

**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

**LETTER OF INTEREST**  
**LETTRE D'INTÉRÊT**

Comments - Commentaires

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

Issuing Office - Bureau de distribution  
Military Aircraft / Aéronefs Militaires  
11 Laurier St. / 11, rue Laurier  
8C1, Place du Portage  
Gatineau  
Québec  
K1A 0S5

<b>Title - Sujet</b> LETTER OF INTEREST - INDUSTRY INFO.	
<b>Solicitation No. - N° de l'invitation</b> W8486-148564/A	<b>Date</b> 2013-08-20
<b>Client Reference No. - N° de référence du client</b> W8486-148564	<b>GETS Ref. No. - N° de réf. de SEAG</b> PW-\$\$\$BB-240-23973
<b>File No. - N° de dossier</b> 240bb.W8486-148564	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2013-09-30</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> Babcock, Tim	<b>Buyer Id - Id de l'acheteur</b> 240bb
<b>Telephone No. - N° de téléphone</b> (819) 956-0552 ( )	<b>FAX No. - N° de FAX</b> (819) 956-7173
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>  Specified Herein Précisé dans les présentes	

Instructions: See Herein

Instructions: Voir aux présentes

<b>Delivery Required - Livraison exigée</b> See Herein	<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</b> <b>(type or print)</b> <b>Nom et titre de la personne autorisée à signer au nom du fournisseur/</b> <b>de l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b>   <b>Signature</b>   <b>Date</b>	

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**LETTER OF INTEREST  
FOR  
MANNED AIRBORNE INTELLIGENCE, SURVEILLANCE & RECONNAISSANCE (ISR)  
PLATFORMS**

**This is not a bid solicitation, and no contract will result from this Letter Of Interest (LOI).**

**The issuance of this LOI does not create an obligation for Canada to issue a subsequent Request For Proposal (RFP), and does not bind Canada legally or otherwise, to enter into any agreement or to accept or reject any suggestions.**

**No payment will be made by Canada for costs incurred in the preparation and submission of your response.**

**There will be no short listing or pre-qualification of firms for purposes of undertaking any future work as a result of this LOI. Similarly, participation in this LOI process is not a condition or prerequisite for participation in any RFP.**

**Companies responding to this LOI should identify any submitted information that is to be considered as either company confidential, proprietary or if the response contains controlled goods.**

## **1. PURPOSE**

1.1 The Department of National Defence (DND) has a requirement to acquire an enduring, operational level, multi-sensor Manned Airborne Intelligence, Surveillance & Reconnaissance (ISR) capability, deployable on short notice to provide dedicated support to DND operations, domestically or internationally. To meet its requirements, DND may look to acquire the aircraft and Prime Mission Equipment (PME), as well as the support for both the aircraft platform and the PME.

1.2 The intent of this LOI is to solicit market information, including price and availability and delivery schedule, as well as to determine industry interest in responding to a potential future RFP for the needed resources.

## **2. INSTRUCTIONS**

2.1 Listed in Section 3 are a series of assumptions and rudimentary requirements. These requirements are delineated to assist the Respondent in the development of the deliverables described in Section 5. In areas where this LOI lacks sufficient granularity to provide a reasonable cost or schedule estimate and the issue cannot be resolved via the enquiry process described below, the Respondent is to make assumptions and clearly identify the assumptions in his submission.

2.2 The preferred solution is to have one contractor provide; 1) the integrated platforms, 2) the aircraft and engine support, and 3) the support for the PME listed in paragraph 3.2. However, interested industry teams can elect to respond as per Section 5 below.

2.3 Note that there is no commitment to proceed with a request for proposal for this requirement.

### 3. ASSUMPTIONS AND RUDIMENTARY REQUIREMENTS

3.1 DND has a potential requirement to acquire and sustain a minimum quantity of three (3) to a maximum quantity of four (4) (preferred) airworthy aircraft, all being the same type and configuration, which have the notional level of capabilities as per the following rudimentary requirements:

