

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
Defence Communications Division. (QD)
11 Laurier St./11, rue Laurier
Place du Portage, Phase III, 8C2
Gatineau, Québec K1A 0S5

Title - Sujet Medium Range Radar (MRR)		
Solicitation No. - N° de l'invitation W8476-133817/C		Amendment No. - N° modif. 005
Client Reference No. - N° de référence du client W8476-133817		Date 2013-08-09
GETS Reference No. - N° de référence de SEAG PW-\$\$QD-023-23867		
File No. - N° de dossier 023qd.W8476-133817	CCC No./N° CCC - FMS No./N° VME	
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2013-08-30		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: Summerfield, George		Buyer Id - Id de l'acheteur 023qd
Telephone No. - N° de téléphone (819) 956-1838 ()		FAX No. - N° de FAX (819) 956-0636
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

Draft RFP Amendment No. 005 is raised to provide a list of attendees at Canada's Industry Day, and to provide the MS Powerpoint slides presented by Canada at Industry Day (see Attachment 1).

1. Canada would like to thank the following companies/entities for attending Industry Day for the ISTAR MRR sub-project:

Cassidian
 Centre-Arch Inc.
 Clermark
 CFN Consultants
 DEW Engineering
 Elta
 H & K Strategies
 Israel Aerospace Industries
 Lockheed Martin Canada
 Lockheed Martin U.S.A.
 Northrup Grumman
 Raytheon Canada
 Raytheon U.S.A.
 Rheinmetall Canada
 Saab
 SED, a division of Calian Ltd.
 SRC Inc.
 Thales
 U.S. Army Attaché

2. The responses to Technical non-proprietary questions and comments that are available at this time, may be found at Attachment 2.

3. The responses to non-proprietary Industrial Regional Benefits questions and comments may be found at Attachment 3.

4. The responses to non-proprietary PWGSC questions and comments follow:

- a. Reference: Part 1 General Information; Part 8, 4.2 - "The period of performance will be for five (5) years with three (3) five (5) year options".

Question: In the General Information section it states ISS will be for five (5) years with three (3) five (5) year options, but in Part 8, paragraph 4.2, it states ISS with have five (5) option periods of three (3) years each. Which section is correct?

Answer: The ISS contract will have three (3) option periods of five (5) years each.

Répondre: Le contrat Service en Support (ISS) aura trois (3) périodes optionnelles de cinq (5) ans chacun

b. Reference: Part 1, 2.(b) (iii) - "Support is required for the first to third lines of repair for the MRR systems. Technical services are required during the in-service support phase of the equipment's life cycle. The period of performance will be for five (5) years with three (3) five (5) year options".

Question: Is there a specific date(s) for ISS contract effectivity? Is it a fixed date or as systems come off of warranty?

Answer: This question should be answered in the ILS Plan, to be provided in accordance with the Acquisition SOW (Annex A, paragraph 5.3) as it may strategically affect the pricing of the initial period for the ISS contract.

Répondre: Cette question devrait être a répondu dans le plan des systèmes d'atterrissage aux instruments (ISA), à être fournis dans conformément avec le Énoncé des travaux de Acquisition (l'annexe A, paragraphe 5.3) comme il peut stratégiquement incidence sur le prix de la période initiale du contrat ISS

c. Reference: Part 3 - BID PREPARATION INSTRUCTIONS of the Draft RFP identifies the standard proposal sections to be submitted (Technical, Management, Financial, Certifications). However, embedded throughout the Draft RFP are additional document submittal requirements, including the following:

- i) LOA, if required (Part 2 - BIDDER INSTRUCTIONS)
- ii) Live Fire Evaluation Plan (Appendix K6)
- iii) Bidder's Proof of Compliance Report (Appendix K2)

Question: So as not to miss proposal submittal data requirements and/or insert these in incorrect volumes, could you please provide a comprehensive and complete list of ALL proposal data requirements and volume composition?

Answer: Canada will list all of the data requirements in Part 2 of the RFP.

Répondre: Canada va lister tous les exigences relatives aux données dans la Partie 2 de la modification de l'invitation.

d. Reference: ANNEX G Page 2, 3/5 - The Government's intended master schedule milestones is provided at reference.

