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RETOURNER LES SOUMISSIONS À:
Proposal submission details are included in this Call
for Proposals document.

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
Scientific Commodities and Projects Division/Division
des services scientifiques et gestion de projets
11 Laurier Street/11, rue Laurier
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Title - Sujet CICP 003	
Solicitation No. - N° de l'invitation EN578-12CICP/A	Amendment No. - N° modif. 007
Client Reference No. - N° de référence du client EN578-12CICP	Date 2012-04-04
GETS Reference No. - N° de référence de SEAG PW-\$\$SC-003-23793	
File No. - N° de dossier 003sc.EN578-12CICP	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2012-04-11	
Time Zone Fuseau horaire Eastern Daylight Saving Time EDT	
F.O.B. - F.A.B. Plant-Usine: <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: Cayer, Natalie	Buyer Id - Id de l'acheteur 003sc
Telephone No. - N° de téléphone (819) 956-7897 ()	FAX No. - N° de FAX (819) 956-2229
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction: To be determined	

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

Title: Canadian Innovation Commercialization Program (CICP) Call for Proposals, Call No. 003

Amendment No. 007

The purpose of this amendment No. 007 is to amend the French solicitation document only as detailed below, and to add questions and answers to Attachment A - Questions and Answers.

1. ON THE FRENCH SOLICITATION DOCUMENT ONLY.

DELETE: TE 8.1 Estimate of the 3 Year Horizon Addressable Market

Please indicate your estimate of the portion of the market your firm will be able to address, based on total annual sales projections over the next five years year. Respond by selecting the appropriate response from the following options:

REPLACE BY: TE 8.1 Estimate of the 3 Year Horizon Addressable Market

Please indicate your estimate of the portion of the market your firm will be able to address, based on total annual sales projections over the next three years year. Respond by selecting the appropriate response from the following options:

2. AT ATTACHMENT A, ADD THE FOLLOWING QUESTIONS AND ANSWERS:

Q22: Regarding SC 4.4 (Potential Test Risks and Risk Management), could help me understand if in this section we are to elaborate on the risks/mitigation strategies associated with the tester (e.g. one of our blocks does not perform properly), the risk associated with our technology (e.g. our mould fails), or both?

A22: Both.

Q23: Could you please provide us some additional details about the following statements:

(A). At SC3.1 (a): What do you mean by "the level of performance validation conducted"?

(B). ON THE FRENCH SOLICITATION DOCUMENT ONLY, at TE 8.1 - Estimate of the 3 years Horizon Addressable Market. Please indicate your estimate of the portion of the market... based on total annual sales projections over the next five year. ..."

Do you need an estimate of market forecasts of 3 years or 5 years?

A23 (A). The validation or related certifications refer to the testing, formal or informal, conducted to date that validates the benefits, performance or outcomes of the innovation.

A23 (B). 3 years.

Q24. We would like to recover our innovation costs to date if possible. Can we claim these in whole or in part within the innovation costs?

A24. The total cost of the innovation for testing purposes must be determined by the sum of the applicable direct and indirect costs reasonably and properly incurred in the performance of the Contract, less any applicable credits. These costs must be determined in accordance with the Contractor's cost accounting practices as accepted by Canada and applied consistently over time. Bidders are allowed to submit as part of their overhead costs an element of general research and development expenses as considered

applicable by Canada, minus any tax credits. What is considered fair and reasonable will be part of the negotiation and price support that will be evaluated should your proposal be successful.

Q25: In the form attached to the online submission form entitled "Detail Financial Proposal Cost Breakdown", in the first table, you will see the innovation costs, where the second table refers to "innovation labor costs". In both cases, the attached form and the initial form, (the actual online submission form on the website) does the "Innovation costs" include the costs of further innovation? The title and the description seem perhaps to point to different answers.

A25. First, the document attached to the online submission form and entitled "Detail Financial Proposal Cost Breakdown" is at this point only attached for information. These details will have to be provided to the Contracting Authority during the contracting phase should your Innovation be pre-qualified. At this point, only the online submission form must be completed in entirety and submitted before the closing date of April 11, 2012.

With regards to the Innovation cost:

If the Innovation is a Goods then the cost you need to include in the box for Innovation Cost is the cost of the Innovation or in other words the price we will pay you to obtain the actual Innovative good. It is only in the case where the Innovation is only a service and doesn't include a Good, then the cost for the Innovation would be the Labor: it would be the price paid for the labor to provide the intended benefits of the innovative service.

The labor costs related to the test plan are to be included in the following boxes in the online submission form:

Installation Costs: The price paid to install the Innovation so that it is fully functioning and operating.

Training Costs: The price paid to educate the Testing Department about the use and operation of the Innovation, including the supply of documentation such as training manuals, if applicable.

Support Services: The price paid to support the Testing Department during the test period, including responding to enquiries from the Test Department, ensuring the Innovation is functioning and operating, and monitoring the Innovation's performance in relation to its value and benefits.

In addition, the total cost of the innovation for testing purposes must be determined by the sum of the applicable direct and indirect costs reasonably and properly incurred in the performance of the Contract, less any applicable credits. These costs must be determined in accordance with the Contractor's cost accounting practices as accepted by Canada and applied consistently over time. Bidders are allowed to submit as part of their overhead costs an element of general research and development expenses as considered applicable by Canada, minus any tax credits. What is considered fair and reasonable will be part of the negotiation and price support that will be evaluated should your proposal be successful.

The Innovation Cost does not include costs for further Innovation.

Q26. TE 8.4 Coût total d'acquisition et d'installation:

Le libellé se réfère à « les coûts ponctuels d'acquisition et d'installation de l'innovation". Dans un modèle où le coût ponctuel est généralement très bas puisque le modèle est financé par une structure de tarifs en cours/tarifs d'utilisation. Est-ce que genre de modèle est pris en compte dans cette question?

R26. Oui. La partie 8 réfère à environ combien il en coûte pour acquérir l'innovation, alors que la partie 9 réfère aux frais annuels à encourir. Voir, par exemple, un critère de la partie 9:

ET 9.3 Coûts de fonctionnement et d'entretien pour l'utilisateur final

Veuillez fournir une estimation approximative, par ordre de grandeur et d'importance, des frais annuels qu'il en coûterait à l'utilisateur final pour exploiter et entretenir l'innovation proposée, si, par exemple, il installait celle-ci de façon à obtenir les répercussions et avantages financiers et non financiers décrits ci-dessus.

Q27. À la section CP 1.4 Renseignements financiers de l'entreprise, il y a seulement de l'espace pour la déclaration d'une entreprise. Si j'ai de la collaboration, comment est-ce que je l'inscris dans le tableau?

R27. Une des exigences pour soumettre une proposition, c'est que le soumissionnaire doit être le propriétaire de la propriété intellectuelle ou le titulaire de la licence. Si l'entreprise n'est pas un co-entreprise formelle, l'entreprise qui détient les droits de propriété intellectuelle doit soumettre la proposition en tant que soumissionnaire, par conséquent, c'est cette entreprise qui doit signaler son information financière. La collaboration peut être décrit dans la section "Aperçu de l'équipe de direction" et d'autres sections où le développement de la technologie doit être expliqué. It should be noted that evaluators review all sections of a proposal, so a proposal should include all important information an evaluator would need to understand an innovation, the business and its commercialization strategy.

THERE ARE NO OTHER CHANGES TO THE SOLICITATION