	ID	Requirement Reference	Requirements	Requirement Category	Instructions to Bidder	Bidder's Compliance	Bidder's Response	Evaluation Criteria and Scale	Max Score	Min Score
D-ID-001	1.1	1.1.1	The Bidder must ...	M	The Bidder must provide ...			Pass: Bidder provided ... Fail: Insufficient details to allow ...	0	N/A
D-ID-002	1.2	1.1.2	The Bidder ensures that ...	R	The Bidder should describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	250	50%
D-ID-003	1.3	1.1.3	The Bidder proposes that ...	R	The Bidder should describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	750	N/A
D-ID-004	1.4		Total Score Table 1 - Example Table						1000	70%

Location of requirement.

These are referenced from Volume 1, Module C, Annexes CC App 1, **CD, CF and CH.**

Bidders do not Change. Bid Preparation Annexes

Example MCM – DND Columns

0	1	2	3	4	5	6	7	8	9a	9b
DOORS ID	ID	Requirement Reference	Requirements	Requirement Category	Instructions to Bidder	Bidder's Compliance	Bidder's Response	Evaluation Criteria and Scale	Max Score	Min Score
D-ID-001	1.1	1.1.1	The Bidder must ...	M	The Bidder must provide ...			Pass: Bidder provided ... Fail: Insufficient details to allow ...	0	N/A
D-ID-002	1.2	1.1.2	The Bidder ensures that ...	R	The Bidder should describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	250	50%
D-ID-003	1.3	1.1.3	The Bidder proposes that ...	R	The Bidder should describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	750	N/A
D-ID-004	1.4		Total Score Table 1 - Example Table						1000	70%

**The requirement to be met.
Bidders do not change.**

Example MCM – DND Columns

0	1	2	3	4	5	6	7	8	9a	9b
DOORS ID	ID	Requirement Reference	Requirements	Requirement Category	Instructions to Bidder	Bidder's Compliance	Bidder's Response	Evaluation Criteria and Scale	Max Score	Min Score
D-ID-001	1.1	1.1.1	The Bidder must ...	M	The Bidder must provide ...			Pass: Bidder provided ... Fail: Insufficient details to allow ...	0	N/A
D-ID-002	1.2	1.1.2	The Bidder ensures that ...	R	The Bidder should describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	250	50%
D-ID-003	1.3	1.1.3	The Bidder proposes that ...	R	The Bidder should describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	750	N/A
D-ID-004	1.4		Total Score Table 1 - Example Table						1000	70%

M = Mandatory. A mandatory requirement must be met for a Bid to be Compliant.
R = Rated. Scores from rated requirements will be used to calculate the total score.

Bidders do not Change.

Example MCM – DND Columns

0	1	2	3	4	5	6	7	8	9a	9b
DOORS ID	ID	Requirement Reference	Requirements	Requirement Category	Instructions to Bidder	Bidder's Compliance	Bidder's Response	Evaluation Criteria and Scale	Max Score	Min Score
D-ID-001	1.1	1.1.1	The Bidder must ...	M	The Bidder must provide ...			Pass: Bidder provided ... Fail: Insufficient details to allow ...	0	N/A
D-ID-002	1.2	1.1.2	The Bidder ensures that ...	R	The Bidder should describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	250	50%
D-ID-003	1.3	1.1.3	The Bidder proposes that ...	R	The Bidder should describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	750	N/A
D-ID-004	1.4		Total Score Table 1 - Example Table						1000	70%

Specifies what needs to be provided for each requirement with the Bid for the evaluation.

Bidders do not Change.

Example MCM – DND Columns

0	1	2	3	4	5	6	7	8	9a	9b
DOORS ID	ID	Requirement Reference	Requirements	Requirement Category	Instructions to Bidder	Bidder's Compliance	Bidder's Response	Evaluation Criteria and Scale	Max Score	Min Score
D-ID-001	1.1	1.1.1	The Bidder must ...	M	The Bidder must provide ...			Pass: Bidder provided ... Fail: Insufficient details to allow ...	0	N/A
D-ID-002	1.2	1.1.2	The Bidder ensures that ...	R	The Bidder should describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	250	50%
D-ID-003	1.3	1.1.3	The Bidder proposes that ...	R	The Bidder should describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	750	N/A
D-ID-004	1.4		Total Score Table 1 - Example Table						1000	70%

Describes how the Bidder's response will be evaluated, the scoring method and the range of scores that will be used for the evaluation of each requirement.

Bidders do not change.

Example MCM – DND Columns

0	1	2	3	4	5	6	7	8	9a	9b
DOORS ID	ID	Requirement Reference	Requirements	Requirement Category	Instructions to Bidder	Bidder's Compliance	Bidder's Response	Evaluation Criteria and Scale	Max Score	Min Score
D-ID-001	1.1	1.1.1	The Bidder must ...	M	The Bidder must provide ...			Pass: Bidder provided ... Fail: Insufficient details to allow ...	0	N/A
D-ID-002	1.2	1.1.2	The Bidder ensures that ...	R	The Bidder should describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	250	50%
D-ID-003	1.3	1.1.3	The Bidder proposes that ...	R	The Bidder should describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	750	N/A
D-ID-004	1.4		Total Score Table 1 - Example Table						1000	70%

Max score: The maximum points available for this requirement, relative to the entire bid (100,000).
Min Score: A minimum score attached to a requirement or group of requirements must be met for the bid to be compliant.
Bidders do not Change.

Example MCM – Bidder Columns

0	1	2	3	4	5	6	7	8	9a	9b
DOORS ID	ID	Requirement Reference	Requirements	Requirement Category	Instructions to Bidder	Bidder's Compliance	Bidder's Response	Evaluation Criteria and Scale	Max Score	Min Score
D-ID-001	1.1	1.1.1	The Bidder must ...	M	The Bidder must provide ...			Pass: Bidder provided ... Fail: Insufficient details to allow ...	0	N/A
D-ID-002	1.2	1.1.2	The Bidder ensures that ...	R	The Bidder should describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	250	50%
D-ID-003	1.3	1.1.3	The Bidder proposes that ...	R	The Bidder should describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	750	N/A
D-ID-004	1.4		Total Score Table 1 - Example Table						1000	70%

Bidder must insert compliance statement in this column:
'Compliant', 'Not Compliant' or 'Not Provided'.

For Mandatory requirements: No statement = Bid Not Compliant

Example MCM – Bidder Columns

0	1	2	3	4	5	6	7	8	9a	9b
DOORS ID	ID	Requirement Reference	Requirements	Requirement Category	Instructions to Bidder	Bidder's Compliance	Bidder's Response	Evaluation Criteria and Scale	Max Score	Min Score
D-ID-001	1.1	1.1.1	The Bidder must ...	M	The Bidder must provide ...			Pass: Bidder provided ... Fail: Insufficient details to allow ...	0	N/A
D-ID-002	1.2	1.1.2	The Bidder ensures that ...	R	The Bidder should describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	250	50%
D-ID-003	1.3	1.1.3	The Bidder proposes that ...	R	The Bidder should describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	750	N/A
D-ID-004	1.4		Total Score Table 1 - Example Table						1000	70%

Bidder must insert or reference, within their bid package, a detailed description or justification for evaluators to determine compliance to the requirement in accordance with the Instructions to Bidders.
Embedded objects will not be evaluated.

Example MCM – Objects and Diagrams


Incorrect – Diagram in Bidder Response Column
What Bidder sees:

0	1	2	3	4	5	6	7	8	9a	9b
DOORS ID	ID	Requirement Reference	Requirements	Requirement Category	Instructions to Bidder	Bidder's Compliance	Bidder's Response	Evaluation Criteria and Scale	Max Score	Min Score
D-ID-001	1.1	1.1.1	The Bidder must ...	M	The Bidder must provide ...	Compliant	<p>As seen below,</p>	Pass: Bidder provided ... Fail: Insufficient details to allow ...	0	N/A
D-ID-002	1.2	1.1.2	The Bidder ensures that ...	R	The Bidder should describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	250	50%
D-ID-003	1.3	1.1.3	The Bidder proposes that ...	R	The Bidder should describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	750	N/A
D-ID-004	1.4		Total Score Table 1 - Example Table						1000	70%

**Embedded objects will not be evaluated.
Only text will be evaluated.**

Example MCM – Objects and Diagrams

Incorrect – Diagram in Bidder Response Column
What Evaluator sees:

0	1	2	3	4	5	6	7	8	9a	9b
DOORS ID	ID	Requirement Reference	Requirements	Requirement Category	Instructions to Bidder	Bidder's Compliance	Bidder's Response	Evaluation Criteria and Scale	Max Score	Min Score
D-ID-001	1.1	1.1.1	The Bidder must ...	M	The Bidder must provide ...	Compliant	As seen below, 	Pass: Bidder provided ... Fail: Insufficient details to allow ...	0	N/A
D-ID-002	1.2	1.1.2	The Bidder ensures that ...	R	The Bidder should describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	250	50%
D-ID-003	1.3	1.1.3	The Bidder proposes that ...	R	The Bidder should describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	750	N/A
D-ID-004	1.4		Total Score Table 1 - Example Table						1000	70%

**Embedded objects will not be evaluated.
Only text will be evaluated.**

Example MCM – Objects and Diagrams

Correct – Reference to diagram in Bidder Response Column

0	1	2	3	4	5	6	7	8	9a	9b
DOORS ID	ID	Requirement Reference	Requirements	Requirement Category	Instructions to Bidder	Bidder's Compliance	Bidder's Response	Evaluation Criteria and Scale	Max Score	Min Score
D-ID-001	1.1	1.1.1	The Bidder must ...	M	The Bidder must provide ...	Compliant	As seen in 'diagram3.jpg', found in folder 'OEM info' ...	Pass: Bidder provided ... Fail: Insufficient details to allow ...	0	N/A
D-ID-002	1.2	1.1.2	The Bidder ensures that ...	R	The Bidder should describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	250	50%
D-ID-003	1.3	1.1.3	The Bidder proposes that ...	R	The Bidder should describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	750	N/A
D-ID-004	1.4		Total Score Table 1 - Example Table						1000	70%

**Embedded objects will not be evaluated.
Only text will be evaluated.**

Example MCM – Case Studies

Case 1 – Mandatory Requirement Bidder claims Compliance.

0	1	2	3	4	5	6	7	8	9a	9b
DOORS ID	ID	Requirement Reference	Requirements	Requirement Category	Instructions to Bidder	Bidder's Compliance	Bidder's Response	Evaluation Criteria and Scale	Max Score	Min Score
D-ID-001	1.1	1.1.1	The Bidder must ...	M	The Bidder must provide ...	Compliant	Detailed description IAW Instructions to Bidder.	Pass: Bidder provided ... Fail: Insufficient details to allow ...	0	N/A
D-ID-002	1.2	1.1.2	The Bidder ensures that ...	R	The Bidder should describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	250	50%
D-ID-003	1.3	1.1.3	The Bidder proposes that ...	R	The Bidder should describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	750	N/A
D-ID-004	1.4		Total Score Table 1 - Example Table						1000	70%

Example MCM – Case Studies

Case 2 – Rated Requirement with minimum score,
Bidder claims Compliance.

0	1	2	3	4	5	6	7	8	9a	9b
DOORS ID	ID	Requirement Reference	Requirements	Requirement Category	Instructions to Bidder	Bidder's Compliance	Bidder's Response	Evaluation Criteria and Scale	Max Score	Min Score
D-ID-001	1.1	1.1.1	The Bidder must ...	M	The Bidder must provide ...			Pass: Bidder provided ... Fail: Insufficient details to allow ...	0	N/A
D-ID-002	1.2	1.1.2	The Bidder ensures that ...	R	The Bidder should describe ...	Compliant	Detailed descriptions IAW Instructions to Bidder.	Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0% Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	250	50%
D-ID-003	1.3	1.1.3	The Bidder proposes that ...	R	The Bidder should describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	750	N/A
D-ID-004	1.4		Total Score Table 1 - Example Table						1000	70%

Response must meet the minimum score in order for the bid to remain Compliant.

Example MCM – Case Studies

Case 3 – Rated Requirement with no minimum score,
Bidder claims Compliance.

0	1	2	3	4	5	6	7	8	9a	9b
DOORS ID	ID	Requirement Reference	Requirements	Requirement Category	Instructions to Bidder	Bidder's Compliance	Bidder's Response	Evaluation Criteria and Scale	Max Score	Min Score
D-ID-001	1.1	1.1.1	The Bidder must ...	M	The Bidder must provide ...			Pass: Bidder provided ... Fail: Insufficient details to allow ...	0	N/A
D-ID-002	1.2	1.1.2	The Bidder ensures that ...	R	The Bidder should describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	250	50%
D-ID-003	1.3	1.1.3	The Bidder proposes that ...	R	The Bidder should describe ...	Compliant	Detailed description IAW Instructions to Bidder.	Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	750	N/A
D-ID-004	1.4		Total Score Table 1 - Example Table						1000	70%

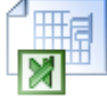
The minimum score of the sum of all requirements for the section must be met for the bid to be Compliant.

MCM Amendments

Four MCM Amendment Files

Map to four MCM Files

ISS_A_TechnicalMCMAmends_Vx.XLS → ISS_A_TechnicalMCM_V1.XLS
 ISS_A_ManagementMCMAmends_Vx.XLS → ISS_A_ManagementMCM_V1.XLS
 ISS_OWSS_TechnicalMCMAmends_Vx.XLS → ISS_OWSS_TechnicalMCM_V1.XLS
 S → ISS_OWSS_ManagementMCM_V1.X
 ISS_OWSS_ManagementMCMAmends_Vx. LS



The 'Vx' will change as future versions are released. (ex: V1, V2 etc.)

MCM Amendments

Example MCM Amendment File:

Amendment Reference	0	1	2	3	4	5	6	7	8	9a	9b
	DOORS ID	ID	Requirement Reference	Requirements	Requirement Category	Instructions to Bidder	Bidder's Compliance	Bidder's Response	Evaluation Criteria and Scale	Max Score	Min Score
Amendment #001 Modification #1	D-ID-002	1.2	1.1.2	The Bidder ensures that ...	R	The Bidder should describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	250	50%
Amendment #003 Modification #6	D-ID-003	1.3	1.1.3	The Bidder proposes that ...	R	The Bidder should enclose ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	750	N/A

This column indicates which Amendment the change is coming from, and what the change reference number is.
 Additions are bolded to assist Bidders.
 Each new file version contains the changes included in the previous version.

MCM Amendments – Actions Required

Original MCM

0	1	2	3	4	5	6	7	8	9a	9b
DOORS ID	ID	Requirement Reference	Requirements	Requirement Category	Instructions to Bidder	Bidder's Compliance	Bidder's Response	Evaluation Criteria and Scale	Max Score	Min Score
D-ID-001	1.1	1.1.1	The Bidder must ...	M	The Bidder must provide ...			Pass: Bidder provided ... Fail: Insufficient details to allow ...	0	N/A
D-ID-002	1.2	1.1.2	The Bidder ensures that ...	R	The Bidder must describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	250	50%
D-ID-003	1.3	1.1.3	The Bidder proposes that ...	R	The Bidder should describe ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	750	N/A
D-ID-004	1.4		Total Score Table 1 - Example Table						1000	70%

1) DND decides that an amendment is required.

MCM Amendments – Actions Required

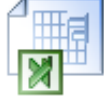
Changes:

#) document ...

DELETE ...

INSERT ...

REMARK...



MCM Amendment File
(If necessary)

Amendment # 00#

2) PWGSC releases an amendment via MERX/GETS. Bidders who have drawn the RFP package receive it automatically.

MCM Amendments – Actions Required

First Amendment for an MCM

Bidder's Original MCM

0	1	2	3	4	5	6	7	8	9a	9b
DOORS ID	ID	Requirement Reference	Requirements	Requirement Category	Instructions to Bidder	Bidder's Compliance	Bidder's Response	Evaluation Criteria and Scale	Max Score	Min Score
D-ID-001	1.1	1.1.1	The Bidder must ...	M	The Bidder must provide ...	Compliant	Detailed description	Pass: Bidder provided ... Fail: Insufficient details to allow ...	0	N/A
D-ID-002	1.2	1.1.2	The Bidder ensures that ...	R	The Bidder must describe ...	Compliant	Detailed description	Use - Scoring Scale Description: Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	250	50%
D-ID-003	1.3	1.1.3	The Bidder proposes that ...	R	The Bidder should describe ...	Compliant	Detailed description	Use - Scoring Scale Description: Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	750	N/A
D-ID-004	1.4		Total Score Table 1 - Example Table						1000	70%

Bidder's MCM Amendment File - Version 1

Référence Amendement	0	ID DOORS	1	2	3	4	5	6	7	8	9a	9b
			Ség	Référence de l'exigence	Énoncé des exigences	Catégorie d'exigence	Instructions pour le soumissionnaire	Conformité du soumissionnaire	Réponse du soumissionnaire	Critères et échelle d'évaluation	Note max	Note min
Amendement #001 Modification #1	D-ID-002									Utiliser – Échelle de notation des descriptions. Excellent = 100 % Bon = 75 % Moyen = 50 % Inacceptable = 0 %	250	50%
		1.2	1.1.2	Le soumissionnaire s'assurait que ...	N	Le soumissionnaire devrait décrire ...		Compliant	Detailed description			

3) Bidders cut out their response to the requirement (if necessary) and paste in the amendment file.

