

**RETURN BIDS TO:**  
**RETOURNER LES SOUMISSIONS À:**  
**Bid Receiving - Réception des soumissions**  
**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**  
Fixed-Wing Search and Rescue/Avions de recherche et de sauvetage  
6th Floor - 105 Hôtel de Ville Str  
Gatineau  
Québec  
K1A 0S5

<b>Title - Sujet</b> Fixed-Wing Search and Rescue		
<b>Solicitation No. - N° de l'invitation</b> W8475-110003/A		<b>Amendment No. - N° modif.</b> 001
<b>Client Reference No. - N° de référence du client</b> W8475		<b>Date</b> 2012-03-12
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$FWS-003-22561		
<b>File No. - N° de dossier</b> 003fws.W8475-110003		<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 06:00 PM</b> <b>on - le 2012-03-28</b>		<b>Time Zone</b> <b>Fuseau horaire</b> Eastern Daylight Saving Time EDT
<b>F.O.B. - F.A.B.</b> Specified Herein - Précisé dans les présentes <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input type="checkbox"/> <b>Other-Autre:</b> <input checked="" type="checkbox"/>		
<b>Address Enquiries to: - Adresser toutes questions à:</b> Proulx, Sylvain		<b>Buyer Id - Id de l'acheteur</b> 003fws
<b>Telephone No. - N° de téléphone</b> (819) 956-4758 ( )		<b>FAX No. - N° de FAX</b> (819) 997-9024
<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 (type or print)</b> <b>Nom et titre de la personne autorisée à signer au nom du fournisseur/de l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b>	
<b>Signature</b>	<b>Date</b>

Solicitation No. - N° de l'invitation

W8475-110003/A

Amd. No. - N° de la modif.

001

Buyer ID - Id de l'acheteur

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003fwsW8475-110003

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## Modification 001

Cette modification **001** à la lettre d'intérêt (LI) pour le projet de remplacement des avions de recherche et sauvetage(W8475-11003/A) est publiée afin de incorporer la partie anglaise manquante lors de la publication originale.

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Letter of Interest  
FWSAR Industry Engagement  
29 March 2012

## **Industry Workshop on April 11, 2012 for the Fixed-Wing Search and Rescue (FWSAR) Aircraft Replacement Project**

### **INTRODUCTION**

On August 16, 2011, the Government of Canada sought the industry's feedback on the best approach to deliver FWSAR capability. Industry positively responded by attending a plenary session, a number of one-on-one meetings with Government representatives, and by submitting discussion papers. All of this information has been considered and some key decisions have been made on the way forward.

This procurement is subject to national security exception and is, therefore, excluded from all of the obligations of the trade agreements.

### **FWSAR SECRETARIAT**

The overall FWSAR industry engagement strategy will provide an opportunity to industry to have a voice during the definition process. A FWSAR Secretariat has been set up to oversee all procurement elements of the project including the industry engagement. The Secretariat will be the cornerstone for collecting and processing information from industry on the FWSAR project. In addition, PWGSC has retained the services of an independent third party Fairness Monitor to observe the fairness, openness and integrity of the competitive solicitation process, including the industry engagement phase.

### **WORKSHOPS**

The FWSAR engagement process will include multiple workshops with industry in the development of the tendering documents including, but not limited to, technical specification requirements, performance level definition, Canadian industry participation, Industrial and Regional Benefits requirements, as well as contractor selection process and evaluation criteria. The total number of industry engagement workshops will be determined based on Industry feedback and FWSAR Project Office requirements. The FWSAR industry engagement may also seek the participation from industry specializing in aircraft components, sub-systems or associated services.

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## INDUSTRY FEEDBACK

Workshop attendance is not the only mechanism available to industry to participate. Not participating in workshops will not exclude any interested supplier from responding to the formal solicitation. Industry is invited to provide comments and questions on draft documentation that could be posted on MERX or on the FWSAR Website. An E-Mail address has been created to collect written comments and questions, and the FWSAR Website will be regularly updated to circulate FWSAR information.

### E-Mail Address

[ARSVF.FWSAR@tpsgc-pwgsc.gc.ca](mailto:ARSVF.FWSAR@tpsgc-pwgsc.gc.ca)

### Website

<http://www.tpsgc-pwgsc.gc.ca/app-acq/stamgp-lamsmp/svtvn-rscfw-eng.html>

## INVITATION - APRIL 11, 2012

The Government of Canada is now ready to resume industry engagement on FWSAR and will start by holding an Industry Workshop on April 11, 2012. For this workshop, attendance will be restricted to companies who can identify themselves and can attest their capability of playing a significant role in the context of the Fixed-Wing Search and Rescue as an aircraft provider, or as a Canadian in-service support integrator.

The workshop objectives are:

- To provide an update on the FWSAR Project and timeline
- To explain the next steps in the industry engagement strategy
- To seek industry's participation in defining business relationships:
  - ✓ Industry Single Point of Accountability (SPA)
  - ✓ Canadian in-service support (ISS) Integrator
- To present the outcome of preliminary analysis:
  - ✓ Aircraft Performance Assessment Tool (APAT)

A secondary objective is to invite participants to propose other topics of interest that may be scheduled in future workshop events.

## WORKSHOP REGISTRATION

Industry representatives that are interested in attending the April 11, 2012 Workshop must complete and return the form provided in attachment to the FWSAR Secretariat. Please submit before Close of Business, March 28, 2012, using the following e-mail address:

[ARSVF.FWSAR@tpsgc-pwgsc.gc.ca](mailto:ARSVF.FWSAR@tpsgc-pwgsc.gc.ca)

Further details on timing and location will be provided upon registration, and registrants are requested to indicate their linguistic preference (French or English) for correspondence.

## INDUSTRY ENGAGEMENT RULES

The FWSAR Secretariat is publishing a set of rules that shall govern the FWSAR Industry Engagement activities, until a formal FWSAR Request for Proposals is released on the Government Electronic Tendering Service (MERX). The Industry Engagement Rules are in attachment to this LOI. A duly signed copy must be returned and submitted with the registration form.

## PRELIMINARY AGENDA

08:00 - 09:00 Registration  
09:00 - 09:15 Opening remarks  
09:15 - 09:30 FWSAR updates  
09:30 - 10:15 Aircraft Performance Assessment Tool & Concept  
10:15 - 10:45 Coffee break  
10:45 - 12:00 Working sessions on business relationships  
12:00 - 13:00 Lunch(food will not be provided)  
13:00 - 14:45 Working sessions on business relationships (continued)  
14:45 - 15:00 Wrap-up

**Note:** Following the workshop, and as applicable, participants will be invited to provide comments by writing to the FWSAR address: [ARSVF.FWSAR@tpsgc-pwgsc.gc.ca](mailto:ARSVF.FWSAR@tpsgc-pwgsc.gc.ca)

## CONCLUSION

The FWSAR Secretariat looks forward to your participation.

## REGISTRATION

E-mail Form & Engagement Rules to: [ARSVF.FWSAR@tpsgc-pwgsc.gc.ca](mailto:ARSVF.FWSAR@tpsgc-pwgsc.gc.ca)

## INFORMATION

Sylvain Proulx  
Supply Team Leader for Fixed-Wing Search and Rescue Project  
Public Works and Government Services Canada  
Defence and Major Projects Sector  
Telephone: (819) 994-4758  
Facsimile: (819) 997-9024

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E-mail : [sylvain.proulx@tpsgc-pwgsc.gc.ca](mailto:sylvain.proulx@tpsgc-pwgsc.gc.ca)

**TOUS LES AUTRES TERMES ET CONDITIONS DEMEURENT LES MÊMES.**