

**Annex A****BASIS OF PAYMENT****(FINANCIAL EVALUATION)**

The bidder must complete the pricing tables below for MUAS-A and MUAS-S.

The pricing will be evaluated in Canadian dollars. Bids submitted in a foreign currency will be converted to Canadian currency for evaluation purposes. The rate given by the Bank of Canada in effect on the bid solicitation closing date will be applied as a conversion factor to the bid submitted in foreign currency.

Canadian and foreign based bidders must submit firm prices, Canadian custom duties, excise taxes included and Applicable Taxes excluded.

Should there be any discrepancy between the total price and the unit price quoted where applicable, the unit price shall prevail and be extrapolated for financial evaluation purposes.

The labour rates are to be all-inclusive except for travel. They are to include Canadian customs and duties and excise taxes, the cost of labour, general and administrative expenses, overhead, profit and the like, excepting only GST (5%) and HST (13%) if applicable. All payments are subject to government audit.

Bidders will be assessed on the TOTAL bid price.

Including in the pricing tables below, bidders are to submit a current Price List for all labour categories and parts applicable to the requirement. Bidders are responsible for calculating the total of the Pricing Tables.

Bidders should submit prices for each item in the MUAS-A and MUAS-S as per the instructions of this annex. If some items are not part of the proposal, bidders should insert "N/A" for "Not Applicable" in the item's price field. Bidders should insert "\$0.00" for any item for which it does not intend to charge because the items are already included in other prices set out in the proposal. If the Bidder leaves any price blank, the Contracting Authority will so inform the Bidder and provide the Bidder with a time frame within which to confirm the field price status. Failure to comply with the request of the Contracting Authority and confirm the field price status within that time period will render the bid non-responsive. No bidders will be permitted to add or change a price as part of this confirmation.

The formulas used below to calculate the overall Bidder's price proposal in each category is based on an estimation of the work to be performed, as follows:

The Bidder shall provide Firm Fixed Prices for delivery of the MUAS (MUAS-A), associated documentation and spare parts DDP consignee Canadian customs duties and excise taxes included to the following Consignee:

W248A

Department of National Defence  
7 Canadian Forces Supply Depot Edmonton - Receipt Section  
195 Avenue & 82 Street - Building 236  
Edmonton, Alberta, T5J 4J5  
Canada

Bidders are to provide a price breakdown based on the individual components within the System proposed. If the proposed MUAS comes with a turret consisting of an Electro-Optical (EO) and Infrared Red (IR) camera Table one (1) below is to be completed.

If the MUAS is **NOT** equipped with a dual payload turret comprised of an (EO) and (IR) camera then Table two (2) - UAS with Individual EO and IR Payload Configuration is to be completed. **Bidders must complete one of either Table 1 or 2 but not both. Completing both will render the bid non-compliant.** Suppliers that have both a Turret system and non Turret system are only to complete Table 1 -Turret EO / IR Payload System Parts Configuration.

MUAS Acquisition Contract: The Contractor will be paid firm fixed prices.

MUAS In-Service Support Contract: The Contractor will be paid firm fixed prices for the first year with subsequent years subject to adjustment as identified in the MUAS-S Contract.

#### **MUAS-A Contract - Table 1**

**Price List For MUAS Turret With Dual EO / IR Payload System Parts Configuration As Per Annex D System Performance Specification, Article 3.4**

**Table 1 - Dual EO / IR**

<b>Total System Price</b>	\$
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#### **MUAS-A Contract - Table 2**

**Price List For MUAS - With Individual EO and IR Payload System Parts Configuration As Per Annex "D" System Performance Specification, Article 3.4**

**Table 2 - Individual EO and IR**

<b>Total System Price</b>	\$
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**MUAS-A Contract - Table 3 - System Price**

The Bidder shall complete Table 3 based on the proposed System Configuration in Table 1 or Table 2.

**Table 3 - Total MUAS-A System Price**

System Quantities	Unit Price	Total System Price
15 - Firm	\$	\$
75 - Optional	\$	\$
<b>TOTAL PRICE</b>		\$

**MUAS-S Contract - Table 4 - ILS Management**

**Integrated Logistical Support (ILS) Monthly Management Fee For ILS described in Annex B Article 6 - Integrated Logistical Support.** Bidders must provide firm fixed pricing for the ILS Monthly Management Fee which will be escalated on a yearly basis as per Article 6 - para 6.5.2 Firm Price.