MCM Amendments – Actions Required

First Amendment for an MCM

Bidder's Original MCM

0	1	2	3	4	5	6	7	8	9a	9b
DOORS ID	ID	Requirement Reference	Requirements	Requirement Category	Instructions to Bidder	Bidder's Compliance	Bidder's Response	Evaluation Criteria and Scale	Max Score	Min Score
D-ID-001	1.1	1.1.1	The Bidder must ...	M	The Bidder must provide ...	Compliant	Detailed description	Pass: Bidder provided ... Fail: Insufficient details to allow ...	0	N/A
D-ID-003	1.3	1.1.3	The Bidder proposes that ...	R	The Bidder should describe ...	Compliant	Detailed description	Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	750	N/A
D-ID-004	1.4		Total Score Table 1 - Example Table						1000	70%

4) Bidders black out the requirement in the original MCM file.

MCM Amendments – Actions Required

First Amendment for an MCM

Bidder's MCM Amendment File – Version 1

0	1	2	3	4	5	6	7	8	9a	9b
Référence Amendement	ID DOORS	Référence de l'exigence	Énoncé des exigences	Catégorie d'exigence	Instructions pour le soumissionnaire	Conformité du soumissionnaire	Réponse du soumissionnaire	Critères et échelle d'évaluation	Note max	Note min
Amendement #001 Modification #1	D-ID-002	1.2	1.1.2	N	Le soumissionnaire devrait décrire ...	Compliant ✓	Detailed description ...	Utiliser – Échelle de notation des descriptions. Excellent = 100 % Bon = 75 % Moyen = 50 % Inacceptable = 0 %	250	50%

**5) Bidders adjust their compliance statement and description
as necessary given the changes to the requirement.**

MCM Amendments – Actions Required Subsequent Amendments for an MCM

Bidder's MCM Amendment File – Version 1

0	1	2	3	4	5	6	7	8	9a	9b
Référence Amendement	ID DOORS	Référence de l'exigence	Énoncé des exigences	Catégorie d'exigence	Instructions pour le soumissionnaire	Conformité du soumissionnaire	Réponse du soumissionnaire	Critères et échelle d'évaluation	Note max	Note min
Amendement #001 Modification #1	D-ID-002	1.2	1.1.2	N	Le soumissionnaire devrait décrire ...	Compliant	Detailed description	Utiliser – Échelle de notation des descriptions. Excellent = 100 % Bon = 75 % Moyen = 50 % Inacceptable = 0 %	250	50%

Bidder's MCM Amendment File – Version 2

Amendment Reference	0	1	2	3	4	5	6	7	8	9a	9b
	DOORS ID	ID	Requirement Reference	Requirements	Requirement Category	Instructions to Bidder	Bidder's Compliance	Bidder's Response	Evaluation Criteria and Scale	Max Score	Min Score
Amendment #001 Modification #1	D-ID-002	1.2	1.1.2	The Bidder ensures that ...	R	The Bidder should describe ...	Compliant	Detailed description	Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	250	50%
Amendment #003 Modification #6	D-ID-003	1.3	1.1.3	The Bidder proposes that ...	R	The Bidder should enclose ...			Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	750	N/A

6) Bidders cut out their response to the requirement (if necessary) and paste in the amendment file.

MCM Amendments – Actions Required

Subsequent Amendments for an MCM

Bidder's Original MCM

0	1	2	3	4	5	6	7	8	9a	9b
DOORS ID	ID	Requirement Reference	Requirements	Requirement Category	Instructions to Bidder	Bidder's Compliance	Bidder's Response	Evaluation Criteria and Scale	Max Score	Min Score
D-ID-001	1.1	1.1.1	The Bidder must ...	M	The Bidder must provide ...	Compliant	Detailed description	Pass: Bidder provided ... Fail: Insufficient details to allow ...	0	N/A
D-ID-003	1.3	1.1.3	The Bidder proposes that ...	R	The Bidder should describe ...	Compliant	Detailed description	Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	750	N/A
D-ID-004	1.4		Total Score Table 1 - Example Table						1000	N/A

Bidder's MCM Amendment File – Version 2

Amendment Reference	DOORS ID	ID	Requirement Reference	Requirements	Requirement Category	Instructions to Bidder	Bidder's Compliance	Bidder's Response	8	9a	9b
									Evaluation Criteria and Scale	Max Score	Min Score
Amendment #001 Modification #1	D-ID-002	1.2	1.1.2	The Bidder ensures that ...	R	The Bidder should describe ...	Compliant	Detailed description	Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	250	50%
Amendment #003 Modification #6	D-ID-003	1.3	1.1.3	The Bidder proposes that ...	R	The Bidder should enclose ...	Compliant	Detailed description	Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	750	N/A

7) Bidders cut out their response to the requirement (if necessary) and paste in the amendment file.

MCM Amendmnts – Actions Required Subsequent Amendmnts for an MCM

Bidder's Original MCM

0	1	2	3	4	5	6	7	8	9a	9b
DOORS ID	ID	Requirement Reference	Requirements	Requirement Category	Instructions to Bidder	Bidder's Compliance	Bidder's Response	Evaluation Criteria and Scale	Max Score	Min Score
D-ID-001	1.1	1.1.1	The Bidder must ...	M	The Bidder must provide ...	Compliant	Detailed description	Pass: Bidder provided ... Fail: Insufficient details to allow ...	0	N/A
D-ID-004	1.4		Total Score Table 1 - Example Table						1000	70%

8) Bidders black out the requirement in the original MCM file.

MCM Amendments – Actions Required

Subsequent Amendments for an MCM

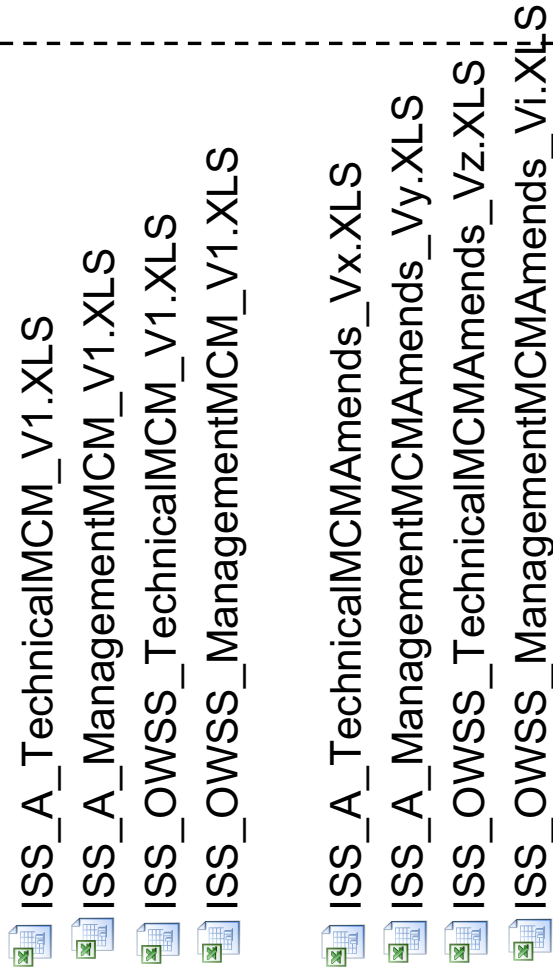
Bidder's MCM Amendment File – Version 2

Amendment Reference	0	1	2	3	4	5	6	7	8	9a	9b
	DOORS ID	ID	Requirement Reference	Requirements	Requirement Category	Instructions to Bidder	Bidder's Compliance	Bidder's Response	Evaluation Criteria and Scale	Max Score	Min Score
Amendment #001 Modification #1	D-ID-002	1.2	1.1.2	The Bidder ensures that ...	R	The Bidder should describe ...	Compliant	Detailed description	Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	250	50%
Amendment #003 Modification #6	D-ID-003	1.3	1.1.3	The Bidder proposes that ...	R	The Bidder should enclose ...	Compliant ✓	Detailed description ...	Use - Scoring Scale Description. Excellent = 100% Good = 75% Average = 50% Unacceptable = 0%	750	N/A

9) Bidders adjust their compliance and description as necessary given the changes to the requirement.

MCM Amendments – Actions Required

Bidder's Submission Package includes:



10) Bidders submit their filled in copy of the original MCMs and their filled in copy of each of the latest version of the MCM Amendment Files.

Agenda

1000-1007	Introductions, Admin Details and Agenda Review
1007-1030	Project Overview
1030-1035	Health Break
1035-1120	Overview of RFP and Resulting Contracts
1120-1125	Health Break
1125-1140	Electronic Package: Matrix of Compliance Modules (MCMs)
1140-1200	Question and Answers on morning presentations
1200-1300	Lunch Break (Access to information tables and equipment viewing)
1300-1315	Question and Answers on morning presentations
1315-1355	Performance Evaluation
1355-1430	Technical Evaluation
1430-1445	Health Break
1445-1530	Financial Proposals
1530-1545	Canada's Industrial and Regional Benefits (IRBs) Policy
1545-1600	Health Break
1600-1620	Question and Answers on afternoon presentations
1620-1650	General Question and Answers period
1650-1700	Concluding Comments

Agenda

1000-1007
 1007-1030
 1030-1035
 1035-1120
 1120-1125
 1125-1140
 1140-1200
1200-1300
viewing)
 1300-1315
 1315-1355
 1355-1430
 1430-1445
 1445-1530
 1530-1545
 1545-1600
 1600-1620
 1620-1650
 1650-1700

Introductions, Admin Details and Agenda Review
 Project Overview
 Health Break
 Overview of RFP and Resulting Contracts
 Health Break
 Electronic Package: Matrix of Compliance Modules (MCMs)
 Question and Answers on morning presentations
Lunch Break (Access to information tables and equipment viewing)
 Question and Answers on morning presentations
 Performance Evaluation
 Technical Evaluation
 Health Break
 Financial Proposals
 Canada's Industrial and Regional Benefits (IRBs) Policy
 Health Break
 Question and Answers on afternoon presentations
 General Question and Answers period
 Concluding Comments

Agenda

1000-1007	Introductions, Admin Details and Agenda Review
1007-1030	Project Overview
1030-1035	Health Break
1035-1120	Overview of RFP and Resulting Contracts
1120-1125	Health Break
1125-1140	Electronic Package: Matrix of Compliance Modules (MCMs)
1140-1200	Question and Answers on morning presentations
1200-1300	Lunch Break (Access to information tables and equipment viewing)
1300-1315	Question and Answers on morning presentations
1315-1355	Performance Evaluation
1355-1430	Technical Evaluation
1430-1445	Health Break
1445-1530	Financial Proposals
1530-1545	Canada's Industrial and Regional Benefits (IRBs) Policy
1545-1600	Health Break
1600-1620	Question and Answers on afternoon presentations
1620-1650	General Question and Answers period
1650-1700	Concluding Comments

Agenda

1000-1007	Introductions, Admin Details and Agenda Review
1007-1030	Project Overview
1030-1035	Health Break
1035-1120	Overview of RFP and Resulting Contracts
1120-1125	Health Break
1125-1140	Electronic Package: Matrix of Compliance Modules (MCMs)
1140-1200	Question and Answers on morning presentations
1200-1300	Lunch Break (Access to information tables and equipment viewing)
1300-1315	Question and Answers on morning presentations
1315-1355	Performance Evaluation
1355-1430	Technical Evaluation
1430-1445	Health Break
1445-1530	Financial Proposals
1530-1545	Canada's Industrial and Regional Benefits (IRBs) Policy
1545-1600	Health Break
1600-1620	Question and Answers on afternoon presentations
1620-1650	General Question and Answers period
1650-1700	Concluding Comments

Performance Evaluation

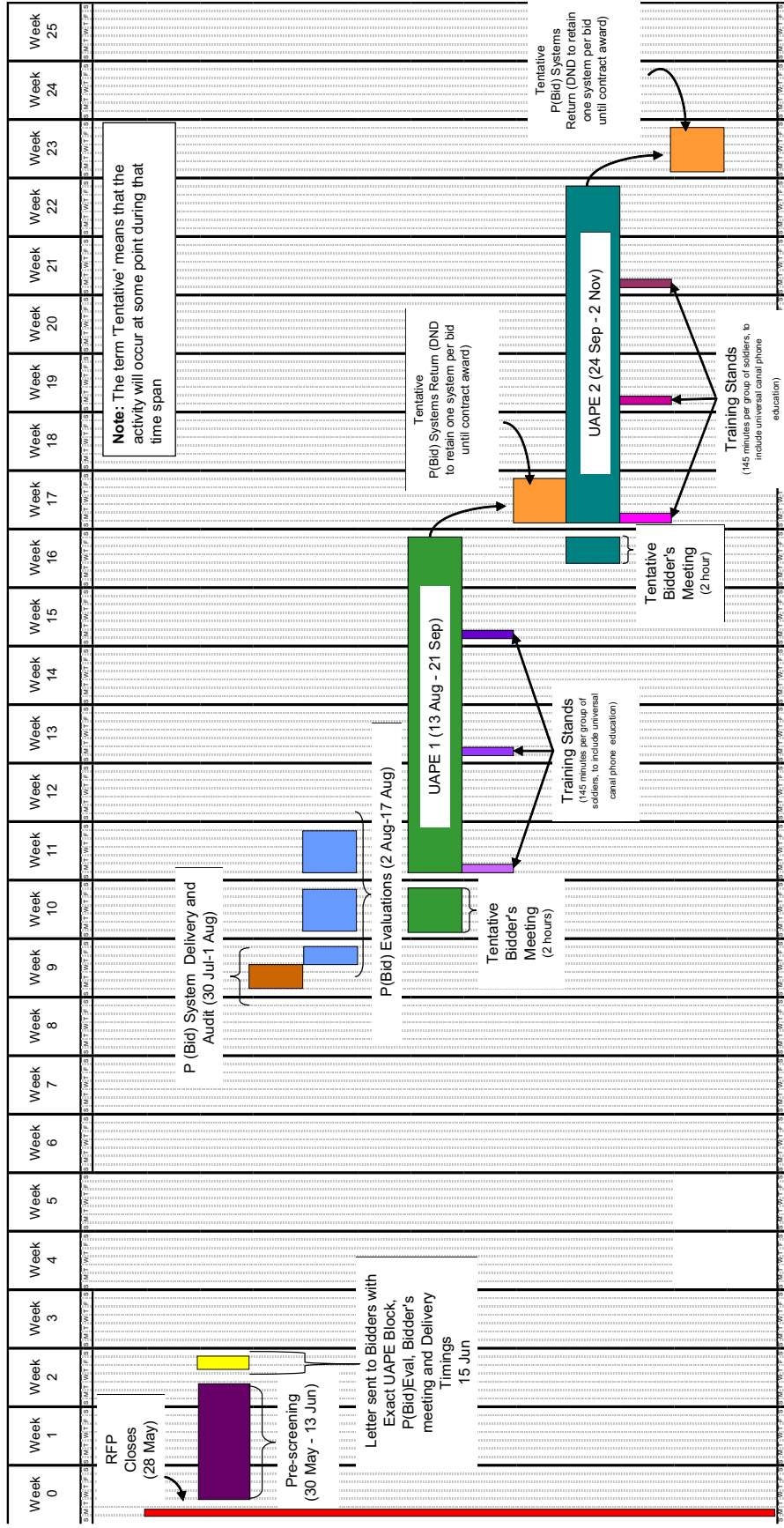
Orientation and Reminders

Major Alexi Natale
Human Factors Advisor ISSP
Officer in Charge of PE

Performance Evaluation

- Sequence of Events
- PE Camp Location
- Facilities for Bidders
- Bias Control and Expected Conduct
- Photo Equipment
- Open Base Policy and Arrival Procedure
- PE Camp Rules
- Delivery and Audit Procedures
- Preceding the Training Stand
- LAV III Compatibility

Sequence of Events



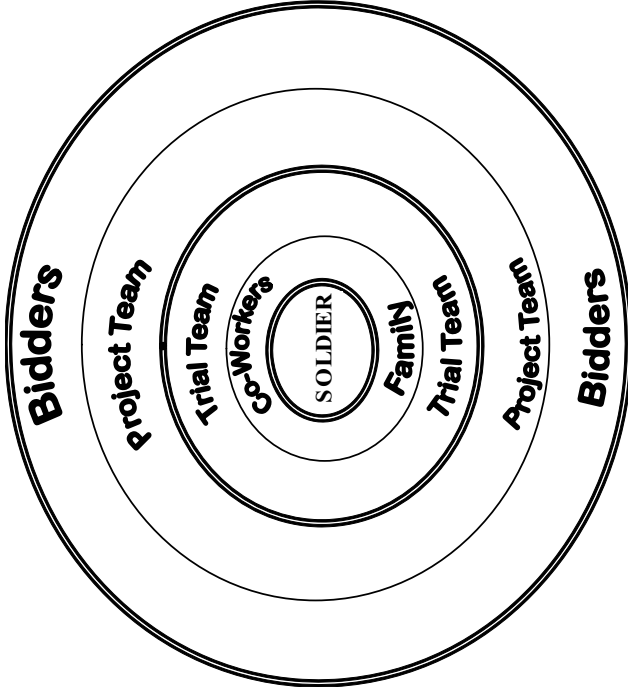
PE Location within CFB Petawawa

- We are currently coordinating with the base operation staff for a location for the classrooms and Bidders administrative area.
- You will receive a detailed map and instruction of the location with your invitation to participate in the Performance Evaluation.

