

**RETURN BIDS TO:**  
**RETOURNER LES SOUMISSIONS À:**  
Bid Receiving Public Works and Government  
Services Canada/Réception des soumissions Travaux  
publics et Services gouvernementaux Canada  
Room 1650, 635 8th Ave. S.W.  
Calgary  
Alberta  
T2P 3M3

**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**  
THIS DOCUMENT CONTAINS A SECURITY  
REQUIREMENT

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

**Issuing Office - Bureau de distribution**  
Public Works and Government Services  
Canada/Travaux publics et Services gouvernementaux  
Canada  
Room 1650, 635 8th Ave. S.W.  
Calgary  
Alberta  
T2P 3M3

<b>Title - Sujet</b> Full Motion Video Services	
<b>Solicitation No. - N° de l'invitation</b> W0142-12C129/A	<b>Amendment No. - N° modif.</b> 002
<b>Client Reference No. - N° de référence du client</b> W0142-12C129	<b>Date</b> 2012-04-02
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$CAL-097-5933	
<b>File No. - N° de dossier</b> CAL-1-34279 (097)	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2012-04-11</b>	<b>Time Zone</b> <b>Fuseau horaire</b> Mountain Daylight Saving Time MDT
<b>F.O.B. - F.A.B.</b> <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input checked="" type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Levesque-Welch, Nicole	<b>Buyer Id - Id de l'acheteur</b> cal097
<b>Telephone No. - N° de téléphone</b> (403) 292-4716 ( )	<b>FAX No. - N° de FAX</b> (403) 292-5786
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>	

**Instructions: See Herein**

**Instructions: Voir aux présentes**

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

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This amendment is being raised to answer questions raised and to incorporate the following information to Solicitation number W0142-12C129/A:

#### **A. BIDDERS' CONFERENCE MINUTES**

Held at 1650 - 635 8th Avenue SW, Calgary, Alberta from 10:00am to 11:30am.

A review was done of the solicitation document and the Statement of Work and the following questions were posted:

##### **Q1. Under the Part 4, 1.1.1.b), what kind of proof of experience are you looking for?**

A1. Bidder must provide proof such as a resume and any other documentation necessary to demonstrate that the proposed pilot(s) meet the required experience and qualification requested within the solicitation document.

##### **Q2. Under the Part 4, 1.1.1.a), since CARS 702 Certification is for manned aircraft, what certification is required for unmanned aircraft?**

A2. See below for answer under amendment to solicitation document.

##### **Q3. What are the capabilities of the PREDATOR, HERMES 450, REAPER and WATCHKEEPER?**

A3. PREDATOR and REAPER are both medium altitude long endurance unmanned combat air vehicles designed to carry and release munitions onto a target. HERMES 450 and WATCHKEEPER are unmanned aerial vehicles designed for tactical long endurance missions providing surveillance over a required area. As the capabilities of these UAVs exceeds that required at BATUS, the capabilities of FMV assets provided by the contractor are stated within this SOW and take precedent over the capabilities of PREDATOR, REAPER, HERMES 450 and WATCHKEEPER.

##### **Q4. What is the frequency and range of the Harris 117 radio?**

A4. Harris 117 Frequency 30 - 512 Mhz UHF. Range is the line of sight.

##### **Q5. What is the variant of the Rover terminals?**

A5. Provision for ROVER 3, 4 or 5 to be used alongside FIRESTORM

##### **Q6. Please explain the Range Template access.**

A6. The CFB Suffield training area is vast and spans approximately 2500km<sup>2</sup>. In order to control the land and air space, users (including any FMV contractor) are assigned areas within the training area. The handover of control and movement throughout the training area is as follows:

- a. Air platform checks into CFB Suffield air space who then handover to BATUS Air Ops.
- b. BATUS Air Ops provides the platform operator a route clearance and directions to proceed towards the exercise template that they are participating in.
- c. The Exercise Template Controller will provide the operator a safety and tactical update as the air platform approaches the template. The issue of an exercise story board and their bespoke task

will be provided before take off/launch. On approach to the template, the following template brief will be provided:

- i. Mortar target lines, Max Vertex heights (referred to as the Max Ordinate) Target location and Gun location.
- ii. Gun Target lines, Max Ordinate, Target location and Mortar location.
- iii. Their manoeuvre box, or ROZ.
- iv. Any further situational update required.

