

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

LETTER OF INTEREST
LETTRE D'INTÉRÊT

Title - Sujet Fixed-Wing Search and Rescue	
Solicitation No. - N° de l'invitation W8475-110003/A	Date 2012-03-08
Client Reference No. - N° de référence du client W8475	GETS Ref. No. - N° de réf. de SEAG PW-\$FWS-003-22561
File No. - N° de dossier 003fws.W8475-110003	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 06:00 PM on - le 2012-03-28	
Time Zone Fuseau horaire Eastern Daylight Saving Time EDT	
F.O.B. - F.A.B. Specified Herein - Précisé dans les présentes Plant-Usine: <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input checked="" type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: Proulx, Sylvain	Buyer Id - Id de l'acheteur 003fws
Telephone No. - N° de téléphone (819) 956-4758 ()	FAX No. - N° de FAX (819) 997-9024
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction:	

Comments - Commentaires

Instructions: See Herein

Instructions: Voir aux présentes

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

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

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

Solicitation No. - N° de l'invitation

W8475-110003/A

Amd. No. - N° de la modif.

File No. - N° du dossier

003fwsW8475-110003

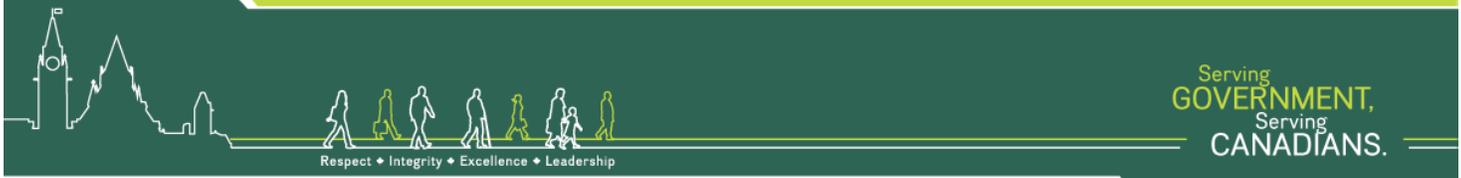
Buyer ID - Id de l'acheteur

003fws

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

W8475

CCC No./N° CCC - FMS No/ N° VME



Fixed Wing Search and Rescue (FWSAR)

Industry Engagement Rules

Revision 1.7, 29 February 2012

Published by the FWSAR Secretariat

E-mail: ARSVF.FWSAR@tpsgc-pwgsc.gc.ca



Background

1. As part of the *Canada First Defence Strategy*, the Department of National Defence (DND) plans to acquire new Fixed Wing Search and Rescue (FWSAR) capability to replace the present aging fleet of FWSAR aircraft and to address the operational deficiencies of the existing fleet. Public Works and Government Services Canada (PWGSC) will be the contracting authority for this acquisition. A solicitation of bids will be made to replace the existing FWSAR capability by new aircraft, and at the same time, acquire the associated in-service support for an initial 20-year period.

FWSAR Website

2. Until a formal Request for Proposal is released, the following PWGSC Website is the only official Website to share progress and information on the procurement activities associated with the FWSAR Project. This Website will be regularly updated as additional information becomes available. The address is:

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

Purpose of the Industry Engagement

3. The procurement strategy for FWSAR includes industry consultations in the development of tendering documents. Industry consultation topics will include, but are not limited to, the review of key contractual and technical requirement specifications, the definition of performance level expectations, the optimization of Canadian Industry participation, as well as the contractor selection method and evaluation criteria.

Engagement Principle

4. An overriding principle for the Industry Engagement is that it be conducted with the utmost fairness and equity between all the potential bidders. No one in the industry

shall receive, or be perceived to receive, any unusual or unfair advantage over the others. The integrity of the FWSAR solicitation process is a priority of the Government of Canada and this solicitation shall be, and perceived to be, fair, open, and transparent.

Engagement Oversight

5. A FWSAR Secretariat is in place, and one of its tasks is to ensure that all formal communication exchanges and Consultation Workshops are in compliance with the FWSAR Industry Engagement Rules. The communication and engagement process will be under the scrutiny of an independent third party Fairness Monitor. Within the context of a Governance Structure, the Secretariat has the authority to resolve all the communication and engagement issues.