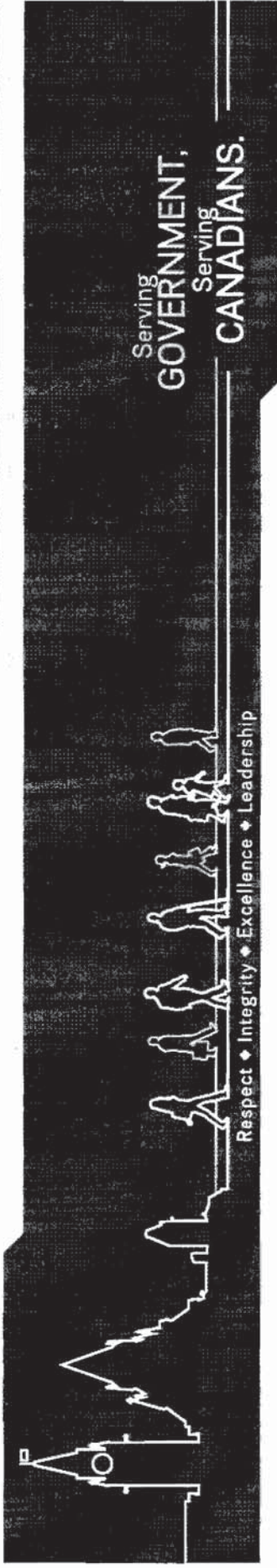
Comments: The schedule of milestones is very aggressive and considered to be unrealistically short to achieve all of the Government's objectives; at the lowest risk & cost, including:

- i) Delivering an MRR system which meets the requirements of the SPS ; which is a tailored solution to meet Canadian specific SPS requirements
- ii) Simultaneously, Implementing a Canadian Industrialization plan for the production and ISS phase which meets the IRB mandatory requirements (100% including 15% Small Business; with ACQ - 30 % Direct and ISS -50% Direct).
- iii) Meeting all the CDRLs/DIDs requirements/schedule.

Answer: The Milestone Schedule Chart provided at ref is an "example only". The Bidder is expected to complete the MACA column and prices in accordance with their delivery capabilities and bid price. The percentages for each milestone are in keeping with Canada's policy of paying only for what is delivered, as opposed to making what could be construed as advance payments; and as such Bidders may not readjust the percentages for milestones.

Répondre: Le calendrier des étapes graphique fourni à référence est un "exemple uniquement". Le soumissionnaire est tenu de remplir la colonne MACA et les prix en fonction de leurs capacités de livraison et le prix de l'offre. Les pourcentages pour chaque étape sont en accord avec la politique de ne payer que pour ce qui est livré, plutôt que de faire ce qui pourrait être interprété comme paiements anticipés du Canada, et que ces soumissionnaires peuvent pas réajuster les pourcentages pour les étapes.

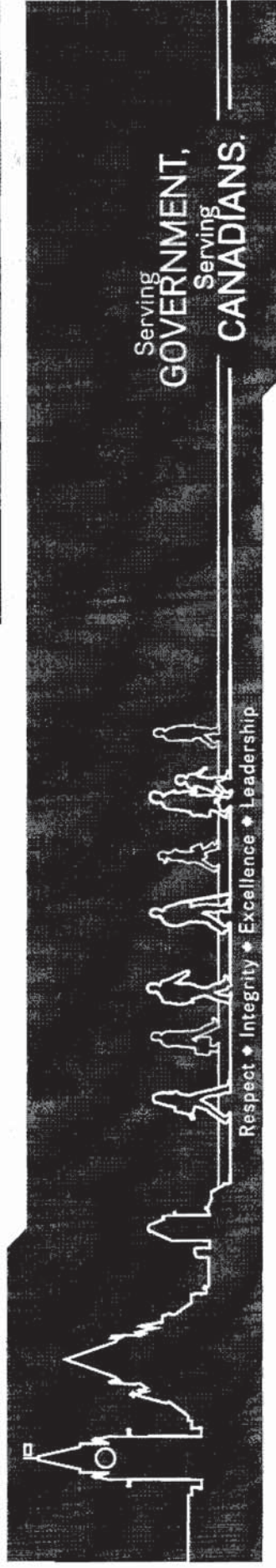
5. More answers to non-proprietary questions and comments will be posted, up until the closing of the Draft RFP.