### **Replacement of specific individuals**

The replacement of specific individuals clause was explained to the attendees that if for any reason that they need to replace the individual they proposed at bid closing, the replacement must meet the criteria used in the selection of the Contractor, including the technical point rated evaluation.

## **B. QUESTIONS AND ANSWERS**

**Q1. Please confirm that compliance with the Statement of Work is a mandatory requirement.**

Q1. See amendment below to Mandatory Technical Criteria.

**Q2. Please confirm if the Contractor must provide both Electro Optical (EO) and Infra Red (IR) sensors simultaneously on the aircraft?**

A2. Yes, the Contractor must provide both EO and IR sensors. See amendment below.

**Q3. Please confirm the Contractor must be capable of dynamic re-tasking mid-sortie and as of a result the minimum requirement under the Technical Point Rated criteria, Section A.1 will have a threshold score of 20 points.**

A3. See amendment below. It is preferred that the aircraft be capable of re-tasking mid-sortie, but will not be a minimum requirement.

**Q4. Please confirm that CFB Suffield will not charge any additional fees to Contractors who require access to the Base in order to support the work involved in this contract?**

A4. There will not be any additional fees charged to Contractors to access the Base.

## **C. AMENDMENT TO SOLICITATION DOCUMENT**

**1. Under page 7 of 31, Part 4, sub article 1.1 Technical Evaluation:**

**Delete:** In its entirety

**Replace with:**

**1.1 Technical Evaluation**

### 1.1.1 Mandatory Technical Criteria:

The technical bid must meet all of the mandatory requirements identified below. Supporting documentation, as applicable, must also be provided. Failure to meet any of the following requirements will render your submission non-compliant and given no further consideration.

Bidders must provide the following with their bid:

- 1) Ability to perform the full scope of the work described in Annex "A" - Statement of Work.
- 2) Proof of experience is required with the bid to validate experience of proposed pilot(s) or mission commander(s).
- 3) Bidders proposing to use:
  - i. Manned aircraft:
    - a. Must provide documentation showing the pilots and aircrafts are Air Operator Certified under CARS 702 by Transport Canada Civil Aviation (TCCA).
  - ii. Unmanned aircraft:
    - a. Must provide a Special Flight Operating Certificate issued by Transport Canada Civil Aviation in accordance with CAR 602.41.

### 1.1.2 Canadian Military Airspace access

Prior to contract award, the recommended bidder must be approved by DND/CF to operate in Canadian Military Airspace, which includes an airworthiness assessment.

## 2. Under page 7 of 31, Part 4, sub article 1.1.2 Point Rated Criteria:

**Delete:** In its entirety

**Replace with:**

### 1.1.2 Point Rated Criteria

Attention Bidders: Indicate the relevant page number(s) from your proposal that addresses the following criteria.

*Total Maximum Points = 90 points*

Criteria	Page #
<b>A. Capability</b>	
1. Ability to re-task mid-sortie (Min. = 10 pts, Max = 30 pts):	
i. Ability to re-task once current sortie is complete = 10 pts.	
ii. Ability to re-task with a delay of 5 minutes or more at any point during the live sortie = 20 pts.	

iii. Ability to re-task immediately (meaning in less than 5 minutes) at any point during the live sortie = 30 pts.	
2. Infra Red (IR) Display (Min. = 10 pts, Max = 30 pts):	
i. Displays black hot images only = 10 pts.	
ii. Displays white hot images only = 20 pts.	
iii. Displays both white and black hot images = 30 pts	
<b>B. Experience</b>	
1. Experience of Close Air Support Procedures (Min. = 10 pts, Max score = 30 pts)	
i. Pilot or Mission Commander has no military experience or less than 3 months experience of UK/NATO ground military operations = 0 pts	
ii. Pilot or Mission Commander with 3 months to less than 1 year operational experience of UK/NATO ground military operations = 10 pts	
iii. Pilot or Mission Commander with 1-2 years operational experience of UK/NATO ground military operations = 20 pts	
iv. Pilot or Mission Commander with more than 2 years operational experience of UK/NATO ground military operations = 30 pts.	