Facilities for Bidders

- Bidders will be assigned a plot of ground to park vehicles and conduct Bid system maintenance.
- The plots will be equipped with power supplying 120 volt 15 amp circuits.
- Accommodations –The area in and around Petawawa has limited hotel space availability during the summer. Bidders are advised to book early and or seek alternate accommodations (e.g. renting cottages etc).

Bias and Expected Conduct during PE



- Bidders contact with Evaluation Soldiers will be limited to two potential scenarios:
 - **Training Test Stands / Universal Canal Phone Education** (for all three exposures)
 - **MLCS pouch configuration discussion**
- Interaction with Evaluation Soldiers beyond what is listed above is strictly prohibited and failure to comply will result in the Bidder disqualification.

Bias Control during PE

- Bidders imposed bias will be reported, logged and dealt with case by case in one of the two manners listed below:
 - Minor Incidents**, an action by a bidder that has, or appears to have, some indirect influence on the UAPE outcome or integrity (for example socializing with PE soldiers during coffee breaks) – Bidders will be warned, a second incident will result in disqualification.
 - Major Incident**, an action by a bidder that has, or appears to have, a direct impact on the UAPE outcome and integrity (for example offering a PE soldier a gift, hospitality, other benefit, questioning or trying to get feedback from PE Soldiers on Bid systems, intentionally trying to be in contact with PE Soldiers outside the prescribed scenarios). An incident of this nature will result in immediate disqualification.

Photo Equipment

- Bidders are forbidden from taking pictures during PE to protect commercially sensitive aspects of competing bidders systems.



Open Base Policy and Arrival Procedure

- CFB Petawawa is an open base so bidders will not be stopped at the front gate to the camp.
- Bidders will arrive at the time specified in the Invite to Participate in PE. Upon arrival at the base Bidders must report to the PE Command Post located in the PE Camp. At this point Bidders representatives will be issued ID Badges which must be worn at all times.

PE Camp Rules

- Number of personnel per Bidder in the PE Camp:
 - P(Bid)Eval – 5
 - Universal Canal phone Education – 5
 - UAPE and all other activities – 3
 - Staff may be rotated
- The PE camp cannot be used as bidders overnight accommodations.

Delivery and Audit Procedures

- The delivery and audit team will determine if the Bidders meet all the mandatory delivery requirements of the RFP article 3.3.1 to Appendix 2 to Annex CB to Volume 1. If any of the mandatory delivery requirements in article 3.3.1 are not met, the Contracting Authority (CA) will so inform the Bidder and provide the Bidder forty-eight (48) hours from 8 pm local time on the date of delivery of the Bidder's container(s) to meet all the mandatory requirements. Failure to comply with the request of the CA and meet all mandatory requirements within that time period will render the bid non-responsive.

Delivery and Audit Procedures

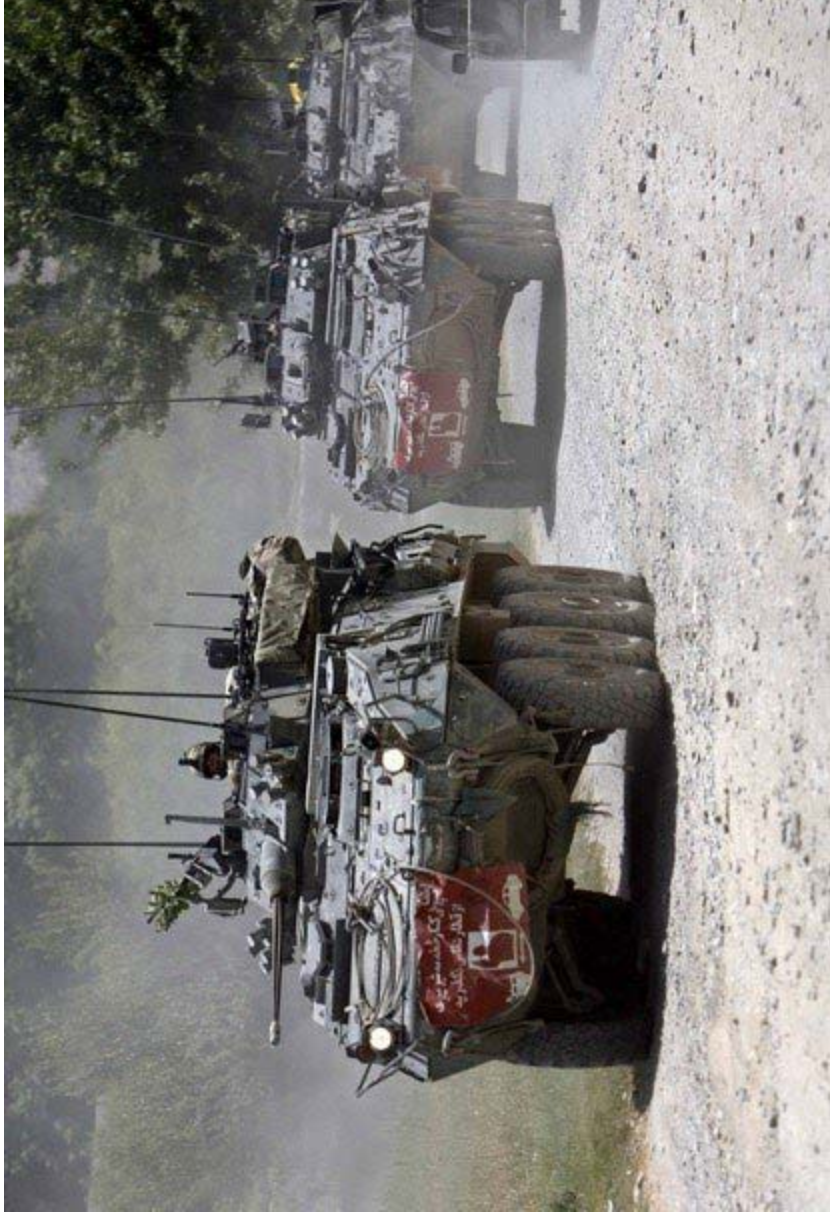
These are the PE mandatory delivery requirements as per the checklist:

Serial	Requirement
1	The Bidder must deliver 10 proposed ISS-S systems (referred to as the P (Bid) System) excluding the DAGR Interface Cables, the CORAL-CR-C Interface Cables and the LCSS Radio Interface Cable Sets. The P(Bid) Systems delivered must match the Equipment Breakdown Structure (EBS) except for the exclusions noted above.
2	The Bidder must deliver 24 MLCS Platforms - twelve (12) of small size and twelve (12) of medium size
3	The Bidder must deliver twelve (12) sets of MLCS ISS pouches
4	The Bidder must deliver 3 complete inventory list of all equipment supplied containing applicable serial numbers and software versions
5	The Bidder must deliver one proposed SEP-Suite software on a CD/DVD.
6	The Bidder must deliver one laptop with the SEP-Suite software installed, and all hardware that is required by the SEP-Suite to configure the ISS-S.
7	The Bidder must deliver one copy of the Equipment Breakdown Structure (EBS), prepared in accordance with DID CM-002, which represents the above P(Bid) system.
8	The Bidder must deliver the proposed ISS-S systems in a single container or series of lockable containers which must be clearly identified by company name.
9	The Bidder must deliver the P(BID) to the designated Canadian Forces Base on the date and location stated in the PE invitation in accordance with article 2.6.4 of Volume 1, Invitations to PE activities.
10	<p>For the purpose of the PE,</p> <ul style="list-style-type: none"> The MLCS' main fabric, binding tapes, webbing and all other MLCS materials must be submitted in monochrome colour Coyote Brown or a close visual match to Coyote Brown; the 1000 denier Cordura must be a commercially available cloth in accordance with Mil-C-43734D Class 3

Preceding the Training Stand

- Custom canal phones will not be evaluated during UAPE.
- Universal Canal phones. Bidders will be granted the opportunity to train the Evaluation Soldiers on their respective universal canal phones such that they mitigate the number of fitting issues. Bidders are limited to 30 minutes for each group of ten (10) Evaluation soldiers. Time of access to soldiers will be prior to the Training Stand. Bidders' will be expected to run this sessions three (3) times during their six (6) week UAPE block.

LAV III Compatibility



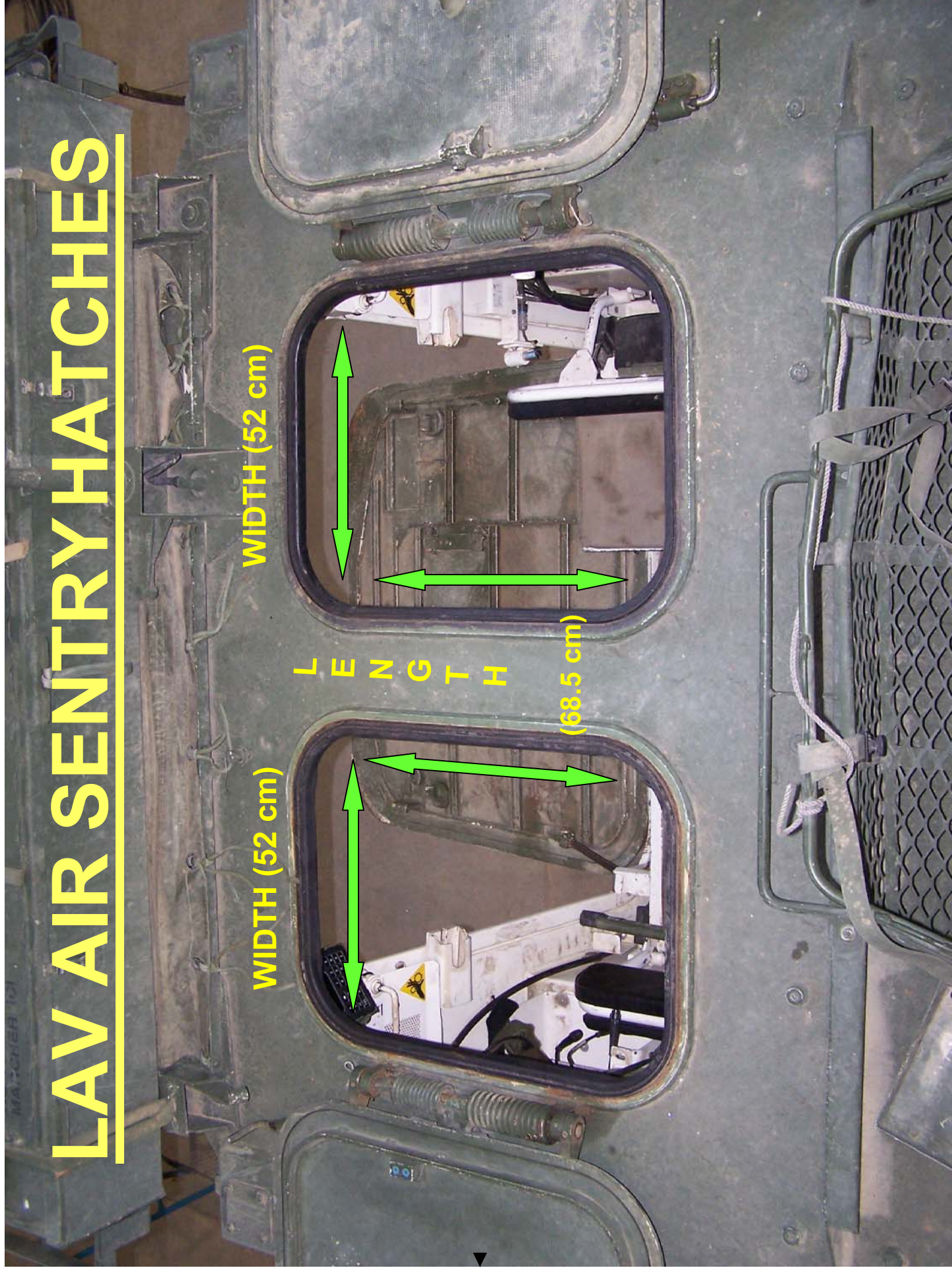
LAV AIR SENTRY HATCHES

WIDTH (52 cm)

L E N G T H

(68.5 cm)

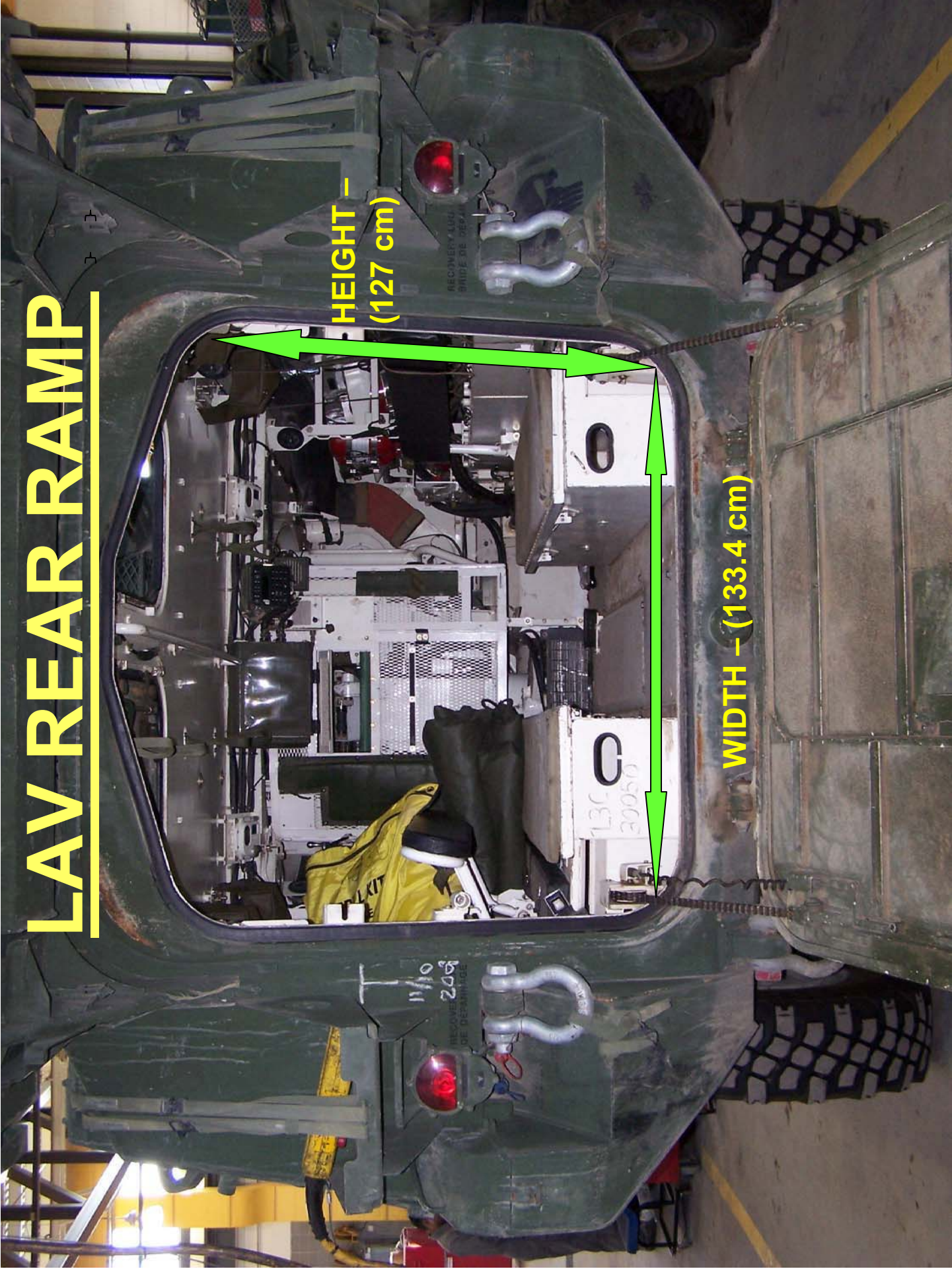
WIDTH (52 cm)



LAV REAR RAMP

HEIGHT –
(127 cm)

WIDTH – (133.4 cm)