Medium Range Radar (MRR)

Contract Authority

George Summerfield
Defence Communications Division
george.summerfield@tpsgc-pwgsc.gc.ca



PWGSC

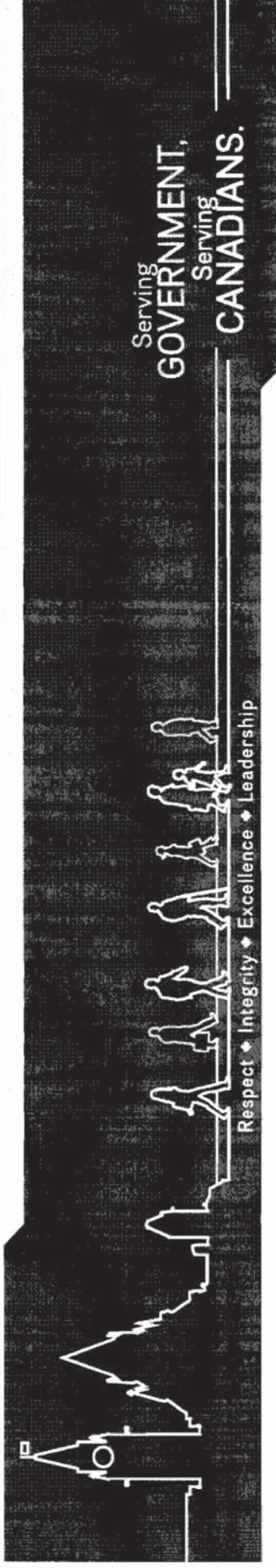
- Introduction of Canada's representatives
 - DG of Defence and Major Projects Sector (DMPS), Ms. Cathy Sabiston
 - Sr. Dir. Of Electronics, Munitions & Tactical Systems Procurement Directorate (EMTSPD), Mr. Al Hamel
 - Mgr of Defence Communications Division (QD), Ms. Laura Henderson
 - Contract Authority, George Summerfield & Heather Tanguay



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Government Services
Canada

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Canada

Canada



DND Project Team

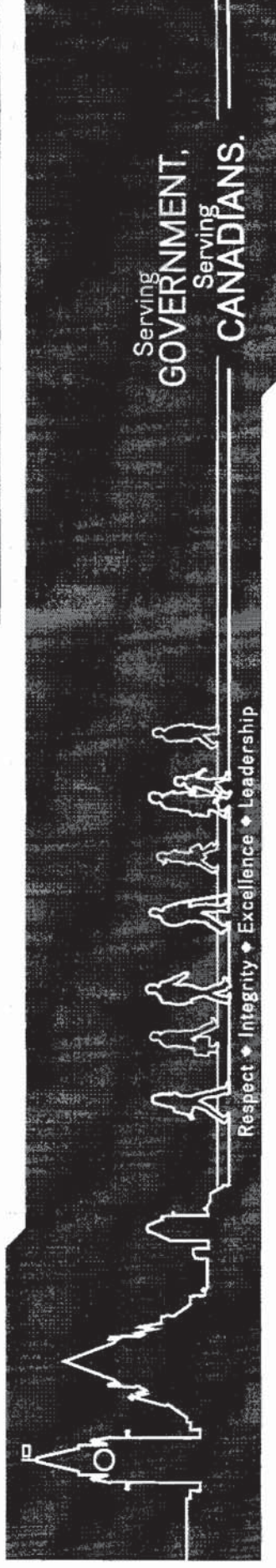
- Project Manager, Jacques Hamel
- Deputy Project Manager, Major Yusef Akbari
- Project Director, Major Raymond Dupuis
- Radar Systems Engineer – Richard Hoekstra



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Industry Canada

- IRBs Manager, Henrique Santos
- IRBs Officer, Pamela Clarke



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Medium Range Radar (MRR) sub-project approved in January 2012 and part of the Land Forces ISTAR omnibus project



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- Early Engagement
 - Since 2003 definition phase
 - Letters of Interest in 2008 and 2012
 - 2013 draft RFP and Industry Day
- Consultations with US Government on FMS
- Fairness Monitor



- Overview of procurement
- Provide opportunity for Q & A
- Obtain feedback from Industry – specifications, evaluation, Foreign Military Sales (FMS)
- Engage in 1 on 1 consultations



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FMS + Competitive

- New Procurement Strategy
- Foreign Military Sales component and processes
- Commercial Supplier submits a bid committing to the terms of the RFP
- Additional terms and conditions – secure bid submittal, FMS admin fee reconciliation
- Management Plan – indicating prime, sub-contractor, and foreign government roles and relationships



Milestones

- RFP publish date of fall 2013 (approx 40 days on GETS)
- Evaluation late winter 2013
 - Treasury Board Approval - Fall 2014
- Notify Bidders as to successful progression to Physical Validation (PV)
 - Contract Award - Fall of 2014
- Physical Validations (Live Fire Evaluation): Spring 2014