**Table 4 : ILS**

Year	Monthly ILS Management Fee	Multiply by 12 Months	Total Annual ILS Fee Management
1		X 12	\$
<b>TOTAL FEE</b>			\$

**MUAS-S Contract - Table 5 Repairable Spares**

a. Bidders must provide firm fixed pricing for repairable\* spare parts for a quantity required for a 1,000 flights = one lot in Table 5 - Repairable Spares Parts below.

\* Repairable is defined in Annex B - SOW, Annex C, Appendix 1, Article 2 - Definitions. Also see SOW 6.6 Management of DND - Owned Spare Parts.

Prices are based on Incoterm EXW Contractor Commodity Point. Repairable Spare Parts will be held in Canada at the Bidders operated Commodity Point facility as per ISS SOW Article 7.2.2.1. as Government Furnished Overal Spares (GFOS) to be managed by the Bidder.

b. Options: Pricing for optional lots will be equal to the firm price above escalated on a yearly basis iaw Article 6 - Payment, para 6.5.2 Firm Price.

**Table 5: Repairable Spare Parts**

Spares Part List	Quantity	Unit Price	Total Part Price
		\$	\$

[illegible]

### Estimated Repair and Overhaul Cost - Table 6

For the purpose of generating a support cost estimate Bid Proposal cost comparison purposes over the planned life of the program the bidder shall use the following assumptions:

- a. Assume basic operator qualification training requires 20 flights per trainee, times 144 trainees, for an operator training total of 2,880 flights per year. If a higher number of flights per trainee is required the bidder shall indicate the correct number of flights per trainee is Required the Bidder shall indicate the correct number in training plan, and amend table 6 below. (Note: The actual training rate may not be 144 operator trainees per year).
- b. Operator Attrition: assume 20% of the trained operators will be removed from the program each year for military employment reasons.
- c. Operator Currency: Each trained operator will be required to conduct 5 flights each 180 days to maintain their operator certification. (Round off to 10 flights per year).

The bidder shall identify in Tble 6 below an estimated Repair and Overhaul program cost for items returned to the Contractor for repair. This estimate shall be based on annual usage/flight schedule indicated in Table 6.

### Table 6: Estimated Repair and Overhaul Cost

Year	Operator Qualification training Flights	Operators Leaving The Program	Personnel Requiring Currency Training	Currency Flights	Total Flights	Estimated R&O Cost
1	2,880	0	144	1,440	4,320	
2	2,880	29	259	2,590	5,470	
3	2,880	52	351	3,510	6,390	
4	2,880	70	425	4,250	7,130	
5	2,880	85	484	4,840	7,720	
Total Estimated R&O Cost						\$

**Note:** Table 6 is for informational purposes only and the estimated cost is not to be included in the bid evaluation summary Table 13.

#### **MUAS-S Contract - Table 7**

The following labour rates in Table 7 - Labour Price will be used in TIES and AWR Taskings:

Bidders must provide firm fixed labour rates for the following labour categories listed in Table 7 below. Labour rates will be escalated on a yearly basis as per Article 6- Payment, para 6.5.1 Firm Hourly Rates.

**Table 7 - Labour Price**

No	Labour Categories	Hourly Rate	Forecasted Hours	Total Price
1	Field Service Representative		120	
2	Sr Engineer		20	
3	Jr Engineer		40	
4	Software Engineer		40	
5	Technician		250	
6	Program Manager		80	
7	Technical Writer		40	
8	Instructor (hourly rate for work other than contracted long term fixed price support tasks)		100	
	<b>TOTAL LABOUR PRICE</b>			\$

**MUAS-A Contract - Table 8**

The Bidder shall identify Firm Fixed Prices for all training in accordance with (IAW) Annex B (SOW) as follows:

**Table 8 - Individual Instructor and Operator Training**

Labour Categories	Firm Fixed Price	Forecasted Frequency	Total Price
<b>Instructor training of up to twelve (12) personnel at CFB Gagetown</b>		1	
<b>One (1) Instructor Supervisor for each of two CF Operator training courses The estimated number of CF trainees per group will be 16 trainees in each course.</b>		2	
<b>TOTAL PRICE</b>			\$