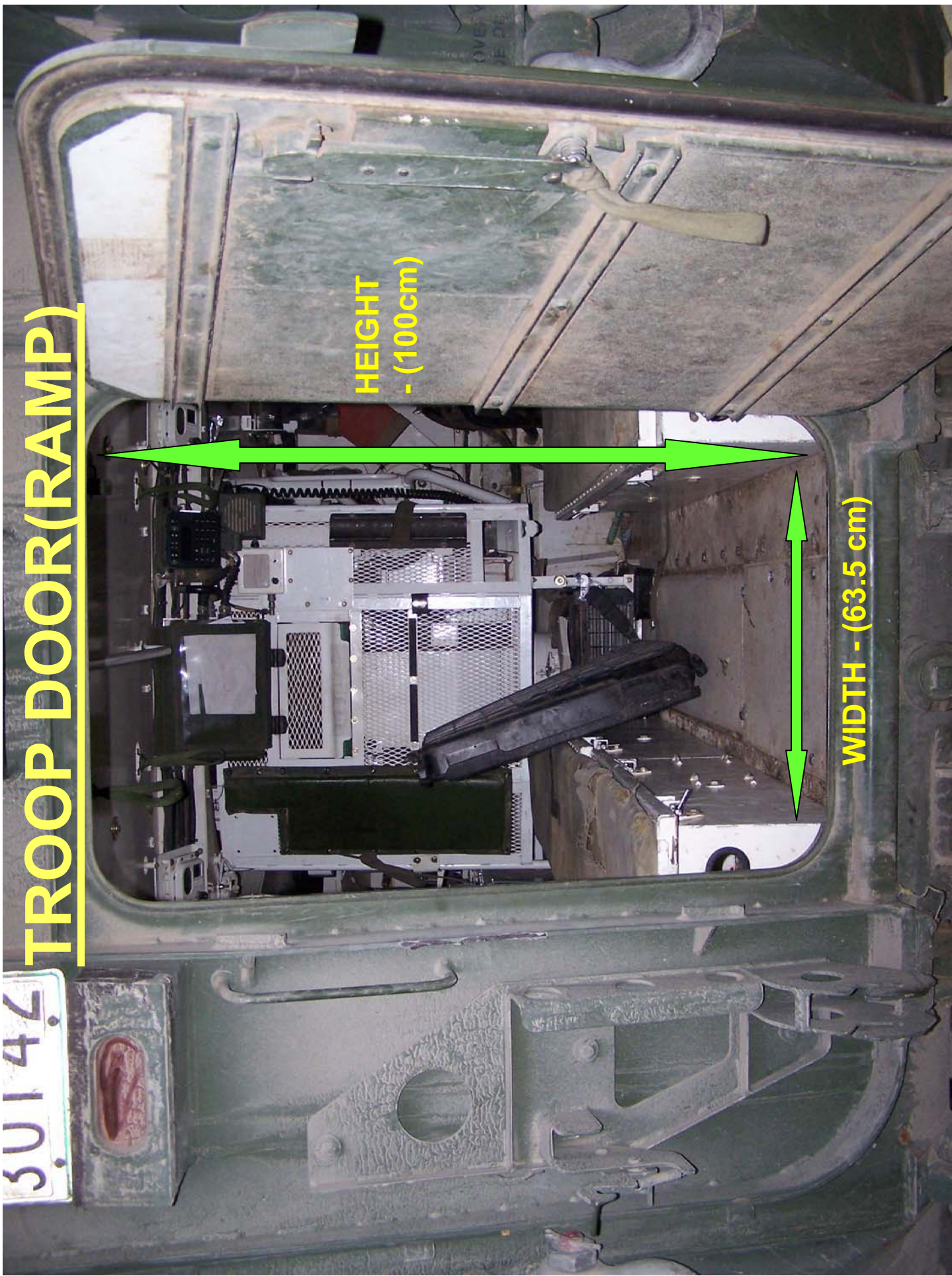


30147

TROOP DOOR(RAMP)

HEIGHT
- (100 cm)

WIDTH - (63.5 cm)



Agenda

1000-1007	Introductions, Admin Details and Agenda Review
1007-1030	Project Overview
1030-1035	Health Break
1035-1120	Overview of RFP and Resulting Contracts
1120-1125	Health Break
1125-1140	Electronic Package: Matrix of Compliance Modules (MCMs)
1140-1200	Question and Answers on morning presentations
1200-1300	Lunch Break (Access to information tables and equipment viewing)
1300-1315	Question and Answers on morning presentations
1315-1355	Performance Evaluation
1355-1430	Technical Evaluation
1430-1445	Health Break
1445-1530	Financial Proposals
1530-1545	Canada's Industrial and Regional Benefits (IRBs) Policy
1545-1600	Health Break
1600-1620	Question and Answers on afternoon presentations
1620-1650	General Question and Answers period
1650-1700	Concluding Comments

Technical Evaluation

Systems Engineering Manager ISSP
Marc-André Rochon

Technical Evaluation

- Technical Performance Specification (TPS)
- TPS Evaluation
- P(Bid) Evaluation

Technical Performance Specification (TPS)

ISS Requirements

- All Acquisition Contract technical requirements are found in the TPS: Appendix 1 to Annex CB to Volume 2
 - Mix of “must” and “should” requirements
 - All commitments that the Contractor made as part of its original submission and for which it was rewarded during the evaluation of its bid will be reflected in the final version of the TPS that will be included in the Acquisition Contract.

ISS Technical Performance Specification

From Appendix 1 to Annex CB to Volume 2:

Para	TPS Reference	Requirement Statement	Verification Method	Verification Criteria	SAT
2.2.1.1.0-2	TPS-5380	The ISS MLCS Platform must be provided in two different sizes; medium and small, as per the TDP found in Annex CB, Appendix 7, MLCS Platform TDP.	Inspection	The Contractor must show that the ISS MLCS Platform is provided in both medium and small sizes, as per Annex CB, Appendix 7, MLCS Platform TDP.	No
2.1.1.2.0-6	TPS-5106	The ISS-S must be fitted to the soldier without needing to be secured to any head borne equipment and without affecting the correct securing of the helmet.	Contractor's Choice	The Contractor must prove that the ISS-S meets this requirement.	No
2.2.2.5.11.0-2	TPS-2422	The ISS-S should have the capability to receive and display Text messages.	Demo	The Contractor must demonstrate that the ISS-S Users who are selected as recipients can receive and display text messages.	Yes
2.2.5.1.1.0-4	TPS-4261	The ISS-CS must perform network synchronisation and meet the functional and performance requirements defined in this specification in a GPS-denied environment.	Test	The Contractor must prove through testing that the ISS-S meets the requirement. Test to be done using at least three (3) ISS-S nodes.	No
2.2.5.3.1.0-18	TPS-880	A minimum group of forty-five (45) ISS-CS must operate as a single ISS-S communications network for voice and data where all nodes are within 1 radio hop (i.e. no relay).	Analysis	Analysis: The Contractor must provide an analysis of how their ISS-S solution meets the requirement.	No

Battery Charger Set

- TPS contains very few requirements for the Battery Charger Set
 - User requirements and ISS-S recharging CONOPS are not fully articulated yet
 - Battery Charger Set technical and operational characteristics is very dependent on the ISS-S solution that is provided
- Purchasing 344 firm (168 for Initial Training and 176 for Operational Stock, as per Annex CF to Volume 2)
- The decision to exercise options for additional Battery Charger Sets depends on the solution provided by the Contractor and on its effectiveness in satisfying the user requirement

TPS Evaluation

TPS Evaluation

- Some requirements are evaluated as part of the P(Bid) Evaluation
 - Appendix 3 to Annex CC to Volume 1
- Other requirements are evaluated as part of the TPS Paper Evaluation
 - Appendix 1 to Annex CC to Volume 1

P(Bid) Evaluation

P(Bid) Evaluation

- Daily Routine and logistics for P(Bid) Evaluation
 - ISS P(Bid) Evaluation → One (1) bid per day
 - MLCS P(Bid) Evaluation → Two (2) bids per day

Frequency Assignment for PE

- Radio characteristics must be provided to the Contracting Authority at **no later than 1400 Eastern Daylight Savings Time on 25 April 2012**
- Radio characteristics must be provided by either:
 - Filling-out and providing sections 2, 3 and 4 of the DND 552 form;
 - If the RF equipment is already certified in Canada, providing a copy of the Technical Acceptance Certificate from Industry Canada; or
 - If the RF equipment is already in use by the United States military, providing a copy of the completed US Department of Defence (DoD) form 1494.
- Details are in sections 2.6.5 and 2.6.6 of RFP Volume 1.

ISS P(Bid) Evaluation Logistics

From Attachment 1 to Appendix 2 to Annex CB to Volume 1:

Timings	Activity	Location	Remarks
0800-0830	ISS-S Systems Pick-up	Storage Facility Transit Evaluation Site – Preparation Area	Bidder to confirm their system is complete and transportation to Evaluation Site.
0830-0900	Introduction and Briefing	Evaluation Site – Preparation Area	PMO ISSP to provide to Bidder a general briefing on the conduct of the P (Bid) Evaluation.
0900-1130	System Preparation	Evaluation Site – Preparation Area	Opportunity for Bidder to prepare and set-up their system for the conduct of the P (Bid) Eval.
1130-1230	Lunch		
1230-1730	P (Bid) Evaluation	Evaluation Site – Classroom: Serial 1-30 and 51-62 will be completed indoors. Outdoor: Serial 32-49 will be conducted outdoors.	The Bidder is expected to be ready to start the P (Bid) Evaluation at 1230.

ISS P(Bid) Evaluation Logistics

- 5 ISS-S are required for the ISS P(Bid) Evaluation
- Laptop with SEP-Suite software that was delivered for the PE
- Use maps as indicated in the Instructions to Bidder column of Table 1 to Appendix 3 to Annex CC to Volume 1
- Bidders run the inspections, demonstrations and tests as instructed by the DND evaluators
- ISS P(Bid) evaluation team is comprised of 5 DND evaluators
- Lunch provided to bidder by Canada
- Tables, chairs and 120V power will be provided

MLCS P(Bid) Evaluation Logistics

- At DND evaluators' request, pick-up 5 small MLCS and 5 medium MLCS, and 5 sets of ISS MLCS Pouches
- Bidders are not permitted to witness the MLCS P(Bid) evaluation
- MLCS P(Bid) evaluation team is comprised of 3 DND evaluators

P(Bid) Evaluation – Requirement Samples

From Appendix 3 to Annex CC to Volume 1:

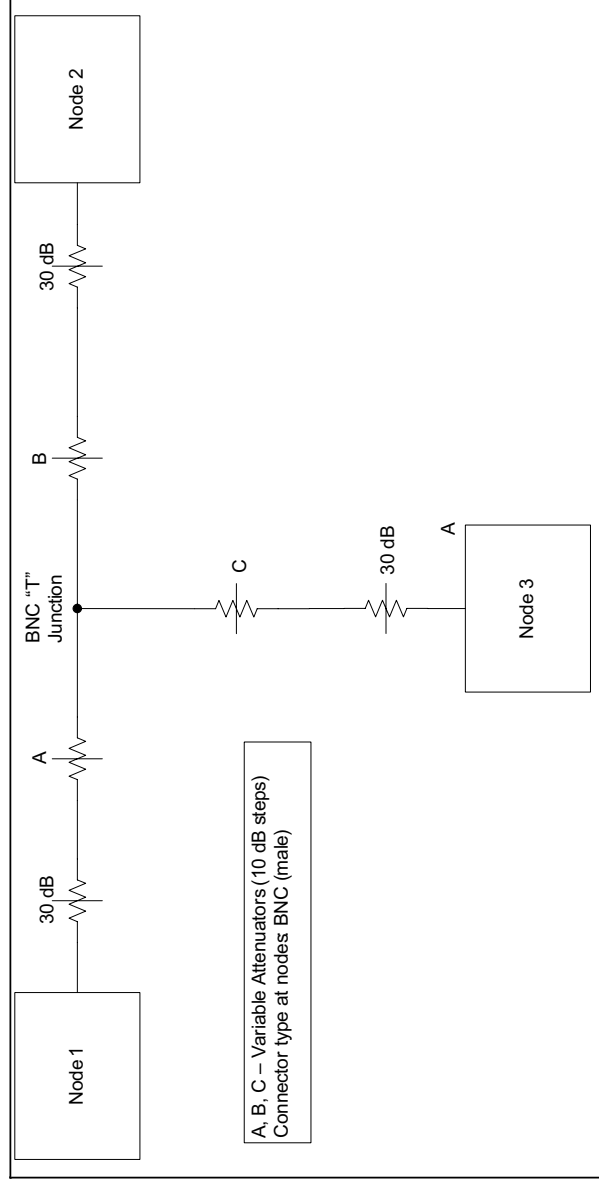
1	2	3	4	5	6	7	8
Serial	TPS Reference	Requirement Statement	Requirement Category	Evaluation Method	Instructions to Bidder	Evaluation Criteria and Scale	Max Score
2	TPS-2482	The Tactical User Interface must not be head or helmet mounted.	M	P(Bid) Visual Inspection	The Bidder must	The Bidder's proposed ISS-S will be deemed compliant if	
45	TPS-2420	The ISS-S should have a Text Messaging capability that allows the ISS-S User to type free text messages and send them to one or more other Users.	R	P(Bid) Demonstration of Function	Node 1 should	The proposed ISS-S will be evaluated ...	279
46	TPS-2422	The ISS-S should have the capability to receive and display Text messages.	R	P(Bid) Demonstration of Function	Node 2, Node 3 and Node 4 should confirm that	The proposed ISS-S will be evaluated	279
8	TPS-2523	The ISS-S computer hosting the BMS application must ...	M	P(Bid) Test of Function	In order to perform Serial 8, Node 1 must	The Bidder's proposed ISS-S will be deemed compliant if ...	

P(Bid) Evaluation DND-Provided Equipment

- Stop Watch
 - Serial 8, 38 and 58 → BMS start-up, ISS-S Network join and Battery replacement
- Postal Scale
 - Serial 59 → Total ISS-S with batteries to operate a 24 hour battlefield day, excluding GFE Interface Cables
- Magnetic Compass
 - Serials 12, 15 and 35 → Electronic Compass evaluation
- Attenuator Tree
 - Serial 51 → Communications Relay
- Hand Drawings
 - Serials 27, 28, 34, 36, 44, 49, 58 → Creation, manipulation and exchange of Hand Drawings
- Measuring Tape and Ruler
 - Serials 60 and 61 → MLCS Platform and ISS MLCS Pouches

ISS P(Bid) Evaluation: Attenuator Tree

From Appendix 10 to Annex CB to Volume 2:

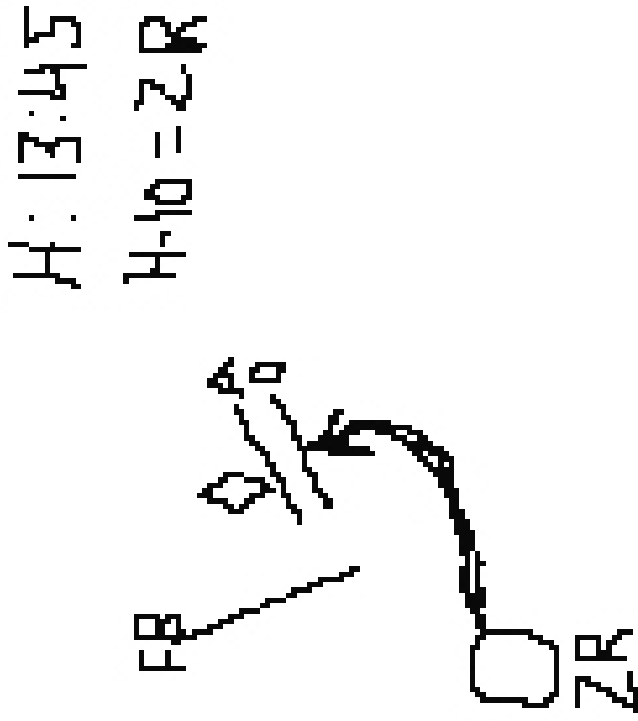


It is the responsibility of the bidder to provide the necessary adaptors to connect their radio antenna port to the attenuator tree. The cables are RG-142 with an impedance of 50 Ohms. The bidder is responsible for providing impedance matching if necessary.