One RFP, Two Contracts

Acquisition

- Term of Contract: 3-5 years
- Eight (8) MRR Systems Option to buy two (2) additional MRR Systems
- Delivery: DPP Edmonton Depot
- Includes publications, training, and spares
- Initiate ISS plans, including Maintenance Plan

In-Service Support

- Term of Contract: five (5) years
- Options: up to additional fifteen (15) years [currently: 3 x 5-yr]
- ISS for 1st to 3rd Lines of Maintenance Support iaw Plans from ACQ contract



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Terms & Conditions

- Performance Objectives:
 - — 95% Operational Availability using holdbacks
- Basis of Payment:
 - firm fixed (Acquisition Contract)
 - Firm fixed and time and material (ISS)
- Delivery – 7 CF Supply Depot Edmonton
- Limitation of Liability – contract value



Evaluation

- Basis of Selection: Highest Combined Rating of Technical Merit and Price (65:35)
- Mandatories
- Technical:
 - Possible 2000 pts for rated criteria
 - Physical Validation (Live Fire Test)
 - currently “re-scored accordingly” in draft, as shown by DND [next]
- Financial: Price is compared to that of the lowest priced “responsive” Bidder



Evaluation – cont'd

		Bidder 1	Bidder 2	Bidder 3
Overall Technical Score		1200 / 2000	600 / 2000	900 / 2000
Bid Evaluated Price		\$55M	\$50M	\$45M
Calculations	Technical Merit Score	$1200/2000 \times 65 = 39.0$	$600/2000 \times 65 = 19.5$	$900/2000 \times 65 = 29.25$
	Pricing Score	$45/55 \times 35 = 28.64$	$45/50 \times 35 = 31.5$	$45/45 \times 35 = 35$
Combined Rating		67.64	51.0	64.25
Overall Rating		1st	3rd	2nd





Physical Validation ~ Live Fire Test

- If responsive, then the Bidder proceeds to the Live Fire Test stage
- The Bidder is required to prepare for Live Fire Test and invite Canada to attend
- The location is of their choosing
- Should be within 3 months of notification of responsiveness
- DND will show an example of re-scoring





LF ISTAR OMNIBUS Medium Range Radar (MRR) Project (00001278)

Technical Requirements

01 August, 2013

Project Overview

- **Deficiencies**

- In-service weapons locating systems do not provide effective Rocket, Artillery and Mortar location capability.
- The Canadian Army lacks a mobile air surveillance capability.

- **Scope**

- This sub-project will deliver eight to ten medium-range radar systems, each mounted on or towed by its own vehicle, and capable of providing 360-degree detection and tracking of the following:
 - Indirect fire projectiles to a range of at least 15 kilometers, the range of the most likely indirect fire threats
 - Air vehicles and munitions to a range of at least 75 kilometers.



High Level

Mandatory Requirements

- Locate multiple firing points or fall of shots locations out to 15Km range in a 360-degree sector.
- Perform airspace surveillance mission out to 75 Km.
- Provide Identify Friend or Foe Capability.
- Open Standard to interface to enable remote operations and interface with Command and Control Systems.
- Integrate with in-service airspace control system.
- Mature design qualified for operation by an allied government.
- Unrestricted road, rail and air movement (C-17).
- Setup by a crew of four persons within 20 minutes.



Re-Scoring of Rated Requirements

Step 1 Paper Evals Claimed performance = initial score awarded
Example 25km location range 90 degrees = 186.67

Step 2 Bid is responsive Proceed to Live Fire Evals

Step 3 Based on Live Fire Evals Results

Last successful capability demonstrated = final score awarded

Example 1 @ 17km passed @20km passed @23km failed

Final Score = @20km = 93.33

Example 2 @23km passed @25km passed @30km passed

Final Score = @25km = 186.67



Canada's Industrial and Regional Benefits Policy

Medium Range Radar Industry Day

Presented by:
Industrial & Regional Benefits Directorate
Industry Canada

August 2013



Industry
Canada

Industrie
Canada

Canada

IRB Objectives and Approach

- The **Industrial and Regional Benefits (IRB) Policy** leverages economic activity resulting from major defence & security procurements
 - It requires winning contractors to undertake business activities in Canada valued at 100% of contract value.
- The IRB policy is working and achieving its objectives to:
 - Promote transactions of high quality technology (products, services, R&D)
 - Develop long-term business relationships
 - Encourage Canadian industry's access to global supply chains
- The Policy meets these objectives by respecting two principles:
 - The Government gets the right equipment at the best value for money
 - Prime contractors and recipients have the flexibility to develop IRB transactions that make business sense