### 3. Under page 8 of 31, Part 4, sub article 1.2 Financial Evaluation:

**Delete:** In its entirety

**Replace with:**

#### 1.2 Financial Evaluation

The estimated usages listed under Annex "B" are for evaluation purposes only and will not form part of any resulting Contract.

The total evaluated aggregate bid price of the Bid Proposal will be calculated as follows:

- Item 1.a times 100 hours per year plus;
- Item 1.b times an estimated 8 hours per year plus;
- Item 1.c times an estimated 8 stand-bys per year plus;
- Item 2.a times an estimated 100 hours per year plus;
- Item 2.b times an estimated 8 hours per year plus;
- Item 2.c times an estimated 8 stand-bys per year.

SACC Manual Clause A0222T (2010-01-11), Evaluation of Price

### 4. Under page 13 of 31, Part 7, sub article 1.1.3 Minimum Work Guarantee - All the Work - Task Authorizations:

**Delete:** In its entirety

**Replace with:**

B9031C

Canada's Obligation - Portion of the Work -  
Task Authorizations

2011-05-16

**5. Under page 15 of 31, Part 7, article 4 Term of Contract:****Delete:** In its entirety**Replace with:****4. Term of Contract****4.1 Period of the Contract**

The period of the Contract is from date of Contract to March 31, 2013 inclusive. Work must be completed from date of award to October 31, 2012 inclusive.

**4.2 Option to Extend the Contract**

The Contractor grants to Canada the irrevocable option to extend the term of the Contract by up to one additional one year period, from April 1, 2013 to March 31, 2014 inclusive (Task authorized work to be completed during the period of May 1, 2013 to October 31, 2013), under the same conditions. The Contractor agrees that, during the extended period of the Contract, it will be paid in accordance with the applicable provisions as set out in the Basis of Payment.

Canada may exercise this option at any time by sending a written notice to the Contractor at least thirty (30) calendar days before the expiry date of the Contract. The option may only be exercised by the Contracting Authority, and will be evidenced for administrative purposes only, through a contract amendment.

**6. Under page 17 of 31, Part 7, sub article 6.1 Basis of Payment - Limitation of Expenditure - Task Authorizations:****Delete:** In its entirety**Replace with:****6.1 Basis of Payment - Firm Price**

(C0207C, 2011-05-16)

For the Work described in the Statement of Work in Annex "A" for a firm 25 flying hours per exercise times 4 exercises occurring during the initial contract period:

In consideration of the Contractor satisfactorily completing its obligations under the Contract, the Contractor will be paid a firm price for a cost of \$TBD. Customs duties are included and Goods and Services Tax or Harmonized Sales Tax is extra, if applicable.

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

**6.2 Basis of Payment - Limitation of Expenditure**

(C0206C, 2011-05-16)

For the Work described in the Statement of Work in Annex "A" that will be issued by a Task Authorization:

The Contractor will be reimbursed for the costs reasonably and properly incurred in the performance of the Work, as determined in accordance with the Basis of Payment in Annex "B", to a limitation of expenditure of \$TBD. Customs duties are included and Goods and Services Tax or Harmonized Sales Tax is extra, if applicable.