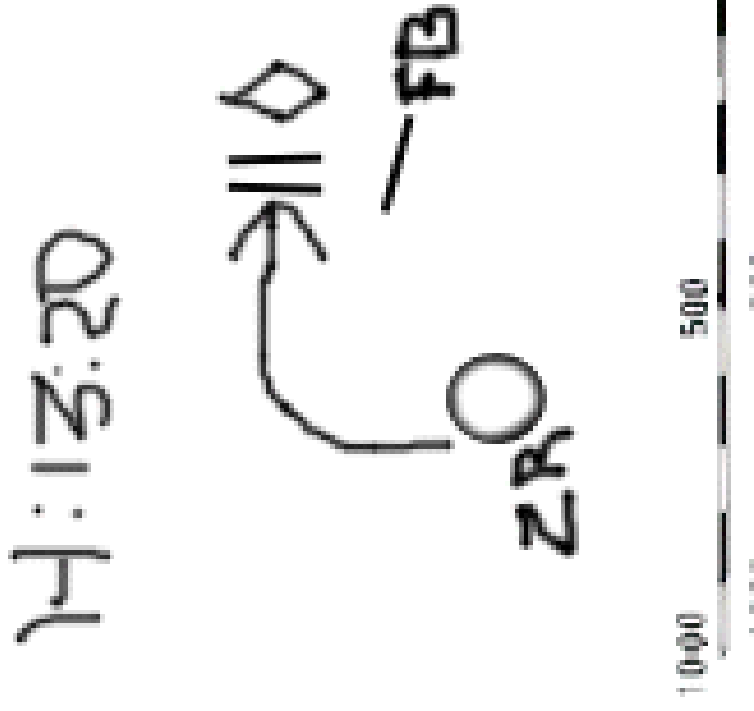
ISS P(Bid) Evaluation: Hand Drawings

From Appendix 10 to Annex CB to Volume 2:

Left Flanking Hand Drawing



Right Flanking Hand Drawing



ISS P(Bid) Evaluation: ISS-S Weight

- Reference: Serial 59 (TPS-3919) of Appendix 3 to Annex CC to Volume 1
- $\text{ISS-S Weight} = (\text{ISS-S Weight with ISS Rechargeable Batteries for a 24 hour BD} + \text{ISS-S Weight with ISS Non-Rechargeable Batteries for a 24 hour BD}) \text{ divided by } 2$
- The evaluators will also weigh individual Power Domain Battery Packs

ISS P(Bid) Evaluation: ISS-S Weight

- The number of ISS Rechargeable Batteries and ISS Non-Rechargeable Batteries that will be weighed:
 - Must be the number of Power Domain Battery Packs that are required to operate the ISS-S for a 24 hour Battlefield Day (BD);
 - Appendix 3 to Annex CB to Volume 2
 - And must be as indicated in the Power Consumption Test and Analysis
 - Appendix 11 to Annex CB to Volume 2
- The Bidder must ensure that the battery information that is provided is consistent throughout the bid:
 - Life Cycle Costing Compliance Matrix in **Appendix 1 to Annex CG to Volume 1**
 - P(Bid) Evaluation in **Appendix 3 to Annex CC to Volume 1**
 - TPS Compliance Matrix in **Appendix 1 to Annex CC to Volume 1**
 - Financial Bid Presentation Sheet as per **Annex AB to Volume 1**

Agenda

1000-1007	Introductions, Admin Details and Agenda Review
1007-1030	Project Overview
1030-1035	Health Break
1035-1120	Overview of RFP and Resulting Contracts
1120-1125	Health Break
1125-1140	Electronic Package: Matrix of Compliance Modules (MCMs)
1140-1200	Question and Answers on morning presentations
1200-1300	Lunch Break (Access to information tables and equipment viewing)
1300-1315	Question and Answers on morning presentations
1315-1355	Performance Evaluation
1355-1430	Technical Evaluation
1430-1445	Health Break
1445-1530	Financial Proposals
1530-1545	Canada's Industrial and Regional Benefits (IRBs) Policy
1545-1600	Health Break
1600-1620	Question and Answers on afternoon presentations
1620-1650	General Question and Answers period
1650-1700	Concluding Comments

Agenda

1000-1007	Introductions, Admin Details and Agenda Review
1007-1030	Project Overview
1030-1035	Health Break
1035-1120	Overview of RFP and Resulting Contracts
1120-1125	Health Break
1125-1140	Electronic Package: Matrix of Compliance Modules (MCMs)
1140-1200	Question and Answers on morning presentations
1200-1300	Lunch Break (Access to information tables and equipment viewing)
1300-1315	Question and Answers on morning presentations
1315-1355	Performance Evaluation
1355-1430	Technical Evaluation
1430-1445	Health Break
1445-1530	Financial Proposals
1530-1545	Canada's Industrial and Regional Benefits (IRBs) Policy
1545-1600	Health Break
1600-1620	Question and Answers on afternoon presentations
1620-1650	General Question and Answers period
1650-1700	Concluding Comments

Financial Proposals

Contracting Authority PWGSC
Bernard Juteau

Table of contents

- 1. Annex AB “Section IV - ISS-A Financial Bid” Preparation Instructions to Volume 1
 - “Section IV ISS-A Financial Bid” minimum contents;
 - Relationship between lists of material and certain items in the Financial Bid Presentation Sheet (FBPS);
 - Review of the ISS-A FBPS;
 - Multiple power domains;
 - Central power domain (Variation 1);
 - Central power domain (Variation 2);
- 2. Annex AC “Section VIII - ISS-OWSS Financial Bid” Preparation Instructions to Volume 1
 - “Section VIII - ISS-OWSS Financial Bid” minimum contents;
 - Relationship between lists of material and certain items in the FBPS;
 - No Review of the ISS-OWSS FBPS. Very similar to ISS-A FBPS;

1. Annex AB “Section IV - ISS-A Financial Bid” Preparation Instructions to Volume 1

1. Annex AB “Section IV - ISS-A Financial Bid” Preparation Instructions to Volume 1

1. Annex AB “Section IV - ISS-A Financial Bid” Preparation Instructions to Volume 1 (Cont’d)

- The annex AB has 42 pages of detailed instructions on “Section IV - ISS-A Financial Bid” minimum content and on how to fill in the volume 2 annex AB (ISS-A FBPS).

Bidders must submit with their proposal “Section IV ISS-A Financial Bid”:

- The following lists:
 - the *Recommended Spare Parts List* (RSPL) (SOW para. 6.7.2.0-2, CDRL LS-003);
 - the *Consumable and Bulk Items List* (CBIL) (SOW para. 6.7.2.0-4, CDRL LS-012); and
 - the *Recommended Support Equipment Requirements List* (RSERL) (SOW para. 6.7.4.0-1, CDRL LS-002).

(In spite of the fact that DND requests the 3 lists above mentioned after the beginning of the phase B, it is a mandatory requirement that these lists, with all unit prices, be provided with the Bidder financial proposal.)

- Status and Availability of Resources certification;
- Education and Experience certification;

1. Annex AB “Section IV - ISS-A Financial Bid” Preparation Instructions to Volume 1 (Cont’d)

Bidders must submit with their proposal “Section IV ISS-A Financial Bid”: (Cont’d)

- a filled-in copy of the ISS-A Financial Bid Presentation Sheet (FBPS) (Volume 2);

VOLUME 2 PART 7 – ISS-A RESULTING CONTRACT

List of Modules and Annexes: Financial Bid Presentation Sheet

Module A

Annex AB ISS-A Price Proposal Presentation Sheet
 Part 1 (Phase A System Qualification);
 Part 2 (Optional Goods and/or Services Phase B (Production));
 Part 3 (Miscellaneous Work (Not phased specific));
 Appendix 1 (Purchase of Optional Quantities);
 Appendix 2 (Optional Quantities Discount Factor Table);
 Appendix 3 (Parts 1, 2 & 3's Claim for Exchange Rate Adjustments);
 Appendix 4 (Appendices 1 & 2's Claim for Exchange Rate Adjustments);

1. Annex AB “Section IV - ISS-A Financial Bid” Preparation Instructions to Volume 1 (Cont’d)

ISS-A Financial Bid Presentation Sheet (FBPS) :

- Prices are submitted for a first period and then are adjusted on account of fluctuations in the Canadian economy for all subsequent periods, except for phase A;
- Prices must be submitted in Canadian currency;
- Prices provided GST or HST excluded, Incoterm 2000 DDP Delivery Duty Paid;
- Transportation costs information must be provided;
- Bidders may request Canada to assume the risk for exchange rate fluctuation;
- The procedures on how to fill-in the ISS-A (FBPS) are in volume 1 annex AB article 8 and beyond;

1. Annex AB “Section IV - ISS-A Financial Bid” Preparation Instructions to Volume 1 (Cont’d)

ISS-A Financial Bid Presentation Sheet (FBPS) : (Cont’d)

- The ISS-A FBPS can be found in the Annex AB to Volume 2;
- The ISS-A FBPS is also provided on an *.xls format (Microsoft Excel 2000) in the RFP Electronic Package under file name “ISS_A_FBPS_V1.xls”, (See RFP Article 2.7 to Volume 1).

1. Annex AB "Section IV - ISS-A Financial Bid" Preparation Instructions to Volume 1 (Cont'd)

ANNEX AB to Volume 2

ISS-A FINANCIAL BID PRESENTATION SHEET

PART 1 (Phase A Qualification)

ISS_A_FBPS_V1.XLS

BP

Code ITEM'S DESCRIPTIONS

		Qty U of I	Column A Qty (Over Phase A period)	Column B Unit Price	Column C Extended Price	Column D
1.0 Contract Management (Phase A Qualification):	2.0 Documentation:	Lot	1	\$ _____	\$ _____	20%±2% of A
		Lot	1	\$ _____	\$ _____	
3.0 Documentation (Phase A Qualification):	4.0 Engineering Support Services:	Qty		Milestone	Extended Price	Milestone Due Date in months from date of contract
		U of I	Qty	Payment	Milestone	
5.0 Qualification:	Mil	Lot	1	\$ _____	15%±2% of A	_____
		Lot	1	\$ _____	25%±2% of A	_____
		Lot	1	\$ _____	40%±2% of A	9 months max

6.0 Release of holdback:

7.0 ISS-A PHASE A WORK BID PRICE

GST/HST = Goods and Services Tax or the Harmonized Sales Tax excluded

A

\$ 7.2M max

GST/HST

1. Annex AB "Section IV - ISS-A Financial Bid" Preparation Instructions to Volume 1 (Cont'd)

ANNEX AB to Volume 2

ISS-A FINANCIAL BID PRESENTATION SHEET

PART 2 (Optional Goods and/or Services Phase B (Production))

ISS A FBPS V1.XLS

BP

Code ITEM'S DESCRIPTIONS

8.0 Contract Management (Phase B Production):

9.0 Documentation (Phase B Production):

- 9.1 Documentation set:
 - 9.1.6 Recommended Spare Parts List (RSPL) (SOW para. 6.7.2.0-2, CDRL LS-003)
 - 9.1.8 Recommended and Bulk Items List (CBIL) (SOW para. 6.7.2.0-4, CDRL LS-012)
 - 9.1.9 Recommended Support Equipment Requirements List (RSERL) (SOW para. 6.7.2.0-5, CDRL LS-004)
 - 9.1.12 Training Courses: (SOW para. 6.6.5.0-3, CDRL LS-008)
 - 9.1.12.1 ICT Operator Instructors training documentation (English)
 - 9.1.12.2 ICT System Manager Instructors training documentation (English)
 - 9.1.12.3 ICT Maintainer Instructors training documentation (English)
 - 9.1.12.4 ICT Operator Instructors training documentation (French)
 - 9.1.12.5 ICT System Manager Instructors training documentation (French)
 - 9.1.12.6 ICT Maintainer Instructors training documentation (French)
 - 9.1.13 Technical Publications (SOW para. 6.5.1.0-2, CDRL LS-007)

11.0 Pilot Initial Cadre Training (ICT) courses: (Annex CA Statement of Work (SOW) para. 6.6)

ORDER 1 DESCRIPTION (Table 2-1 to Annex CF)

- 11.1 English Training:
 - 11.1.1 Pilot ICT Operator Instructors Course for 12 students
 - 11.1.2 Pilot ICT System Manager Instructors Course for 12 students
 - 11.1.3 Pilot ICT Maintainer Instructors Course for 12 students
- 11.2 French Training:
 - 11.2.1 Pilot ICT Operator Instructors Course for 12 students
 - 11.2.2 Pilot ICT System Manager Instructors Course for 12 students
 - 11.2.3 Pilot ICT Maintainer Instructors Course for 12 students

12.0 Initial Cadre Training (ICT) courses: (Annex CA Statement of Work (SOW) para. 6.6)

13.0 Integrated Soldier System (ISS) P(Prod) version: (Annex CA Statement of Work (SOW) para. 3.3.5)

- 13.3 Technical documentation: (SOW para. 3.3.1.1.0-8.0-1)
 13.3.1 Original copy:
 (SEE ITEM 9.1.13 TO THIS PART 2)
 13.3.2 Additional copy:
 13.3.2.1 ISS-S User Manual - Bilingual
 13.3.2.2 ISS-S Technical Manual - Bilingual
 13.3.2.3 ISS-S Quick Reference Manual - Bilingual
 13.4 Support Equipment: (SOW para. 3.3.1.1.0-8.0-2)
 13.4.1 Recommended Support Equipment: (SOW para. 3.3.1.1.0-8.0-2.0-1)
 (SEE ITEM 15.0 TO THIS PART 2)

The diagram illustrates the flow of data from a source table to a target table. The source table has columns: Qty, U of I, Column A (Qty, Over contract period), Column B1 (Unit Price, Year 1), Column B2 (Unit Price, Year 2), Column B3 (Unit Price, Year 3), and Column C (Extended Price). The target table has columns: Each, 1600, 64, 1600. The flow is indicated by arrows and numbered steps: 1. Courses documentation completion, 2. Courses development, 3. Courses development finalization, 4. Courses, 5. Payment, 6. Courses, 7. Courses. The diagram also shows a 'Payment' section with a dollar sign and a 'Courses' section with a dollar sign.

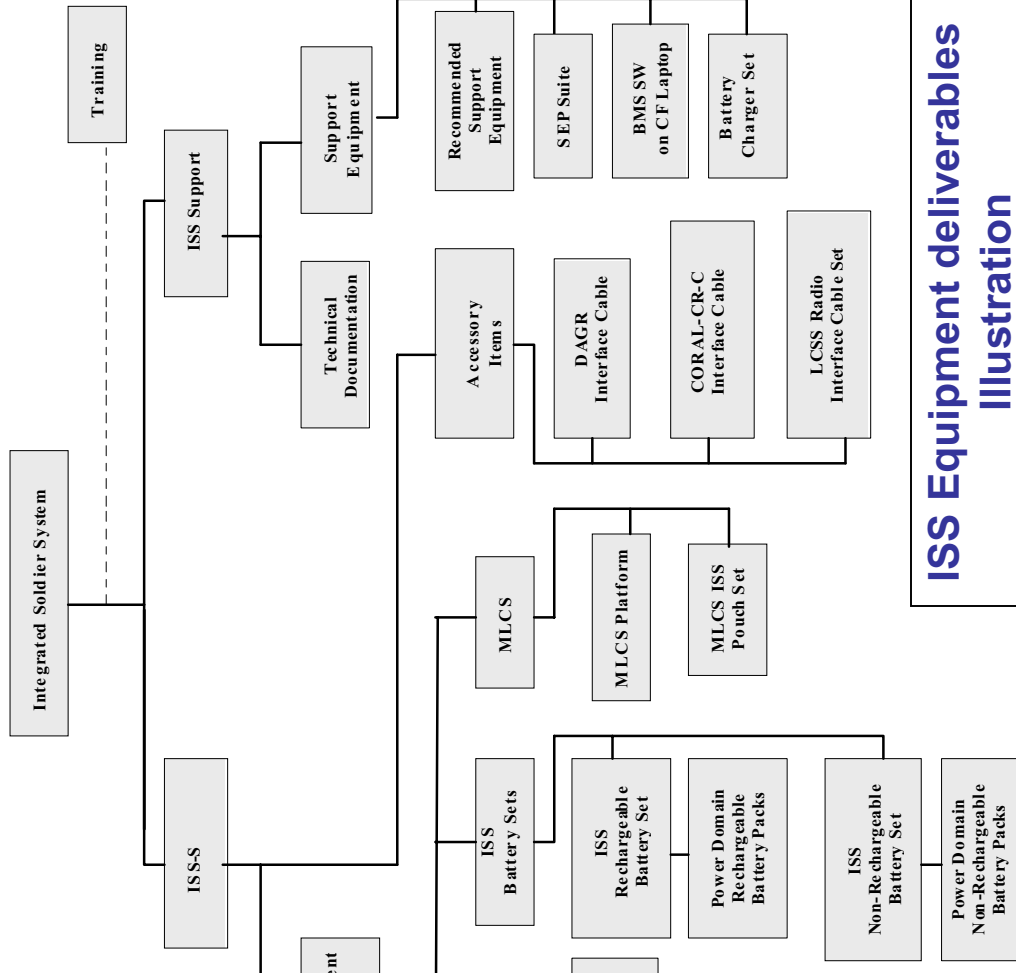
1. Annex AB “Section IV - ISS-A Financial Bid” Preparation Instructions to Volume 1 (Cont’d)