- **Provide flexibility for Primes to tap into Canadian industrial capabilities**
 - **30% of IRB activities identified at bid closing, 30% within a year of contract award & balance within 3 year of contract award**
 - Provide firms with time to identify and negotiate the high-value-added business transactions typical of the Aerospace and Defence sector.
 - **Credit Canadian Firms' Participation in Global Value Chains**
 - Encourage original equipment manufacturers to add Canadian suppliers to their Global Value Chains (GVC)
 - **Strategic Plans from Major Prime Contractors**
 - Primes that submit Strategic Plans would be eligible to pool IRB credits (apply credits from one high value strategic IRB business activity to multiple obligations)
 - **Banking of IRB Transactions**
 - Provide contractors with increased flexibility to bank activities occurring in advance of a specific project or as an overachievement on a current one.



IRB Policy Features

- Encourage transactions targeted to specific results (innovation, SME development, technology transfer)
 - **Incent the Creation of Public-Private Consortia**
 - Leverage broad scope of publicly funded R&D capabilities in Canada & provide foundation for centres of excellence. Includes a minimum of 1 prime with IRB Obligations, one Canadian company and one public research organization
 - **Small and Medium Enterprise Requirement**
 - Ensure transactions benefit Canadian small and medium enterprises.
 - **Enhanced Priority Technology List**
 - Ensure alignment of IRB Policy and DND's future critical technology requirements incenting investments in key areas.
 - **Investment Framework for R&D & Commercialization in SMEs**
 - Provide Canadian small and medium-sized enterprises (SME) with access to technical, business expertise and financial support.



MRR IRB Requirements

- IRB is a mandatory requirement for the MRR Project
- As part of each proposal, bidders will be required to:
 - Commit to provide IRB equivalent to 100% of the contract value
 - Submit the following plans
 - Company Business Plan
 - Regional Development Plan
 - Small-Medium Business Plan
 - IRB Management Plan
 - Submit specific transactions (work packages)
 - 30% with the proposal (additional 30% one year after contract award)
 - Commit to provide small and medium business transactions equivalent to 15% of the contract value
 - DIRECT?
 - Commit to a minimum of 5% of the bid price in work related to the Enhanced Priority Technology List (EPTL)



Foreign Military Sale (FMS)

- If the bidder is submitting their proposal through an FMS cover letter, they must still include a completed IRB proposal that is fully responsive to the requirements as laid out in the RFP.
- From an IRB perspective, the FMS bidder's contract value bid price will be equal to the bidder's bid price to the US Government. The bidder is not responsible for FMS related US Government charges as IRB.
- If a FMS bidder is successful in the procurement, a separate IRB agreement will be signed between Canada and the bidder with no involvement of US Government.



General Information

- The IRB proposal will be evaluated by Industry Canada and the Regional Development Agencies.
- IRB is a mandatory component of this project.
- The IRB Evaluation Plan is outlined section 9 of the IRB Request for Proposal.
- The IRB website (www.ic.gc.ca/irb) contains valuable information and we encourage all bidders to visit the site. If bidders would like further information, Industry Canada IRB Manager's are available to answer questions.



Thank You

Industrial and Regional Benefits Directorate

Industry Canada

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Industry Canada

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Non-Proprietary Questions and Answers

Serial	Question	Answer
1402	When does the ISS contract come into effect?	As soon as it is awarded. Will be addressed in RFP.
1403	Is the reference to "ADS-B emergency" a typographical error?	Will be corrected in RFP.
1404	Mode S requirements details.	Will be addressed in RFP.
1405	The projectile RCS to be used for analytical purposes should be specified.	Generic values for the RCS will be addressed in RFP at Annex K.
1406	The requirement for SLB and SLC capability.	The explicit requirement for SLB and SLC will not be in RFP.
1407	MIL-STD-810G, method 507.5, procedure II is 10x 24 hour cycles.	Will be corrected in RFP.
1408	Can the fungus test be verified using material analysis and/or coupon?	Yes, it will be addressed in RFP.
1409	For the blowing sand specification, MIL-STD-810G, Method 510.5, Procedure II is recommended	The full system test will not be required and will be addressed in RFP.
1410	SPS Para 3.3.13.2 The road test is specified incorrectly.	Will be corrected in RFP.
1411	Shall the MRR system operate when emplaced on slopes of up to 5 degrees with the system in any orientation on the slope?	Yes, no change to the requirement.
1412	The trailer MKBMF at 30,000 km is high. What is Mission Failure	Will be addressed in RFP.
1413	The paper evaluation, proof of compliance documentation and the system delivered for the purpose of live fire evaluations shall be of the same technical configuration specifically but not limited to the antenna, signal processing and power sub-systems. What differences are allowable and which are not	See Annex K3 SPS Evaluation, General Instructions 2
1414	SPS Para 3.2.6 Antenna Side Lobe Levels	SPS Para 3.2.6 Deleted