Consultation Workshops and Registration

6. The FWSAR Secretariat will coordinate the announcement and registration of formal Consultation Workshops with industry. The invitation, which consists of a Letter of Interest (LOI), will be posted on the Government Electronic Tendering System (MERX) with attachment(s), approximately one month before the Workshop. The lead time period shall give potential bidders, and industry at large, the opportunity to review the LOI and LOI attachment(s), to consult business units and industry partners, and as applicable, to register and make travel arrangements.
7. Industry Consultation Workshop attendance will be on an invitation only basis, and industry participants will be requested to formally submit a Registration Form. There shall be one application per company, and each company will be requested to identify one point of contact for further coordination on Workshop attendance.
8. Every Consultation Workshop will target precise objectives, and to maximize consultation outcomes, industry participants will be requested, as mandatory entry

criteria, to identify themselves as an aircraft or in-service support provider, or both, and to identify their contribution toward the Workshop objectives. Additional details will be captured on the Consultation Workshop Registration Form that will be provided as an attachment to the invitation. Denied applications can be appealed by writing to the FWSAR Secretariat. The FWSAR Secretariat has the authority to resolve any issue associated to this solicitation.

Information Sharing

9. Proceedings from all of the Consultation Workshops will be recorded. The information gathered during these workshops will be shared and proactively published on the FWSAR Website. A Questions & Answers (Q&A) section will be updated throughout the Industry Engagement until the RFP is released on MERX.

Industry Questions and Feedback

10. Throughout the entire Industry Engagement process, all exchanges of information and all of the Industry feedback shall be provided and captured in writing. The FWSAR Secretariat e-mail address (ARSVF.FWSAR@tpsgc-pwgsc.gc.ca) shall be used in all written communications that require consideration from the FWSAR Secretariat, and from the Project Management Office (PMO) of the FWSAR Project. Subject to the *Access to Information Act*, R.S., 1985, c. A-1, and any other legislative or legal requirement, all third party information which is provided by a Company and which is clearly marked as “Proprietary” will not be released or disclosed.

Access to Confidential Information

11. During the course of FWSAR Industry Engagement, the FWSAR Secretariat may decide to share Information that will need to remain confidential. Under such circumstances, the recipient shall be required to sign a Non-Disclosure Agreement before obtaining the information.

Public Information

12. Nothing in this agreement shall be construed as preventing the disclosure or use of any confidential information to the extent that such information:
- (a) is or becomes in the public domain through no fault of the FWSAR Secretariat;
 - (b) is or becomes known to the FWSAR Secretariat from a source other than Canada or the party who disclosed it for information purposes, except any source that is known to the FWSAR Secretariat to be under an obligation not to disclose the information; or
 - (c) is disclosed under compulsion of a legislative requirement or any order of a court or other tribunal having jurisdiction.

Canada has no Obligation

13. Nothing done or not done by the FWSAR Secretariat, or by another representative of Canada, can be viewed or seen or understood or interpreted as a commitment by Canada to enter into any solicitation, agreement(s) or award any contract(s) regarding the FWSAR Project, nor an authorization to any company to undertake any work that could be charged to Canada. Nothing obligates Canada to accept any recommendation, or choose any design, or award any contract of any work whatsoever, even if the FWSAR Secretariat or another representative of Canada expressed something to the contrary during industry consultations.

Media

14. All Media questions shall be directed to the PWGSC Media Relations Office:
- (a) E-mail address: media@tpsgc-pwgsc.gc.ca ; or
 - (b) Phone number: (819) 956-2315.

Industry Engagement Agreement

15. The attendance to Consultation Workshops shall be conditional to the formal acceptance of the present set of Industry Engagement Rules. This Industry Engagement Agreement shall be signed by a duly authorized officer in this respect:

Signature
(I have the authority to bind the Company)

Date

Name (Print)

Title or Position (Print)

Company (Print)



Fixed-Wing Search and Rescue (FWSAR) Industry Engagement – 11 April 2012 Workshop Registration Form

Industry representatives interested in attending the April 11, 2012 Workshop must complete and return this form, and a signed copy of the Engagement Rules, 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

Attendance at this event is strictly reserved to properly registered industry representatives, and your company must be (*check at least one*):

- FWSAR Aircraft Provider (attest your capability)
- Canadian In-Service Support (ISS) Integrator (attest your capability)

Workshop timing and location will be provided upon registration. The rationale for limiting attendance is to focus the Workshop around the objective of defining the Business relationship that will bring the best capability-based solution. The Secretariat reserves the right to limit workshop access based on the capability attestation provided with this registration form.

Company's Name: _____
 Point of Contact: _____
 Phone: _____
 E-mail: _____

Correspondence: French English

Engagement Rules: Signed copy provided in attachment

Please provide names of a maximum of 4 representatives attending the workshop:

Name: _____
 Title: _____

Name: _____
 Title: _____

Name: _____
 Title: _____

Name: _____
 Title: _____