Item 13 to annex AB FBPS to Part 2 to Volume 2 Generalities

1. Annex AB “Section IV - ISS-A Financial Bid” Preparation Instructions to Volume 1 (Cont'd)

- 13.1 Main Equipment: (SOW para. 3.3.1.1.0-6)
- 13.1.1 Integrated Soldier System - Electronics Suite (ISS-ES) (SOW para. 3.3.1.1.0-6.0-1)
- 13.1.1.1 (ISS-ES Line-Replaceable Unit (LRU) 1)
- 13.1.1.x (ISS-ES LRU x)
- ...
- 13.1.2 Universal Canaphone Set (SOW para. 3.3.1.1.0-6.0-3)
- 13.1.3 ISS Battery Sets: (SOW para. 3.3.1.1.0-6.0-5)
- 13.1.3.1 ISS Rechargeable Battery Set: (SOW para. 3.3.1.1.0-6.0-5.0-2)
- 13.1.3.1.1 (Power Domain 1) Rechargeable Battery Set:
- 13.1.3.1.1.1 Power Domain Rechargeable Battery Pack: (SOW para. 3.3.1.1.0-6.0-4.0-4)
- 13.1.3.1.1.1.1 Battery (Type)
- 13.1.3.1.1.1.2 Battery Loading/Storage Device (SOW para. 3.3.1.1.0-6.0-6)
- 13.1.3.1.1.2 Quantity of Power Domain Rechargeable Battery Pack (SOW para. 3.3.1.1.0-6.0-4.0-5)
- 13.1.3.1.x (Power Domain x) Rechargeable Battery Set:
- ...
- 13.1.3.2 ISS Non-Rechargeable Battery Set: (SOW para. 3.3.1.1.0-6.0-5.0-1)
- 13.1.3.2.1 (Power Domain 1) Non-Rechargeable Battery Set:
- 13.1.3.2.1.1 Power Domain Non-Rechargeable Battery Pack: (SOW para. 3.3.1.1.0-6.0-4.0-2)
- 13.1.3.2.1.1.1 Battery (Type)
- 13.1.3.2.1.1.2 Battery Loading/Storage Device (SOW para. 3.3.1.1.0-6.0-6)
- 13.1.3.2.1.2 Quantity of Power Domain Non-Rechargeable Battery Pack (SOW para. 3.3.1.1.0-6.0-4.0-3)
- 13.1.3.2.x (Power Domain x) Non-Rechargeable Battery Set:
- ...
- 13.1.4 Modular Load Carriage System (MLCS): (SOW para. 3.3.1.1.0-6.0-7)
- 13.1.4.1 MLCS Platform (Small size) (SOW para. 3.3.1.1.0-6.0-7.0-1)
- 13.1.4.2 MLCS Platform (Medium size) (SOW para. 3.3.1.1.0-6.0-7.0-1)
- 13.1.4.3 MLCS ISS Pouch Set: (SOW para. 3.3.1.1.0-6.0-7.0-2)
- 13.1.4.3.1 (Pouch 1)
- 13.1.4.3.x (Pouch x)
- ...
- 13.2 Accessory Items: (SOW para. 3.3.1.1.0-7)
- 13.2.1 DAGR Interface Cable (SOW para. 3.3.1.1.0-7.0-1)
- 13.2.2 CORAL-CR-C Interface Cable (SOW para. 3.3.1.1.0-7.0-2)
- 13.2.3 LCSS Radio Interface Cable Set (SOW para. 3.3.1.1.0-7.0-3)
- 13.2.3.1 (LCSS Radio 1 Interface Cable)
- 13.2.3.x (LCSS Radio x Interface Cable)
- ...
- 13.3 Technical documentation: (SOW para. 3.3.1.1.0-8.0-1)
- 13.3.1 Original copy.
- (SEE ITEM 9.1.13 TO THIS PART 2)
- 13.3.2 Additional copy:
- 13.3.2.1 ISS-S User Manual - Bilingual
- 13.3.2.2 ISS-S Technical Manual - Bilingual
- 13.3.2.3 ISS-S Quick Reference Manual - Bilingual
- 13.4 Support Equipment: (SOW para. 3.3.1.1.0-8.0-2)
- 13.4.1 Recommended Support Equipment: (SOW para. 3.3.1.1.0-8.0-2.0-1)
- (SEE ITEM 15.0 TO THIS PART 2)
- 13.4.2 System Executive Planning Suite (SEP-S) software (SOW para. 3.3.1.1.0-8.0-2.0-2)
- 13.4.3 Battle Management System (BMS) software on CF Laptop (SOW para. 3.3.1.1.0-8.0-2.0-3)
- 13.4.4 Battery Charger Set: (SOW para. 3.3.1.1.0-8.0-2.0-4)

For the purchase of Battery chargers to support a block of 168 ISS Rechargeable Battery Sets and separately another block of 176 ISS Rechargeable Battery Sets as per the definitions of “Battery Charger Set” provided in paragraph 3.3.1.1.0-8.0-2.0-4 to Annex CA SOW, the ancillaries being broken down as per the following:



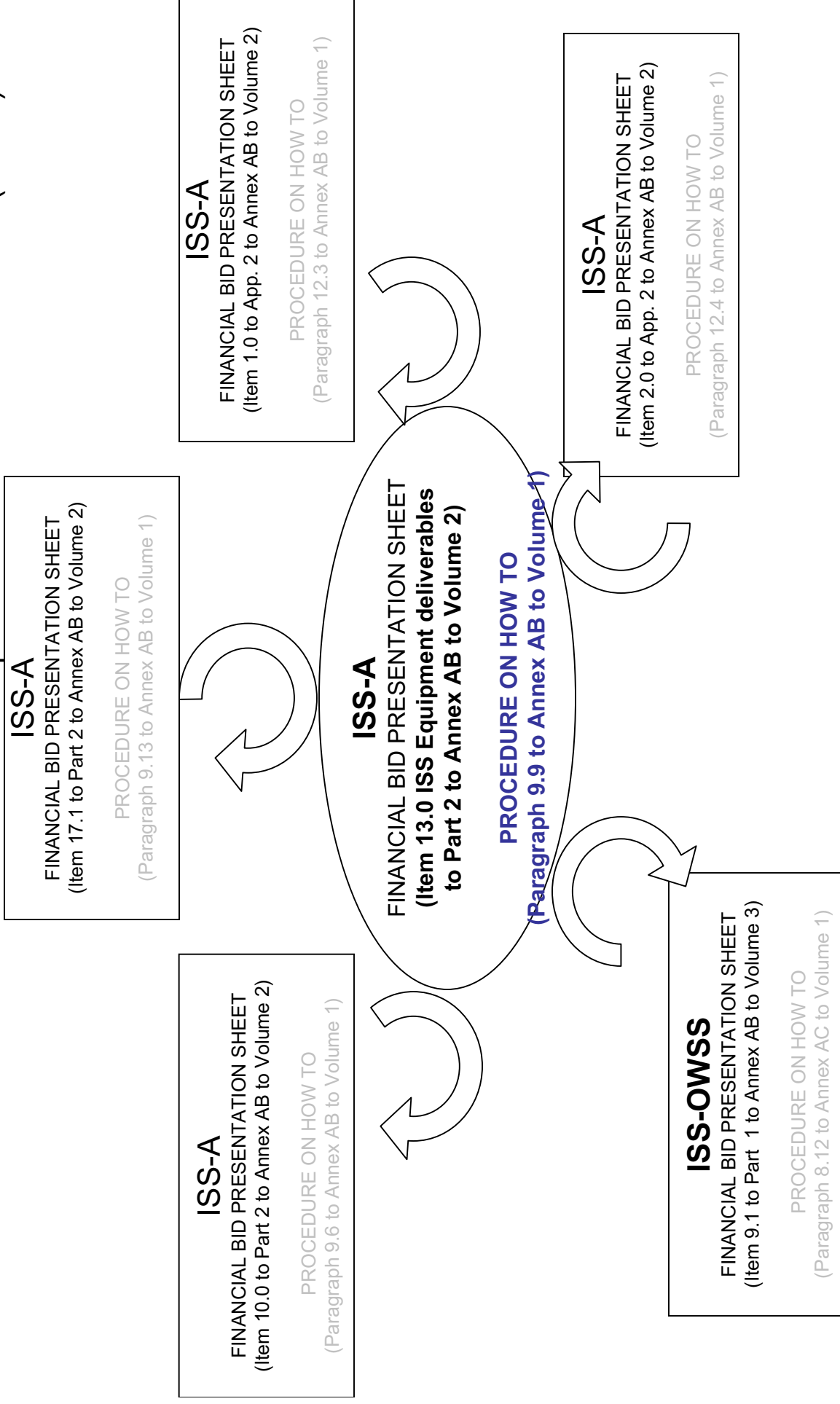
ISS Equipment deliverables Illustration

(Figure 3 to section 3.3.1 to Annex CA SOW to Volume 2)

1. Annex AB “Section IV - ISS-A Financial Bid” Preparation Instructions to Volume 1 (Cont’d)

- FBPS items that are similar to Item 13 “*Integrated Soldier System (ISS) P(Prod) version*” to annex AB FBPS to Part 2 to Volume 2:
 - In annex AB FBPS volume **2 (ISS-A)** resulting contract):
 - Item 10 “*Integrated Soldier System (ISS) P(SAT) version*” to Part 2;
 - Sub-Item 17.1 “*Main Equipment*” to item 17 “*Initial provisioning of ISS Spare Parts*” to Part 2;
 - Item 1 “*The purchase of optional Integrated Soldier System (ISS) P(Prod) quantities*” to Appendix 2;
 - Item 2 “*The purchase of optional ISS Battery Set and Battery Charger Set quantities*” to Appendix 2;
 - In annex AB FBPS volume **3 (ISS-OWSS)** resulting contract):
 - Sub-Item 9.1 “*Main Equipment*” to item 9 “*ISS-OWSS ISS Spare Parts*” to Part 1;

1. Annex AB “Section IV - ISS-A Financial Bid” Preparation Instructions to Volume 1 (Cont’d)



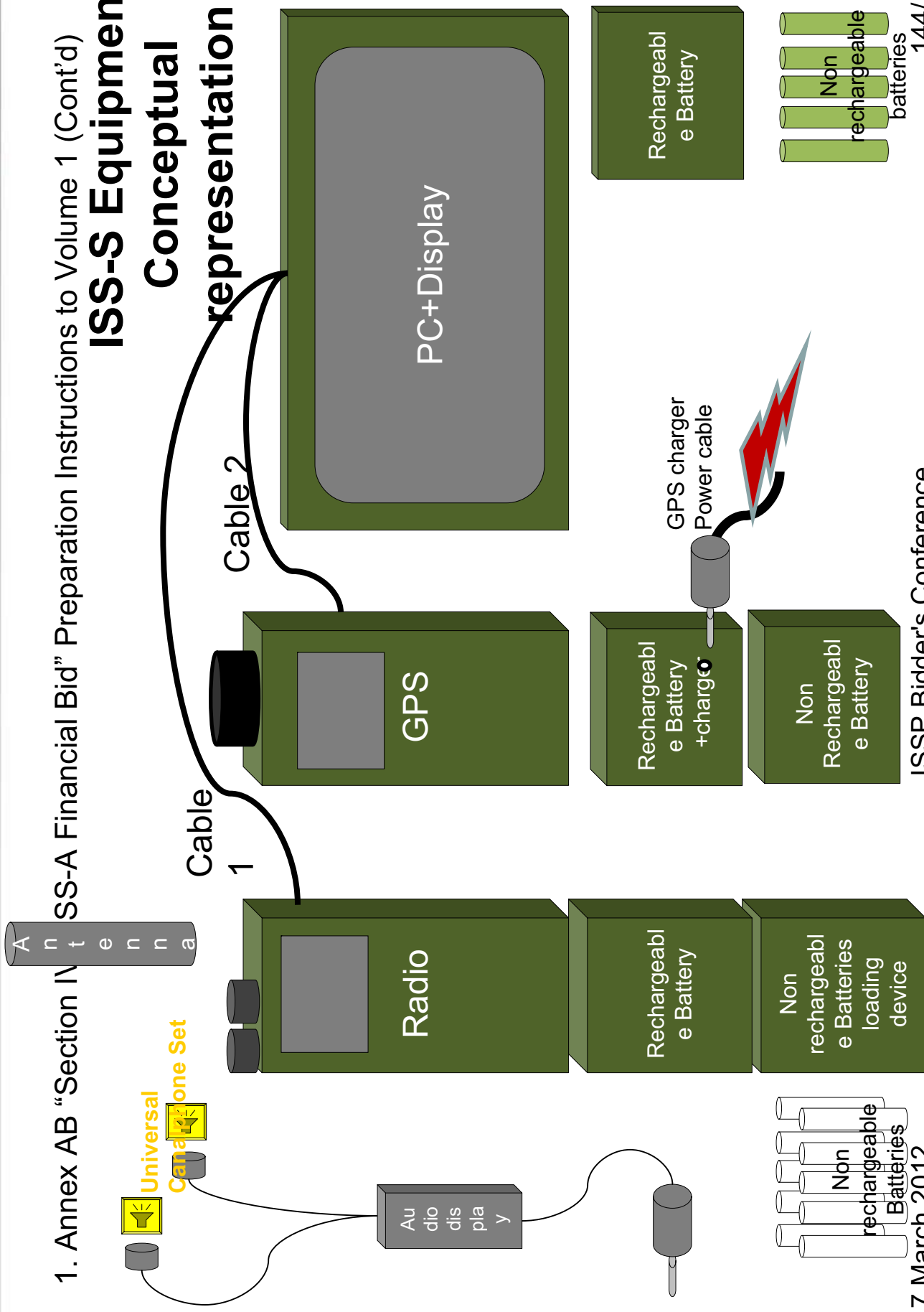
1. Annex AB “Section IV - ISS-A Financial Bid” Preparation Instructions to Volume 1 (Cont’d)

Item 13 to annex AB FBPS to Part 2 to Volume 2 EXAMPLE 1 (Multiple Power domains)

1. Annex AB "Section IV" SS-A Financial Bid" Preparation Instructions to Volume 1 (Cont'd)

ISS-S Equipment

Conceptual Representation



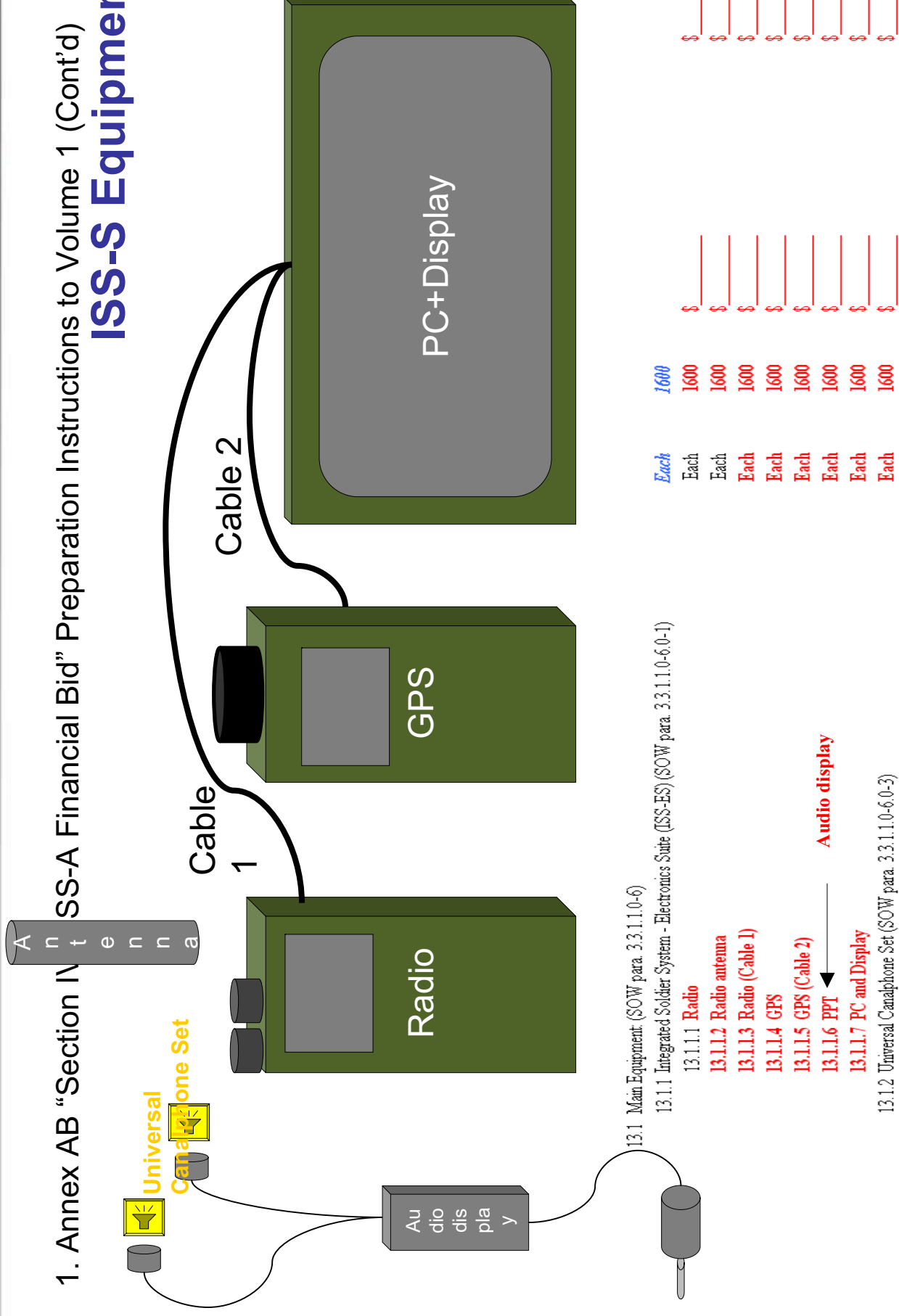
7 March 2012

ISSP Bidder's Conference

144/174

1. Annex AB “Section IV – SS-A Financial Bid” Preparation Instructions to Volume 1 (Cont’d)

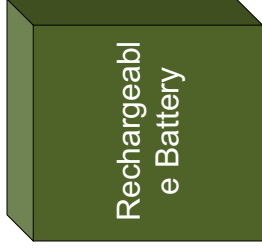
ISS-S Equipment



1. Annex AB “Section IV - ISS-A Financial Bid” Preparation Instructions to Volume 1 (Cont’d)

ISS rechargeable battery set

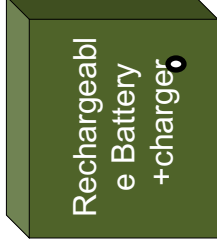
Power domain “R-
Radio”