**MUAS-A Contract - Table 9**

The Bidder shall identify Firm Fixed Prices for materials in IAW Annex B (SOW) and CDRL T002, DID Trg-002 as follows:

**Table 9 - Recommended Training Materials List (RTML) Firm Fixed Price:**

Description Of Training Materials	Firm Fixed Price
<b>TOTAL PRICE</b>	\$

**MUAS-A Contract - Table 10**

If the maintenance concept requires the training of Canadian Forces (CF) Technicians to conduct maintenance at CF site then the Bidder shall identify a Firm Fixed Price based on a requirement to train and certify four (4) technicians to perform second level equipment tests and repairs. If the maintenance concept does not require the training of CF Technicians to conduct maintenance at CF sites the total price to be entered is \$0.00.

**Table 10 - Individual Technician Training Firm Fixed Price**

Price for one (1) Course To Train and Certify 4 Technicians	Number of Technicians	TOTAL PRICE
	4	\$

**MUAS-A Contract - Table 11**

The Bidder shall identify Firm Fixed Prices for the provision of a trainee assessment testing service capability to enables two students and one instructor to conduct concurrent training/evaluation testing at two (2) geographically separate sites in Canada.

**Table 11 - Trainee Aptitude Evaluation Services Firm Fixed Price**

Location of Service	Price Of Aptitude Evaluation Services
Eastern Canada	
Western Canada	
TOTAL PRICE	\$

**MUAS-S Contract - Table 12**

Bidders must provide firm fixed pricing.

**Table 12 - Vehicle Specific Module STANAG 4586 Compliant (VSM) Development Fee.**

VSM Development Fee	Price
	\$

**Bidder's Overall Price Proposal - Table 13**

Bidders are to insert the Total Price under "Extended Total Price" for the Tables identified below. We now have the value of the Bidder's bid price for the eventual MUAS Acquisition and Service Contracts. Goods and Services Tax or Harmonized Sales Tax is extra, if applicable.

**MUAS-Acquisition**

<b>TABLE NUMBER</b>	<b>EXTENDED TOTAL PRICE</b>
<b>Table 3</b>	
<b>Table 8</b>	
<b>Table 9</b>	
<b>Table 10</b>	
<b>Table 11</b>	
<b>Total Acquisition Price Row A</b>	\$

**MUAS- ISS Support**

<b>TABLE NUMBER</b>	<b>EXTENDED TOTAL PRICE</b>
<b>Table 4</b>	
<b>Table 5</b>	
<b>Table 7</b>	
<b>Table 12</b>	
<b>Total ISS Service Support Price Row B</b>	\$

<b>Total Acquisition Price - Identified in Row A</b>	\$
<b>Total ISS Service Support Price - Identified in Row B</b>	\$
<b>TOTAL PRICE A plus B</b>	\$

**Table 14 - Consumable Spares Price List**

Consumable Spares:

Bidders must provide a price list for consumables in Table 14 - Consumable Spares below.

Prices are based on Incoterms 2000 DDP Delivered Duty Paid, including any applicable Customs/Duties, GST/HST Extra (if applicable), to either of the five (5) Consignees as follows:

Consignee 1:

CFB Gagetown

New Brunswick, Canada

Consignee 2:

CFB Valcartier

Quebec, Canada

Consignee 3:

CFB Petawawa



Ontario, Canada

Consignee 4:  
CFB Wainright  
Alberta, Canada

Consignee 5:  
CFB Shilo  
Manitoba, Canada

Prices are not to be higher than those provided to their most favored customer. Bidders must submit evidence as per SACC Manual Clauses C0305C (2008-05-12) Cost Submission.

Prices will be escalated on a yearly basis as per Article 6 - Payment, para 6.5.2 Firm Price.

**Note:** Table 14 is for informational purposes only and the estimated cost is not to be included in the bid evaluation summary Table 13. Consignee pricing information will be used to evaluate the repair cost associated with the 100 demonstration flights. Spare parts and the associated prices are to be listed in the table below.

**Table 14 - Consumable Spare Parts**

<b>Spare Parts Price List</b>	<b>Pricing Consignee 1</b>	<b>Pricing Consignee 2</b>	<b>Pricing Consignee 3</b>	<b>Pricing Consignee 4</b>	<b>Pricing Consignee 5</b>
	\$	\$	\$	\$	\$