- a. Airworthiness - Each modified aircraft proposed shall have a valid airworthiness certificate upon delivery. All aircraft must be globally self-deployable (multi-engine) and able to transit through domestic and International Civil Aviation Organization (ICAO) civilian-controlled and military-controlled airspace;
- b. Mission Aircraft performance – The un-refueled range of the platforms shall be a minimum of 2000 km (greater range is preferred) at normal cruise power while carrying a minimum crew of two (2) pilots and approximately 1200 lbs of mission payload (two (2) sensor operators with PME installed and operating);
- c. Aircraft Life – Each aircraft shall, upon receipt, have minimum sufficient life remaining for 10 years/10,000 hours of usage (for this LOI assume an average usage of four (4) flying hours per engine cycle);
- d. Configuration of Cockpit – Aviator Night Vision Imaging System (ANVIS) compatible cockpit with suitable avionics to support flight in international airspace and integration into military coalition operations (i.e. military transponders with Mode S, encrypted radios, Traffic Collision Avoidance System (TCAS) 2, Pro-Line 21, etc.);
- e. Configuration of mission suite – Each aircraft shall be delivered with the PME, as stated in paragraph 3.2. If the supplier cannot acquire the needed PME, due to International Traffic in Arms Regulations (ITAR) or similar constraint, the supplier would then state the assumption that the specific PME system would be Government Furnished Equipment (GFE), and the contractor integration would allow for the PME to be fitted for but not with. “Fitted for but not with” is defined as to have the airworthiness approved physical, electrical, data and software interfaces installed without the Line Replaceable Units (LRU) mounted. The required aircraft integration configuration includes all structural and electrical modifications including bulkheads, cables, cable connectors, antennas, fairings, man-machine-interfaces, etc. for the PME to be used operationally; and

- f. Aircraft Survivability Equipment (ASE) - Each platform shall be delivered fitted for an ASE suite, as stated in paragraph 3.3, but not with. "Fitted for but not with" is defined above (3.1 e) and includes the mounts, fairings, cables, and cable connectors for the ASE LRUs (sensors, dispensers, and cockpit displays/controls, etc.) for the ASE to be used operationally.

3.2 To support the requested cost estimates for acquisition, integration and life cycle management, the following table lists the PME typical or anticipated for the intended role:

Item #	Role/Purpose	Quantity per A/C	Example (if known)
1	Encrypted, Multi-band (AM/FM/VHF/UHF Line of Sight (LOS) & UHF Satellite Communication (SATCOM) airborne radio with Electronic Counter-Countermeasures (ECCM), Demand Assigned Multiple Access (DAMA) & Air Traffic Control (ATC) compliant frequency spacing	2	ARC-231
2	Identify Friend or Foe (IFF) with Mode S, Mode 5 and Joint Tactical Radio System (JTRS) certified	1	APX-119
3	All digital, Full Motion Video (FMV) system	1	MX-15HDi
4	Global Position System (GPS) Navigation Suite to support the PME	1	
5	Encryption capable, Multi-band (AM/FM/VHF/UHF LOS & UHF SATCOM) tactical communication radio	3 min 4 prefer	PRC 117G
6	Blue Force Tracker (BFT)	1	
7	On-board Intercom	5-6 (one for each crew/pax station)	
8	Signal Processing Systems	TBC	
9	Satellite in-flight non-secure telecom system	1	Iridium
10	Encryption capable, Tactical Common Data Link (TCDL) compliant LOS data link	1	
11	Encryption capable, Omni-directional Voice Communication System	3	
12	Encryption capable, Beyond Line of Sight (BLOS) Wideband Global SATCOM (WGS) Compliant SATCOM	1	
13	Lower fuselage, external, mission equipment bay	1	
14	FMV workstation (fully integrated interfaces to receive, process, control, record, and send all PME data)	1	
15	Signal Processing Workstation (fully integrated interfaces to receive, process, control, record, and send all PME data)	1	
16	Racks, wiring, etc	As needed	

3.3 The Government Furnished ASE will include ITAR-controlled components associated with the AAR-47 and the ALE-47 that the contractor cannot acquire.

3.4 The in-service phase will require sustainment of both the platform and the PME. Anticipated fleet YFR is 1800 hrs. Fleet size is anticipated to be four aircraft. To provide either airframe support or PME support, the contractor will need, as a minimum, facility and personnel security clearances for handling classified material up to SECRET, granted by Public Works and Government Services Canada (PWGSC). For the purposes of this LOI, it will be assumed that sustainment operations will be conducted from a Main Operating Base (MOB) situated at a Royal Canadian Air Force facility or an International Airport in Ontario, Canada. Domestic and foreign deployments are anticipated and contractor inputs on best practices for both domestic and foreign operations are solicited.