X

3 battery
packs

Power domain “R-
GPS”



X

2 battery
packs

=

Power domain “R-
PC”



X

3 battery
packs

One ISS Rechargeable Battery Set (24 hrs power autonomy before recharge)

1. Annex AB “Section IV - ISS-A Financial Bid” Preparation Instructions to Volume 1 (Cont’d)

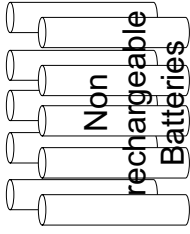
1. Annex AB “Section IV - ISS-A Financial Bid” Preparation Instructions to Volume 1 (Cont’d)

ISS non

rechargeable

battery set for “NR-PC”

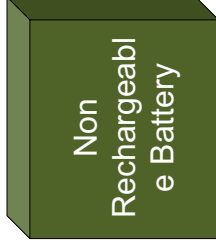
Power domain “NR-
Radio”



X

3 battery
packs

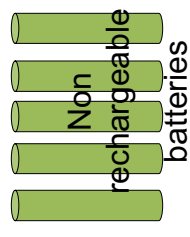
Power domain “NR-
GPS”



X

2 battery
packs

=



X

3 battery
packs

One ISS Non Rechargeable Battery Set (24 hrs power autonomy before any replacement)

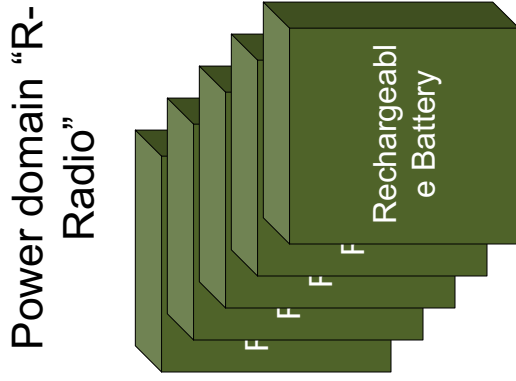
1. Annex AB “Section IV - ISS-A Financial Bid” Preparation Instructions to Volume 1 (Cont'd)

If some items are not part of the proposal, bidders should insert "N/A" for "Not Applicable" in the item's price field

	Each	6064	
13.1.3 ISS Battery Sets: (SOW para. 3.3.1.1.0-6.0-5)			
13.1.3.2 ISS Non-Rechargeable Battery Set: (SOW para. 3.3.1.1.0-6.0-5.0-1)			
13.1.3.2.1 (Power Domain "NR-Radio") Non-Rechargeable Battery Set:			
13.1.3.2.1.1 Power Domain Non-Rechargeable Battery Pack: (SOW para. 3.3.1.1.0-6.0-4.0-2)			
13.1.3.2.1.1.1 Battery ("NR-Radio")	Each (C)	10	(D) \$ _____ (6064*A*C*D) \$ (6064*3*10*D)
13.1.3.2.1.1.2 Battery Loading/Storage Device (SOW para. 3.3.1.1.0-6.0-6)	Each (B)	1	(E) \$ _____ (6064*3*1*E) \$ (6064*A*B*E)
13.1.3.2.1.2 Quantity of Power Domain Non-Rechargeable Battery Pack (SOW para. 3.3.1.1.0-6.0-4.0-3)	Each (A)	3	
13.1.3.2.2 (Power Domain "NR-GPS") Non-Rechargeable Battery Set:			
13.1.3.2.2.1 Power Domain Non-Rechargeable Battery Pack:			
13.1.3.2.2.1.1 Battery ("NR-GPS")	Each (C)	1	(D) \$ _____ (6064*2*1*D) \$ (6064*2*1*D)
13.1.3.2.2.1.2 Battery Loading/Storage Device (SOW para. 3.3.1.1.0-6.0-6)	Each (B)	1	(E) \$ _____ \$0.00
13.1.3.2.2.2 Quantity of Power Domain Non-Rechargeable Battery Pack	Each (A)	2	
13.1.3.2.3 (Power Domain "NR-PC") Non-Rechargeable Battery Set:			
13.1.3.2.3.1 Power Domain Non-Rechargeable Battery Pack:			
13.1.3.2.3.1.1 Battery ("NR-PC")	Each (C)	5	(D) \$ _____ (6064*A*C*D) \$ (6064*3*5*D)
13.1.3.2.3.1.2 Battery Loading/Storage Device	Each (B)	0	(E) N/A
13.1.3.2.3.2 Quantity of Power Domain Non-Rechargeable Battery Pack	Each (A)	3	

1. Annex AB "Section IV - ISS-A Financial Bid" Preparation Instructions to Volume 1 (Cont'd)

Battery charger set



5 units charger

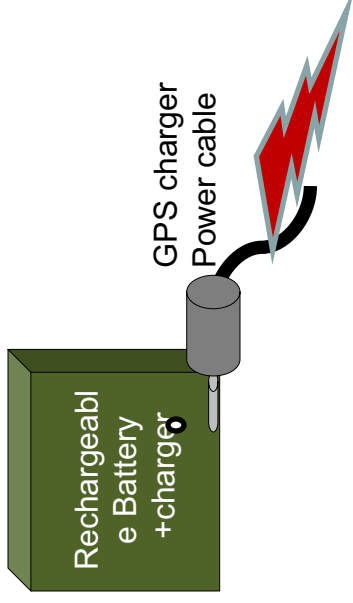
8 hrs charging time for both

$$(3 \text{ packs} \times 176) / 5 = 105.6$$

$$(3 \text{ packs} \times 168) / 3 = 168$$

$$= 207 \text{ Total}$$

Power domain "R-
GPS"

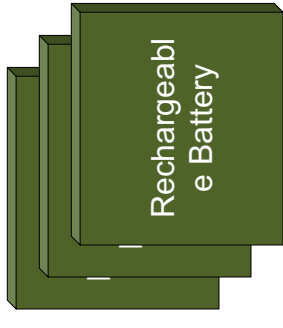


Integrated charger

$$(2 \text{ packs} \times 168) +$$

$$(2 \text{ packs} \times 176) = 688$$

Power domain "R-
PC"



3 units charger

2.66 hrs charging time


$$(3 \text{ packs} \times 168) / 3 = 168$$

$$(3 \text{ packs} \times 176) / 3 = 176$$

$$= 344 / 3$$

$$= 114.6 = 115 \text{ Total}$$

1. Annex AB "Section IV - ISS-A Financial Bid" Preparation Instructions to Volume 1 (Cont'd)

Ignore


13.4.4 Battery Charger Set. (SOW para. 3.3.1.10-8.0-2.0-4)

For the purchase of Battery chargers to support a block of 168 ISS Rechargeable Battery Sets and separately another block of 176 ISS Rechargeable Battery Sets as per the definitions of "Battery Charger Set" provided in paragraph 3.3.1.10-8.0-2.0-4 to Annex CA SOW, the ancillaries being broke down as per the following:

13.4.4.1 Power Domain "R-Radio":

- 13.4.4.1.1 5 units charger
- 13.4.4.1.2 AC cable
- 13.4.4.1.3 DC cable
- 13.4.4.1.4 ...

13.4.4.2 Power Domain "R-GPS":

- 13.4.4.2.1 1 units charger
- 13.4.4.2.2 AC cable
- 13.4.4.2.3 DC cable
- 13.4.4.2.4 ...

13.4.4.3 Power Domain "R-PC":

- 13.4.4.3.1 3 units charger
- 13.4.4.3.2 AC cable
- 13.4.4.3.3 DC cable
- 13.4.4.3.4 ...

Each	207	\$		\$	
Each	207	\$		\$	
Each	207	\$		\$	
Each	688	\$	0.00	\$	0.00
Each	688	\$		\$	
Each	688	\$		\$	
Each	115	\$		\$	
Each	115	\$		\$	
Each	115	\$		\$	

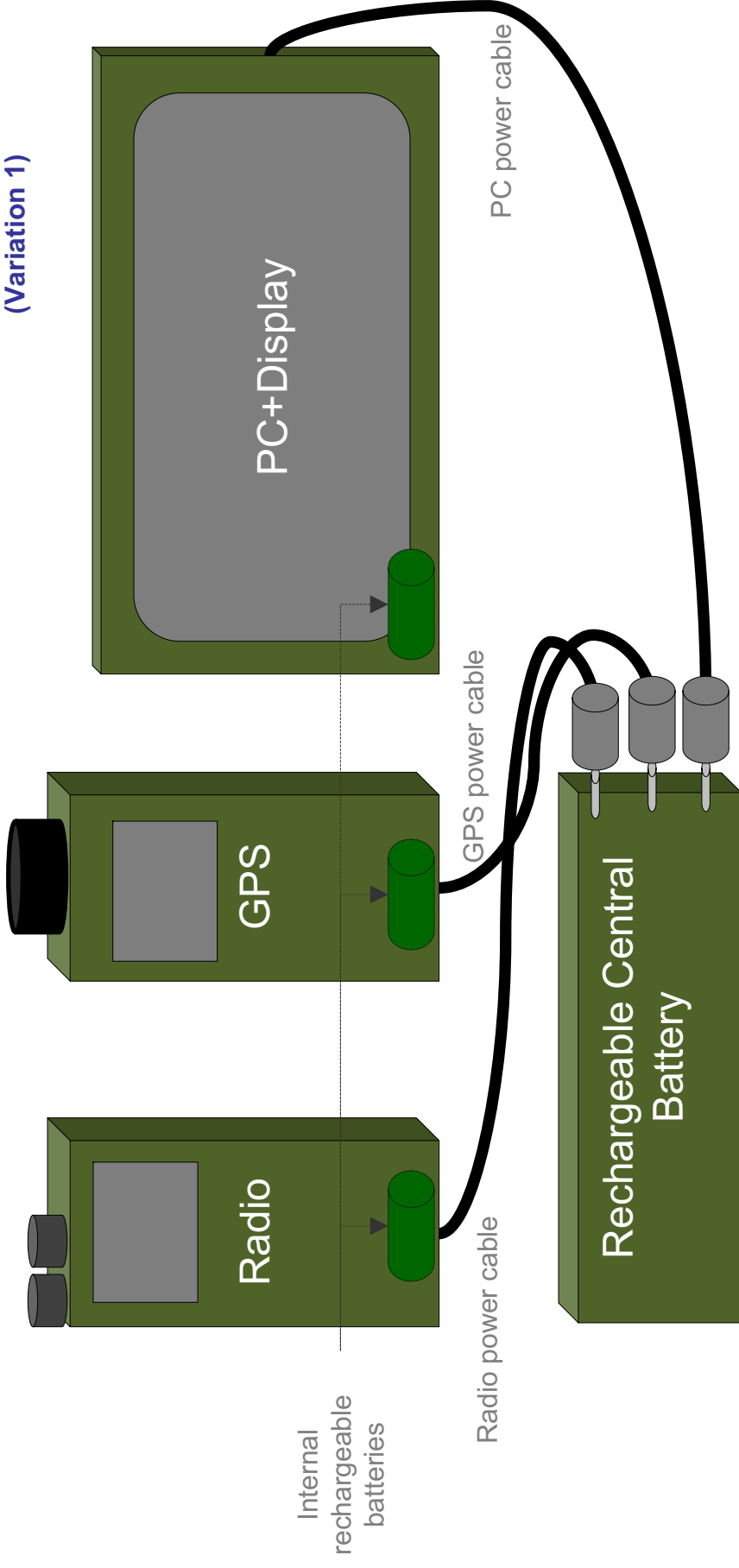
1. Annex AB “Section IV - ISS-A Financial Bid” Preparation Instructions to Volume 1 (Cont’d)

Item 13 to annex AB FBPS to Part 2 to Volume 2 EXAMPLE 2 (Central Power domain – Variation 1)

1. Annex AB "Section IV - ISS-A Financial Bid" Preparation Instructions to Volume 1 (Cont'd)

ISS Rechargeable Central Battery

(Variation 1)



1. Annex AB "Section IV - ISS-A Financial Bid" Preparation Instructions to Volume 1 (Cont'd)

13.1 Main Equipment: (SOW para. 3.3.1.1.0-6)				
13.1.1 Integrated Soldier System - Electronics Suite (ISS-ES) (SOW para. 3.3.1.1.0-6.0-1)				
13.1.1.1 Radio	<i>Each</i>	<i>1600</i>		\$ _____
13.1.1.2 Radio antenna	Each	1600		\$ _____
13.1.1.3 Radio (Cable 1)	Each	1600		\$ _____
13.1.1.4 GPS	Each	1600		\$ _____
13.1.1.5 GPS (Cable 2)	Each	1600		\$ _____
13.1.1.6 Audio Display	Each	1600		\$ _____
13.1.1.7 PC and Display	Each	1600		\$ _____
13.1.1.8 Radio power cable	Each	1600		\$ _____
13.1.1.9 GPS power cable	Each	1600		\$ _____
13.1.1.10 PC power cable	Each	1600		\$ _____
13.1.3 ISS Battery Sets: (SOW para. 3.3.1.1.0-6.0-5)				
13.1.3.1 ISS Rechargeable Battery Set: (SOW para. 3.3.1.1.0-6.0-5.0-2)	<i>Each</i>	<i>520</i>		
13.1.3.1.1 (Power Domain "Rechargeable Central Battery") Rechargeable Battery Set:				
13.1.3.1.1.1 Power Domain Rechargeable Battery Pack: (SOW para. 3.3.1.1.0-6.0-4.0-4)	Each (C)	1	(D) \$ _____	(520*A*C*D)
13.1.3.1.1.1.1 Battery ("Rechargeable Central Battery")				\$ (520*3*I*D)
13.1.3.1.1.1.2 Battery Loading/Storage Device (SOW para. 3.3.1.1.0-6.0-6)	Each (B)	1	(E) \$0.00	\$0.00
13.1.3.1.1.2 Quantity of Power Domain Rechargeable Battery Pack (SOW para. 3.3.1.1.0-6.0-4.0-5)	Each (A)	3		

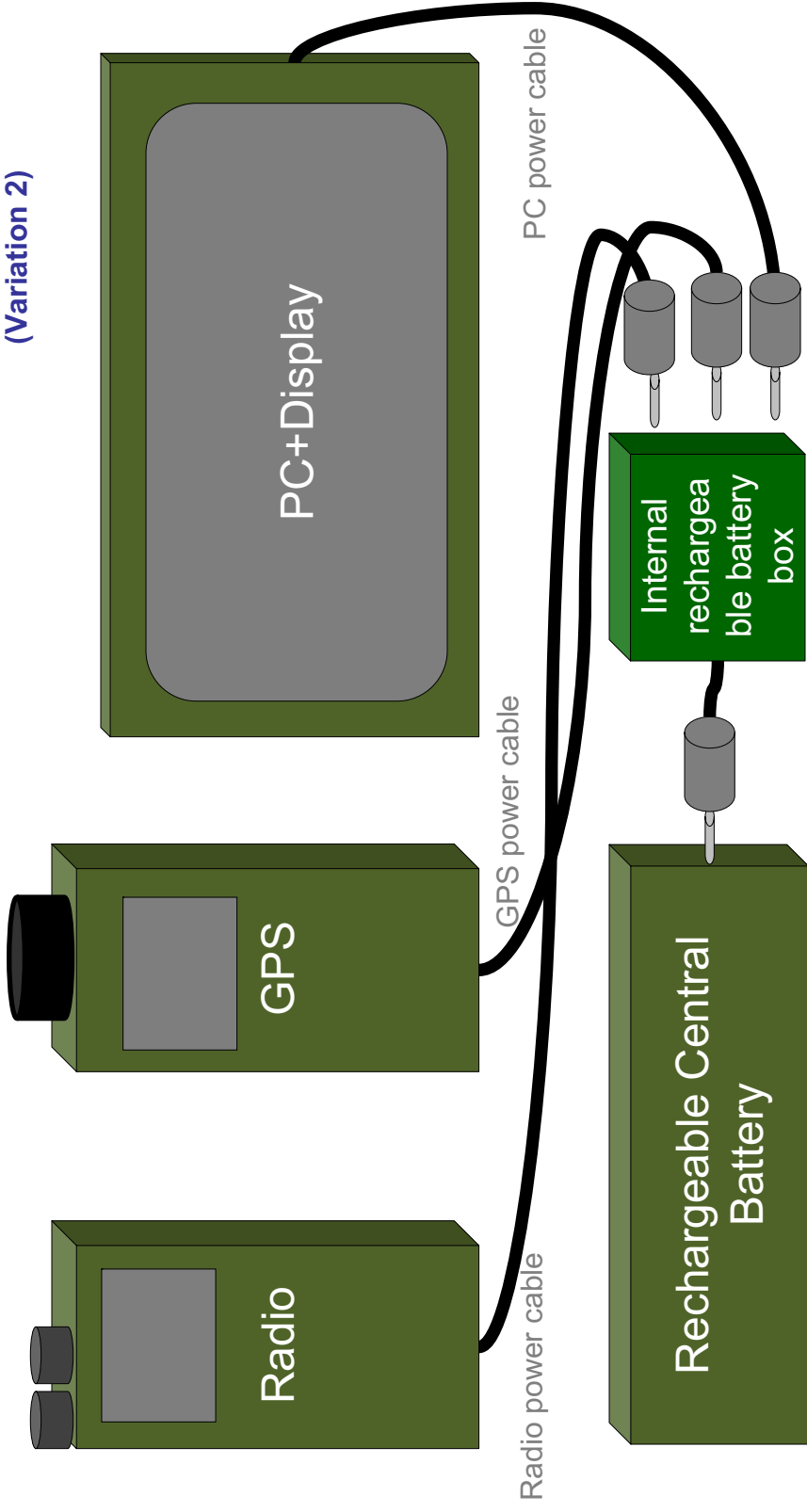
1. Annex AB “Section IV - ISS-A Financial Bid” Preparation Instructions to Volume 1 (Cont’d)