Serial	Question	Answer
1415	The RFP states 1600 hours per year usage and 800 hours per year usage for exercises. It for all systems combined.	Yes, will be addressed in RFP.
1416	ISS SOW, Para 8.8 The RFP states that we have to provide a work order for each repair, information on details of the work performed. We may not be able to obtain this information on COTS repairs and when proprietary information is involved. Can this information be excluded?	Will be addressed in RFP.
1417	Clarify the requirements for out of action transition.	Will be addressed in RFP.
1418	Classification of each located weapon, either as a mortar, gun or rocket.	No change to the requirement.
1419	Clarify the minimum elevation search angle of -10°.	Will be addressed in RFP.
1420	Clarify the specified search requirement from -10° to 30° in elevation.	Will be addressed in RFP.
1421	Does the minimum probability of detection of 50% per scan in rain fall of 4mm per hour at the maximum range correspond to range requirements for 1 m2 target and the 0.1 m2 target?	Yes, will be addressed in RFP.
1422	Mission planning controls?	Removed, will be addressed in RFP.
1423	Terrain Mask definition?	See Acronyms and Definitions:
1425	Clarify the set-up time requirement and set up time assumptions for safe operations.	Will be addressed in RFP.
1426	Stability tests per NATO Allied Vehicle Testing Publication (AVTP) 03-160W?	See SPS Para 3.4.8.4
1427	Number of Air Surveillance modes.	Will be addressed in RFP.
1428	Definition of False Track Rate and False Alarm rate	See Acronyms and Definitions
1502	Is it correct that the MRR bid evaluation will be closed after the LFE of the last bidder is conducted?	The Final Date of the LFE will be set in consultation with each bidder, however no later than the scheduled time allocated for the MRR bid evaluation. The MRR bid evaluation will be completed after the LFE of the last bidder is conducted.
1504	Will the Crown provide the Excel spread sheet for the PSS evaluation.	Yes

Attachment 2
Draft RFP, Amendment 005

Serial	Question	Answer

Industry Canada Responses to Non-proprietary Questions

1. The RFP provides for an FMS Hybrid Case; not FMS Direct. The above clause is applicable for FMS Direct; FMS IRB Agreement is not provided

Answer: Regardless of whether the bidder submits an FMS, FMS Hybrid, or commercial bid, the IRB policy and process remains the same.

Répondre: Peu importe que les soumissionnaires soumettent un VME, un VME hybride ou une soumission commerciale, la politique et le processus des RIR ne changent pas.

2. REF: MRR ACQ & ISS IRB INSTRUCTIONS Page 6; Para 5.1.1

(*) The Bidder is not responsible to provide IRB for any FMS related U.S. Government charges. (**) For the winning bidder, the amount proposed will become the IRB Commitment Value which must be achieved under the pursuant contract. The Bidder must also match the bid price of any contract options with an equal amount of IRB, measured in CCV. (***)

Comment -

(*) The above clause is applicable Direct FMS Case; and should be applied to FMS Hybrid case.

Question-

(**) If this sentence is applicable to an FMS Hybrid Case; what does "FMS Charges" mean?

Answer: In the instance where an FMS or FMS Hybrid proposal is submitted, the bidder is responsible for all portions sold directly from the company to the Canadian government and all portions sold to the US government, including the FMS fees. They are not responsible for administrative and CAS fees applied by the US government.

Répondre: Dans le cas où une proposition VME ou VME hybride est soumise, le soumissionnaire est responsable de toutes les parties vendues directement de l'entreprise au gouvernement canadien et de toutes les parties vendues au gouvernement américain, notamment les frais liés au VME. Il n'est pas responsable des frais liés au CAS appliqués par le gouvernement américain.