**7. Under page 17 of 31, Part 7, sub article 6.2 Limitation of Expenditure - Cumulative Total of all Task Authorizations:**

**Delete:** In its entirety

**Replace with:**

**6.3 Limitation of Expenditure**

(C6001C, 2011-05-16)

1. Canada's total liability to the Contractor under the Contract must not exceed \$TBD. Customs duties are included and Goods and Services Tax or Harmonized Sales Tax is extra, if applicable.
2. No increase in the total liability of Canada or in the price of the Work resulting from any design changes, modifications or interpretations of the Work, will be authorized or paid to the Contractor unless these design changes, modifications or interpretations have been approved, in writing, by the Contracting Authority before their incorporation into the Work. The Contractor must not perform any work or provide any service that would result in Canada's total liability being exceeded before obtaining the written approval of the Contracting Authority. The Contractor must notify the Contracting Authority in writing as to the adequacy of this sum:
  - a. when it is 75 percent committed, or
  - b. four (4) months before the contract expiry date, or
  - c. as soon as the Contractor considers that the contract funds provided are inadequate for the completion of the Work,

whichever comes first.
3. If the notification is for inadequate contract funds, the Contractor must provide to the Contracting Authority a written estimate for the additional funds required. Provision of such information by the Contractor does not increase Canada's liability.

**8. Under page 18 of 31, Part 7, sub article 11.1 Aviation Liability Insurance :**

Changes were made to article 2.(k):

- (k) Airport Tenants' Legal Liability Broad Form: To protect the Contractor for liabilities arising from its occupancy of leased airport premises (if applicable).

**9. Under page 22 of 31, Annex "A", section 6.3.b.:**

**Delete:** In its entirety

**Replace with:**

- b. The contractor's aircraft must be fitted with a 360 degree Electro Optical (EO) and Infra-Red (IR) sensor, with image fidelity sufficient to RECOGNISE people from 3000 ft and conduct wide area surveillance. The FMV feed must be sufficiently high resolution to enable Positive Identification of armed individuals or vehicles in order to allow targeting procedures to be practised by the training audience and targeting decisions to be made with clarity. The EO/IR capability is required for all training during the day and at night. Contractors must be able to switch between EO and IR whilst on task in the air. This sensor is to be day, low-light capable and night time capable. Desirable is the ability for the IR sensor to display white hot and black hot. The aircraft is to operate when the cloud-base is 700ft or above during the day and 1000ft or above during the night. The aircraft must be capable of dynamic re-tasking mid-sortie.

## 10. Under page 26 of 31, Annex "B" - Basis of Payment :

**Delete:** In its entirety

**Replace with:**

### ANNEX "B"

#### BASIS OF PAYMENT

G.S.T. is to be excluded of the prices quoted herein  
G.S.T. if applicable, will be shown as a separate item on the invoice

#### 1. CONTRACT PERIOD FROM DATE OF AWARD TO 31 OCTOBER 2012

- a. All inclusive hourly "air time" flying rate to provide the work identified herein during exercise sessions (includes all costs to complete work ie. Mob, demob, initial set-up, fuel, etc).  
(Firm 100 years for initial contract period) \$ \_\_\_\_\_/Hour
- b. All inclusive hourly "air time" flying rate for additional flying hours that exceeds the first 25 hours per exercise (includes all costs to complete work).  
(estimated 2 hours per exercise) \$ \_\_\_\_\_/Hour
- c. Stand-by daily rate due to unforeseen cancellations  
(ie. Weather or training exercise issues)  
(estimated 2 stand-bys) \$ \_\_\_\_\_/day

#### 2. OPTION YEAR #1 - FROM 01 NOVEMBER 2012 TO 31 OCTOBER 2013

- a. All inclusive hourly "air time" flying rate to provide the work identified herein during exercise sessions (includes all costs to complete work ie. Mob, demob, initial set-up, fuel, etc).  
(estimated 100 hours per year) \$ \_\_\_\_\_/Hour
- b. All inclusive hourly "air time" flying rate for additional flying hours that exceeds the first 25 hours per exercise (includes all costs to complete work).  
(estimated 2 hours per exercise) \$ \_\_\_\_\_/Hour

Solicitation No. - N° de l'invitation

W0142-12C129/A

Amd. No. - N° de la modif.

002

Buyer ID - Id de l'acheteur

ca1097

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

W0142-12C129

File No. - N° du dossier

CAL-1-34279

CCC No./N° CCC - FMS No/ N° VME

- 
- c. Stand-by daily rate due to unforeseen cancellations  
(ie. Weather or training exercise issues)  
(estimated 2 stand-bys)

\$ \_\_\_\_\_/day