Item 13 to annex AB FBPS to Part 2 to Volume 2 EXAMPLE 3 (Central Power domain – Variation 2)

1. Annex AB "Section IV - ISS-A Financial Bid" Preparation Instructions to Volume 1 (Cont'd)

ISS Rechargeable Central Battery

(Variation 2)



1. Annex AB “Section IV - ISS-A Financial Bid” Preparation Instructions to Volume 1 (Cont’d)

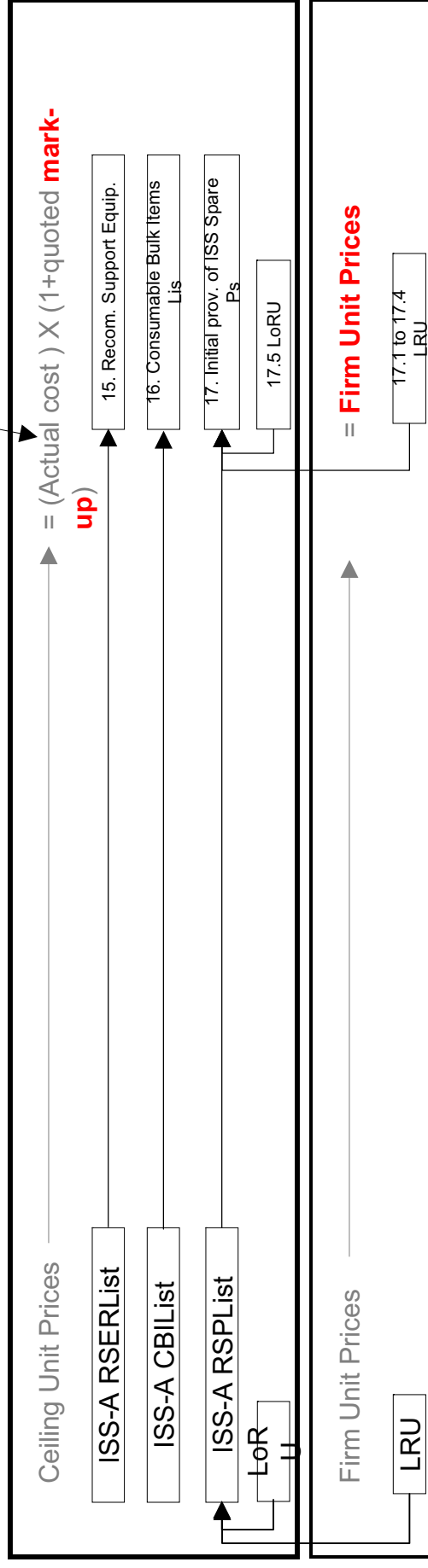
13.1 Main Equipment (SOW para. 3.3.1.1.0-6)				
13.1.1 Integrated Soldier System - Electronics Suite (ISS-ES) (SOW para. 3.3.1.1.0-6.0-1)				
13.1.1.1 Radio	<i>Each</i>	<i>1600</i>		\$
13.1.1.2 Radio antenna	Each	1600		\$
13.1.1.3 Radio (Cable 1)	Each	1600		\$
13.1.1.4 GPS	Each	1600		\$
13.1.1.5 GPS (Cable 2)	Each	1600		\$
13.1.1.6 Audio Display	Each	1600		\$
13.1.1.7 PC and Display	Each	1600		\$
13.1.1.8 Radio power cable	Each	1600		\$
13.1.1.9 GPS power cable	Each	1600		\$
13.1.1.10 PC power cable	Each	1600		\$
13.1.1.11 Internal Rechargeable Battery Box	Each	1600		\$

1. Annex AB “Section IV - ISS-A Financial Bid” Preparation Instructions to Volume 1 (Cont’d)

- the *Recommended Spare Parts List (RSPL)*;
- the *Consumable and Bulk Items List (CBIL)*; and
- the *Recommended Support Equipment Requirements List (RSERL)*;

ISS-A spares

Negotiation of the actual cost after contract award



Item 17.0:

- At least \$2,000,000.00 CAN GST/HSTI of ISS P(Prod) spares (RSPL);
- Calculation based on the purchase of 200 ISS-ES;
- Must be the same firm unit prices in the RSPL and FBPS item 17.1 to 17.4.

2. Annex AC “Section VIII - ISS-OWSS Financial Bid” Preparation Instructions to Volume 1

2. Annex AC “Section VIII - ISS-OWSS Financial Bid” Preparation Instructions to Volume 1

2. Annex AC “Section VIII - ISS-OWSS Financial Bid” Preparation Instructions to Volume 1
(Cont’d)

- The annex AC has 17 pages of detailed instructions on “Section VIII - ISS-OWSS Financial Bid” minimum content and on how to fill in the volume 3 annex AB.
- Bidders must submit with their proposal “Section VIII ISS-OWSS Financial Bid”:
- The equivalent of the following lists:
 - the *Recommended Spare Parts List* (RSPL) ([ISS-A SOW](#) para. 6.7.2.0-2, CDRL LS-003);
 - the *Consumable and Bulk Items List* (CBIL) ([ISS-A SOW](#) para. 6.7.2.0-4, CDRL LS-012); and
 - the *Recommended Support Equipment Requirements List* (RSERL) ([ISS-A SOW](#) para. 6.7.4.0-1, CDRL LS-002).
- A filled-in copy of the file “ISS_LCC_Templates_Vx.XLS”;
- Status and Availability of Resources certification;
- Education and Experience certification;

2. Annex AC “Section VIII - ISS-OWSS Financial Bid” Preparation Instructions to Volume 1
(Cont’d)

Bidders must submit with their proposal “Section VIII ISS-OWSS Financial Bid”: (Cont’d)

- a filled-in copy of the ISS-OWSS Financial Bid Presentation Sheet (FBPS) (Volume 3);

VOLUME 3 PART 8 - RESULTING CONTRACT Financial Bid Presentation Sheet

List of Modules and Annexes:

Module A

Annex AB ISS-OWSS Price Proposal Presentation Sheet
Appendix 1 (Claim for Exchange Rate Adjustments);



2. Annex AC “Section VIII - ISS-OWSS Financial Bid” Preparation Instructions to Volume 1
(Cont’d)

ISS-OWSS Financial Bid Presentation Sheet (FBPS) :

- Prices are submitted for a first period and then are adjusted on account of fluctuations in the Canadian economy for all subsequent periods;
- Prices must be submitted in Canadian currency;
- Prices quoted GST or HST excluded, Incoterm 2000 FCA Free Carrier;
- Bidders may request Canada to assume the risk for exchange rate fluctuation;
- The procedures on how to fill-in the ISS-OWSS (FBPS) are in volume 1 annex AC article 8 and beyond;

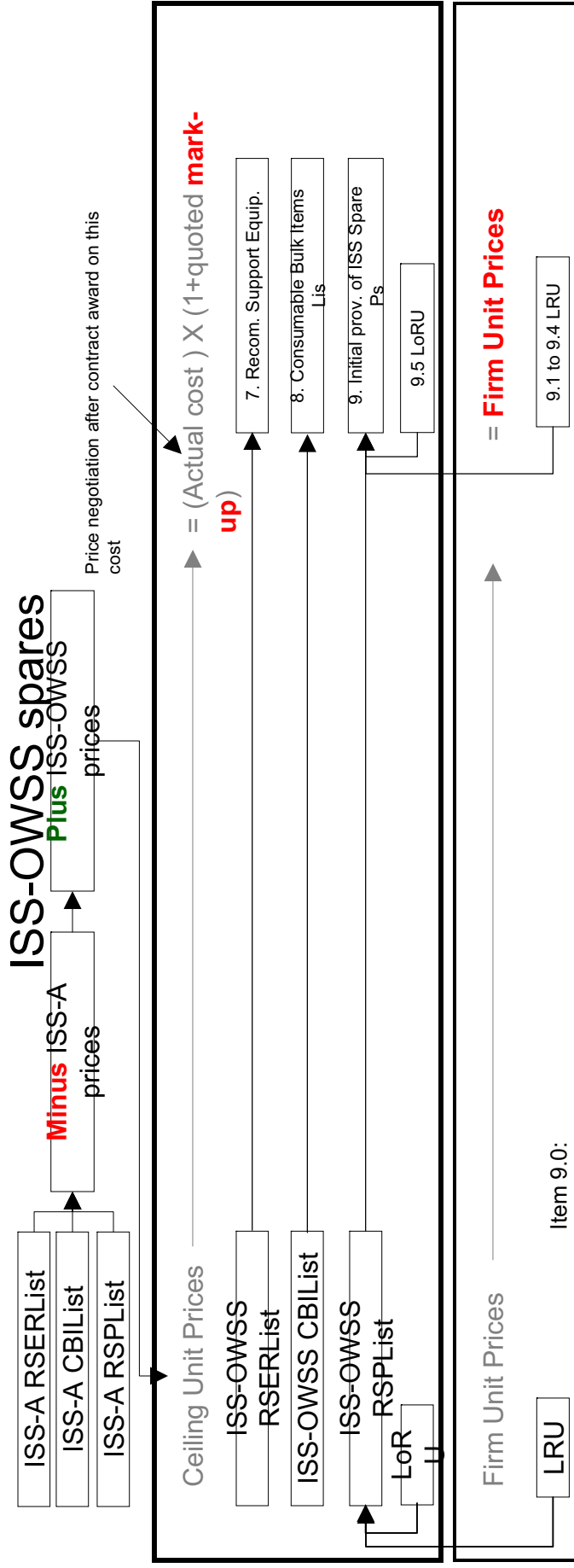
2. Annex AC “Section VIII - ISS-OWSS Financial Bid” Preparation Instructions to Volume 1
(Cont’d)

ISS-OWSS Financial Bid Presentation Sheet (FBPS) :
(Cont’d)

- The ISS-OWSS FBPS can be found in the Annex AB to Volume 3;
- The ISS-OWSS FBPS is also provided on an *.xls format (Microsoft Excel 2000) in the RFP Electronic Package under file name “ISS_OWSS_FBPS_V1.xls”, (See RFP Article 2.7 to Volume 1).

2. Annex AC “Section VIII - ISS-OWSS Financial Bid” Preparation Instructions to Volume 1 (Cont’d)

- The equivalent of:
 - the *Recommended Spare Parts List* (RSPL) (ISS-A SOW);
 - the *Consumable and Bulk Items List* (CBIL) (ISS-A SOW); and
 - the *Recommended Support Equipment Requirements List* (RSERL) (ISS-A SOW).



- Calculation based on the purchase of 1680 ISS-ES;

- Must be the same firm unit prices in the RSPL and FBPS item 9.1 to 9.4.

7 March 2012

ISSP Bidder's Conference

• END

164/174

Agenda

1000-1007	Introductions, Admin Details and Agenda Review
1007-1030	Project Overview
1030-1035	Health Break
1035-1120	Overview of RFP and Resulting Contracts
1120-1125	Health Break
1125-1140	Electronic Package: Matrix of Compliance Modules (MCMs)
1140-1200	Question and Answers on morning presentations
1200-1300	Lunch Break (Access to information tables and equipment viewing)
1300-1315	Question and Answers on morning presentations
1315-1355	Performance Evaluation
1355-1430	Technical Evaluation
1430-1445	Health Break
1445-1530	Financial Proposals

1530-1545 Policy

Canada's Industrial and Regional Benefits (IRBs)

1545-1600	Health Break
1600-1620	Question and Answers on afternoon presentations
1620-1650	General Question and Answers period
1650-1700	Concluding Comments

Canada's Industrial and Regional Benefits (IRBs) Policy

Industrial & Regional Benefits Directorate
Industry Canada
John MacInnis

General information on IRB Proposals

- Companies are expected to submit two IRB proposals:
 - One for the Acquisition resulting Contract
 - One for the OWSS resulting Contract
- These two IRB proposals become two separate IRB obligations
- The OWSS IRB obligation comes into effect at the same time as the OWSS contract comes into effect

IRB Proposal

- Bidder must submit IRB Proposals with their bids containing the following eight mandatory elements:
 - IRB Proposal must equal a minimum of 100% of the bid price, measured in Canadian Content Value
 - Identify acceptable IRB Transactions equal to a minimum of 30% of the bid price at bid closing (commit to identify more later, at specified time intervals)
 - Achieve a minimum of 15% of the bid price in work with Small and Medium size Businesses
 - Achieve a minimum of 5% of the bid price in work related to the Enhanced Priority Technology List (EPTL)
 - Accept liquidated damages and holdbacks
 - Achieve minimum point score for both IRB Plans and IRB Transactions
 - Accept IRB Terms and Conditions
 - Include all requested IRB Plans, IRB Transaction Sheets, and the IRB Compliance Checklist

* The mandatory elements are outlined in Clause 5 of Annex BA and of Annex BB of Volume 1 of the RFP.

Evaluation of IRB Proposals

- Industry Canada will evaluate the IRB Proposals
 - with the Regional Development Agencies
- IRB proposals are evaluated on a pass/fail basis only

* The IRB Evaluation Plan is outlined in detail in Clause 9 of Annex BA and of Annex BB of Volume 1 of the RFP.

The Contracts

- The resulting Contracts include specific IRB commitments.
- Annual reviews of achievements are performed by Industry Canada during the performance period.
 - Prime Contractor reports achievements annually.
 - Industry Canada verifies achievements.
- Liquidated Damages are applied for non-compliance.

Agenda

1000-1007	Introductions, Admin Details and Agenda Review
1007-1030	Project Overview
1030-1035	Health Break
1035-1120	Overview of RFP and Resulting Contracts
1120-1125	Health Break
1125-1140	Electronic Package: Matrix of Compliance Modules (MCMs)
1140-1200	Question and Answers on morning presentations
1200-1300	Lunch Break (Access to information tables and equipment viewing)
1300-1315	Question and Answers on morning presentations
1315-1355	Performance Evaluation
1355-1430	Technical Evaluation
1430-1445	Health Break
1445-1530	Financial Proposals
1530-1545	Canada's Industrial and Regional Benefits (IRBs) Policy
1545-1600	Health Break
1600-1620	Question and Answers on afternoon presentations
1620-1650	General Question and Answers period
1650-1700	Concluding Comments

Agenda

1000-1007	Introductions, Admin Details and Agenda Review
1007-1030	Project Overview
1030-1035	Health Break
1035-1120	Overview of RFP and Resulting Contracts
1120-1125	Health Break
1125-1140	Electronic Package: Matrix of Compliance Modules (MCMs)
1140-1200	Question and Answers on morning presentations
1200-1300	Lunch Break (Access to information tables and equipment viewing)
1300-1315	Question and Answers on morning presentations
1315-1355	Performance Evaluation
1355-1430	Technical Evaluation
1430-1445	Health Break
1445-1530	Financial Proposals
1530-1545	Canada's Industrial and Regional Benefits (IRBs) Policy
1545-1600	Health Break
1600-1620	Question and Answers on afternoon presentations
1620-1650	General Question and Answers period
1650-1700	Concluding Comments

Agenda

1000-1007	Introductions, Admin Details and Agenda Review
1007-1030	Project Overview
1030-1035	Health Break
1035-1120	Overview of RFP and Resulting Contracts
1120-1125	Health Break
1125-1140	Electronic Package: Matrix of Compliance Modules (MCMs)
1140-1200	Question and Answers on morning presentations
1200-1300	Lunch Break (Access to information tables and equipment viewing)
1300-1315	Question and Answers on morning presentations
1315-1355	Performance Evaluation
1355-1430	Technical Evaluation
1430-1445	Health Break
1445-1530	Financial Proposals
1530-1545	Canada's Industrial and Regional Benefits (IRBs) Policy
1545-1600	Health Break
1600-1620	Question and Answers on afternoon presentations
1620-1650	General Question and Answers period
1650-1700	Concluding Comments

Agenda

1000-1007	Introductions, Admin Details and Agenda Review
1007-1030	Project Overview
1030-1035	Health Break
1035-1120	Overview of RFP and Resulting Contracts
1120-1125	Health Break
1125-1140	Electronic Package: Matrix of Compliance Modules (MCMs)
1140-1200	Question and Answers on morning presentations
1200-1300	Lunch Break (Access to information tables and equipment viewing)
1300-1315	Question and Answers on morning presentations
1315-1355	Performance Evaluation
1355-1430	Technical Evaluation
1430-1445	Health Break
1445-1530	Financial Proposals
1530-1545	Canada's Industrial and Regional Benefits (IRBs) Policy
1545-1600	Health Break
1600-1620	Question and Answers on afternoon presentations
1620-1650	General Question and Answers period

1650-1700

Concluding Comments