3.5 In the submitted response, the contractor should specify items/equipment which the contractor cannot provide (e.g., ITAR or other controlled items) and which must be furnished by DND. Further, the contractor should identify specific DND sustainment/maintenance activities which the contractor cannot provide (e.g., loading of pyrotechnic flares for the ASE).

3.6 Lastly, the contractor should submit, as per paragraph 5.2 below and based on their own operational and sustainment experience, concepts and capabilities to deliver the operational intent. These concepts will be considered for any future effort.

#### **4. SECURITY**

4.1 There is no security requirement associated with this LOI. However, Respondents should note that potential follow-on procurement activities will require PWGSC classified clearances of at least SECRET for applicable staff and facilities.

#### **5. DELIVERABLES**

5.1 Respondents are requested to present a short proposal (goal would be 10 to 20 pages) describing how the platforms and/or sustainment functions described above could be provided, as well as the associated costs and schedules. The Respondent's proposal should include relevant information on means and costs associated with the provision of maintenance and support services related to aircraft integrated logistic support, maintenance and PME support for domestic and foreign operations for an in-service life of 10 years.

5.2 Industry is highly encouraged to offer alternatives to the project strategies outlined in this LOI. These alternatives should be accompanied by comprehensive arguments and analysis that clearly demonstrates how the proposed solution to the operational requirement is more advantageous to Canada with regard to operational suitability and effectiveness, schedule, and

risk. Information received from Industry will be critical to refine planning documents and cost tables leading towards Definition phase funding approval.

5.3 Respondent's proposal should include complete response(s) to one or all of the sections below:

#### Part 1

- 1) Description of how the Respondent would satisfy the requirements provided in Section 3 including any modification and in-service airworthiness issues;
- 2) Detailed PME configuration;
- 3) Detailed ASE configuration;
- 4) Delivered Cockpit configuration (i.e. Pro-line 21, Primus Epic, etc.);
- 5) Cost broken down as follows:
  - A) Material cost for each airframe (state the configuration);
  - B) Labour cost for PME/ASE integration, including Non-Recurring Engineering (NRE);
  - C) Material cost per each line item in sections 3.2 and 3.3 above; and
  - D) Other costs such as accreditation, project management, etc.
- 6) Specific aircraft/aircraft type (i.e. manufacturer's production model and tail number, if known);
- 7) Life remaining of each aircraft (i.e. 10,000 hours remain of OEM-recommended life, 50% of OEM-recommended cycles remain, etc.); and
- 8) Expected delivery schedule of each mission configured aircraft in terms of Months After Contract Award (MACA).

#### Part II

- 9) A description of the sustainment concept for the fleet of aircraft and the annual estimated cost per aircraft that includes the provision of spare parts and the maintenance of aircraft airworthiness certifications (usage estimate for fleet is 1800 flying hours per year);

#### Part III

- 10) A description of the sustainment concept and the annual estimated cost per aircraft with PME kit for the provision of spare parts and maintenance of the PME (usage estimate for fleet is 1800 flying hours per year);

5.4) In addition, the Respondent's proposal should include the following:

- 1) Provide a summary of any prior Airborne ISR related contracts experience with military forces within North Atlantic Treaty Organization (NATO) allied countries; and
- 2) Provide a single point of contact, telephone number and e-mail address for follow-up events or activities.

## **6. ADDITIONAL INFORMATION REQUESTS**

6.1 After review of all the information packages, additional information may be requested by the Contracting Authority to individual Respondents.

## **7. NOTES TO INTERESTED VENDORS**

7.1 This LOI is neither a call for tender nor a Request for Proposal (RFP), and no agreement or contract for the procurement of the equipment stated above will be entered into solely as a result of this LOI. This announcement does not constitute a commitment by Canada. Canada does not intend to award a contract on the basis of the notice or otherwise pay for the information solicited. Any and all expenses incurred by the Respondent in pursuing this opportunity, including the provision of information and potential visits, are at the Respondent's sole risk and expense.

7.2 Any discussions on this subject with project staff representing DND or PWGSC, or any other Government of Canada representative, or other personnel involved in project activities, shall not be construed as an offer to purchase or as commitment by DND, PWGSC or the Government of Canada as a whole.

