

RETURN BIDS TO:
RETOURNER LES SOUMISSIONS À:
Bid Receiving - PWGSC / Réception des soumissions -
TPSGC
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
Science Procurement Directorate/Direction de
l'acquisition de travaux scientifiques
11C1, Phase III
Place du Portage
11 Laurier St. / 11, rue Laurier
Gatineau, Québec K1A 0S5

Title - Sujet Commercial Satellite Imagery	
Solicitation No. - N° de l'invitation E60SQ-120001/A	Amendment No. - N° modif. 002
Client Reference No. - N° de référence du client E60SQ-120001	Date 2013-04-23
GETS Reference No. - N° de référence de SEAG PW-\$\$\$Q-054-25646	
File No. - N° de dossier 054sq.E60SQ-120001	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2013-05-09	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: Bootsma, Lena C.	Buyer Id - Id de l'acheteur 054sq
Telephone No. - N° de téléphone (819) 956-1751 ()	FAX No. - N° de FAX (819) 997-2229
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction:	

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

Solicitation No. - N° de l'invitation

E60SQ-120001/A

Amd. No. - N° de la modif.

002

Buyer ID - Id de l'acheteur

054sq

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

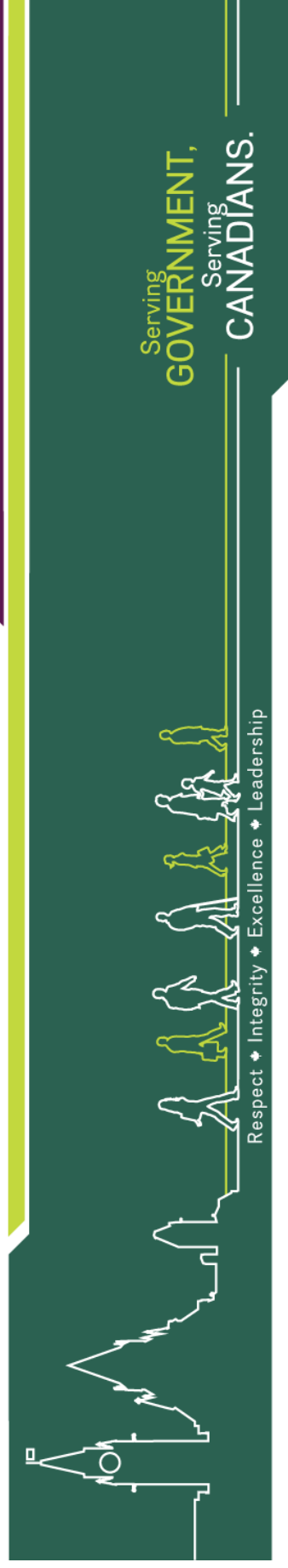
E60SQ-120001

File No. - N° du dossier

054sqE60SQ-120001

CCC No./N° CCC - FMS No/ N° VME

This amendment to the LOI is raised to post the decks presented by PWGSC on Industry Day as attached. The decks presented by the client will follow.



Commercial Satellite Imagery Industry Engagement

April 9 - 10, 2013

Smart Procurement

- **Key Elements**
 - Industry Engagement: Early dialogue and collaboration
 - Governance



Engagement

- Consultative process with Industry
- Explore all potential ideas and solutions
- Opportunity to improve the contracting process and the Requirement.

Consultative Process

- Sharing information; draft Request for Standing Offer (RFSO), Statement of Requirement (SOR)
- Industry Engagement
- One-On-One meetings
- Summary of feedback and outcome(s)

Governance

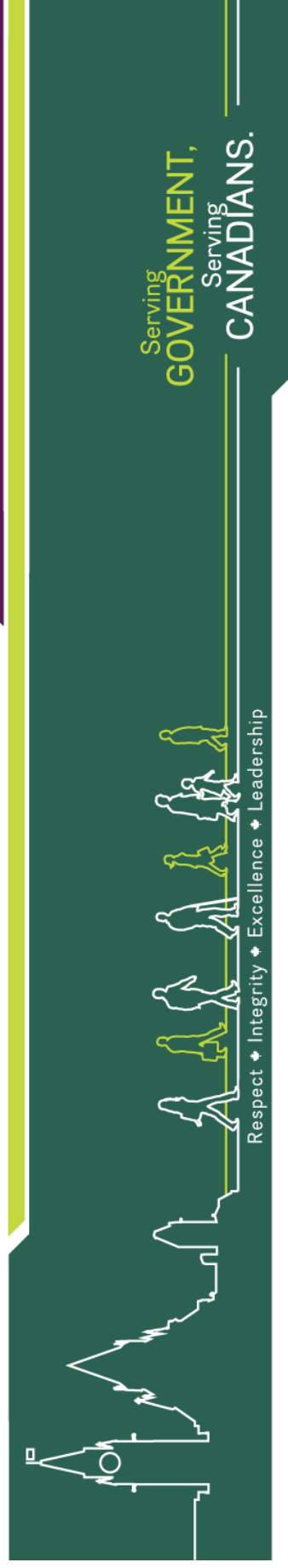
- Interdepartmental Committee consisting of Natural Resources Canada (NRCan), Department of National Defence (DND) and Public Works and Government Services Canada (PWGSC) senior management
- Commitment to oversight and successful processes and outcomes



Governance

- **Key Responsibilities, working relationships:**
 - **Technical Activities**
 - Lead: NRCan
 - Support: DND
 - **Acquisition Activities**
 - Lead: PWGSC
 - Support: NRCan and DND





Commercial Satellite Imagery General Information

April 9 - 10, 2013

Background

- Growing need of the GoC for an efficient procurement vehicle, competitive pricing and common licensing allowing data sharing of satellite imagery
- In 2009 – RFSO published and 15 NMSOs issued with 9 companies - expiring November 2013
- One NMSO per Satellite-Sensor with either the Operator or the Distributor
- Usage: over 260 call-ups, total business volume > \$6Million

Proposed Changes from previous requirement

- Only Satellite Operating Agencies (SOA) are being considered as Offerors, however, Authorized Distributors may take the orders
- Only one NMISO will be established per Satellite Operator covering all proposed sensors and products that pass the evaluation criteria

Changes from previous requirement (continued)

- For the initial version of the NMSOs, the Identified Users of the NMSOs will be the GoC, however, the Identified Users may be extended to other levels of Canadian governments
- An annual refresh is being considered to allow Offerors to update pricing, submit an offer with new products and/or new sensors and allow for inclusion of new Offerors

Rules of Engagement

- Rules of Engagement
 - Encourage open dialogue
 - Be fair, transparent and equal to all parties
 - Canada will not discuss proprietary information with other Industry Participants
 - Participants agree to the Industry Rules of Engagement in Attachment 1 to the LOI by participating in the Consultative Process.

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Timelines

Industry Consultation:

- Letter of Interest and draft RFSO Mar 20 – Apr 18, 2013
- Industry Day and one-on-one meetings April 9 – 10, 2013
- Publish Summary of Feedback and Outcomes May 2013 (est.)
- Final RFSO June 2013 (est.)

Issuance of NMSOs:

November 2013 (est.)