7.3 The documents / information / data collected may be provided as commercial-in-confidence; however, Canada reserves the right to use the information to assist them in drafting performance specifications and for budgetary purposes in consultation with both national and international stakeholders. Requirements are subject to change, which may be as a result of information provided in response to this LOI. Vendors are advised that any information submitted to Canada in response to this LOI may, or may not, be used by Canada in the development of the potential subsequent RFP. The issuance of this LOI does not create an obligation for Canada to issue a subsequent RFP, and does not bind Canada legally or otherwise, to enter into any agreement or to accept or reject any suggestions.

7.4 If there is sufficient industry interest conveyed to the PWGSC authority within 21 calendar days after posting the LOI, DND and PWGSC would host a three part industry day. On this industry day, all vendors would be invited to receive a DND brief, consisting mainly of the details outlined in this LOI. After this brief, an open forum of questions and answers would take place. Upon completion of this open forum, DND & PWGSC would then host one-on-one sessions with each interested participant; anticipate sessions to be no greater than 30 minutes.

7.5 There will be no short-listing of vendors for the purposes of undertaking any future work, as a result of this LOI. Similarly, participation in this LOI is not a condition or prerequisite for the participation to any RFP.

7.6 Vendors responding to this LOI should identify any submitted information that is to be considered as either company confidential, proprietary or if the response contains controlled goods.

## **8. ENQUIRIES**

8.1 All enquiries and other communications related to this LOI shall be directed exclusively to the Contracting Authority. All enquiries must be submitted to the Contracting Authority no later than fifteen (15) calendar days before the closing date. Enquiries received after that time may not be answered.

8.2 Care should be taken by vendors to explain each question in sufficient detail in order to enable Canada to provide an accurate answer. Technical enquiries that are of a proprietary nature must be clearly marked "proprietary" at each relevant item. Items identified as "proprietary" will be treated as such except where Canada determines that the enquiry is not of a proprietary nature. Canada may edit the questions or may request that the vendor do so, so that the proprietary nature of the question is eliminated, and the enquiry can be answered with copies to all vendors. Enquiries not submitted in a form that can be distributed to all vendors may not be answered by Canada.

8.3 Changes to this LOI may occur and will be advertised on the Government Electronic Tendering System (Buyandsell.gc.ca). It is each interested party's responsibility to verify changes, if any, on Buyandsell.gc.ca.

## **9. CLOSING DATE**

9.1 Responses to this LOI are to be submitted to the PWGSC Contracting Authority identified below, on or before the date indicated on Page 1 of this document. Four (4) hard copies and four (4) soft copies (PDF or MS Word format) are requested.

## **10 CONTRACTING AUTHORITY**

10.1 Public Works and Government Services Canada, Acquisitions Branch



## 11. TABLE OF ACRONYMS

AM	Amplitude Modulated
ANVIS	Aviator Night Vision Imaging System
ASE	Aircraft Survivability Equipment
ATC	Air Traffic Control
BFT	Blue Force Tracking
BLOS	Beyond Line of Sight
DAMA	Demand Assigned Multiple Access
DND	Department of National Defence
ECCM	Electronic Counter-Countermeasures
FM	Frequency Modulated
FMV	Full Motion Video
GPS	Global Position System (GPS) Navigation
HF	High Frequency
ICAO	International Civil Aviation Organization
IFF	Identify Friend or Foe
ISR	Intelligence, Surveillance & Reconnaissance
JTRS	Joint Tactical Radio System
LOI	Letter of Interest
LOS	Line of Sight
LRU	Line Replaceable Unit
MACA	Months After Contract Award
MARSS	Medium Altitude Reconnaissance and Surveillance System
MOB	Main Operating Base
NATO	North Atlantic Treaty Organization
NRE	Non Recurring Engineering
OEM	Original Equipment Manufacturer
PME	Prime Mission Equipment
PWGSC	Public Works and Government Services Canada
RFP	Request for Proposal
SATCOM	Satellite Communication
TBC	To Be Confirmed
TCAS	Traffic Collision Avoidance System
TCDL	Tactical Common Data Link
UHF	Ultra High Frequency
USAF	United States Air Force
VHF	Very High Frequency
WGS	Wideband Global SATCOM
YFR	Yearly Flying Rate