

**RETURN BIDS TO:  
RETOURNER LES SOUMISSIONS À:**

Réception des soumissions - TPSGC / Bid  
Receiving - PWGSC  
1550, Avenue d'Estimauville  
1550, D'Estimauville Avenue  
Québec  
Québec  
G1J 0C7

**REQUEST FOR PROPOSAL  
DEMANDE DE PROPOSITION**

**Proposal To: Public Works and Government  
Services Canada**

We hereby offer to sell to Her Majesty the Queen in right of Canada, in accordance with the terms and conditions set out herein, referred to herein or attached hereto, the goods, services, and construction listed herein and on any attached sheets at the price(s) set out therefor.

**Proposition aux: Travaux Publics et Services  
Gouvernementaux Canada**

Nous offrons par la présente de vendre à Sa Majesté la Reine du chef du Canada, aux conditions énoncées ou incluses par référence dans la présente et aux annexes ci-jointes, les biens, services et construction énumérés ici sur toute feuille ci-annexée, au(x) prix indiqué(s).

**Comments - Commentaires**

<b>Title - Sujet</b> RADIO	
<b>Solicitation No. - N° de l'invitation</b> W0106-13W703/A	<b>Date</b> 2013-10-08
<b>Client Reference No. - N° de référence du client</b> W0106-13-W703	
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$QCN-016-15639	
<b>File No. - N° de dossier</b> QCN-3-36123 (016)	<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 2013-10-24</b>	<b>Time Zone</b> <b>Fuseau horaire</b> Heure Avancée de l'Est HAE
<b>F.O.B. - F.A.B.</b> <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input checked="" type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Carrier, Bertrand	<b>Buyer Id - Id de l'acheteur</b> qcn016
<b>Telephone No. - N° de téléphone</b> (418) 649-2774 ( )	<b>FAX No. - N° de FAX</b> (418) 648-2209
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b> MINISTERE DE LA DEFENSE NATIONALE COMPTOIR DE SERVICES ESCADRON DES TRANS. EST 501 RUE GÉNÉRAL T.L. TREMBLAY GARNISON VALCARTIER COURCELETTE Québec G0A4Z0 Canada	

**Instructions: See Herein**

**Instructions: Voir aux présentes**

**Vendor/Firm Name and Address**

**Raison sociale et adresse du  
fournisseur/de l'entrepreneur**

**Issuing Office - Bureau de distribution**

TPSGC/PWGSC  
601-1550, Avenue d'Estimauville  
Québec  
Québec  
G1J 0C7

<b>Delivery Required - Livraison exigée</b> VOIR DOC.	<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/ de l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b>	
<b>Signature</b>	<b>Date</b>

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## **PART 1 - GENERAL INFORMATION**

### **1. Security Requirement**

There is no security requirement associated with this bid solicitation.

### **2. Requirement**

This bid solicitation is being issued to satisfy the requirement of the Department of National Defence (Quebec Area Land Force) (QALF) for the supply and delivery of four (4), commercially available, radio interoperability gateways.

QALF must be ready to deploy personnel anywhere in its area of responsibility (AOR), extending from the northern border of Mexico to the 76th parallel north and the Pacific coast to the Atlantic coast, to respond to a domestic emergency with an Immediate Reaction Unit (IRU) and to conduct northern exercises to train troops for deployment in the Canadian Arctic.

The requirement is not subject to the North American Free Trade Agreement (NAFTA), the Canada-Chile Free Trade Agreement, the Canada-Columbia Free Trade Agreement, the Canada-Peru Free Trade Agreement. This requirement is subject to the Agreement on Internal Trade (AIT).

### **3. Debriefings**

Bidders may request a debriefing on the results of the bid solicitation process. Bidders should make the request to the Contracting Authority within 15 working days of receipt of the results of the bid solicitation process. The debriefing may be in writing, by telephone or in person.

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## PART 2 - BIDDER INSTRUCTIONS

### 1. Standard Instructions, Clauses and Conditions

All instructions, clauses and conditions identified in the bid solicitation by number, date and title are set out in the Standard Acquisition Clauses and Conditions Manual (<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual>) issued by Public Works and Government Services Canada.

Bidders who submit a bid agree to be bound by the instructions, clauses and conditions of the bid solicitation and accept the clauses and conditions of the resulting contract.

The 2003 (2013-06-01) Standard Instructions - Goods or Services - Competitive Requirements, are incorporated by reference into and form part of the bid solicitation.

### 2. Submission of Bids

Bids must be submitted only to Public Works and Government Services Canada (PWGSC) Bid Receiving Unit by the date, time and place indicated on page 1 of the bid solicitation.

### 3. Enquiries - Bid Solicitation

All enquiries must be submitted in writing to the Contracting Authority no later than seven (7) calendar days before the bid closing date. Enquiries received after that time may not be answered.

Bidders should reference as accurately as possible the numbered item of the bid solicitation to which the enquiry relates. Care should be taken by bidders 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 Bidder do so, so that the proprietary nature of the question is eliminated, and the enquiry can be answered with copies to all bidders. Enquiries not submitted in a form that can be distributed to all bidders may not be answered by Canada.

### 4. Applicable Laws

Any resulting contract must be interpreted and governed, and the relations between the parties determined, by the laws in force in Québec.

Bidders may, at their discretion, substitute the applicable laws of a Canadian province or territory of their choice without affecting the validity of their bid, by deleting the name of the Canadian province or territory specified and inserting the name of the Canadian province or territory of their choice. If no change is made, it acknowledges that the applicable laws specified are acceptable to the bidders.

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## PART 3 - BID PREPARATION INSTRUCTIONS

### 1. Bid Preparation Instructions

Canada requests that bidders provide their bid in separately bound sections as follows:

Section I: Technical Bid ( 3 hard copies)

Section II: Financial Bid ( 1 hard copy)

Section III: Certifications (1 hard copy)

Prices must appear in the financial bid only. No prices must be indicated in any other section of the bid.

Canada requests that bidders follow the format instructions described below in the preparation of their bid:

- (a) use 8.5 x 11 inch (216 mm x 279 mm) paper;
- (b) use a numbering system that corresponds to the bid solicitation.

In April 2006, Canada issued a policy directing federal departments and agencies to take the necessary steps to incorporate environmental considerations into the procurement process Policy on Green Procurement

(<http://www.tpsgc-pwgsc.gc.ca/ecologisation-greening/achats-procurement/politique-policy-eng.html>). To assist Canada in reaching its objectives, bidders should:

- 1) use 8.5 x 11 inch (216 mm x 279 mm) paper containing fibre certified as originating from a sustainably-managed forest and containing minimum 30% recycled content; and
- 2) use an environmentally-preferable format including black and white printing instead of colour printing, printing double sided/duplex, using staples or clips instead of cerlox, duotangs or binders.

#### Section I: Technical Bid

In their technical bid, bidders should explain and demonstrate how they propose to meet the requirement.

#### The Bidder must provide the following with its Technical Bid:

- (a) The Bidder must fill in and provide the technical compliance table presented at section 1.1.1 of Part 4.
- (b) The Bidder must provide evidence (product specifications, publication, documented data or discussion points) showing compliance to the mandatory criteria.

#### Section II: Financial Bid

- a. Bidders must submit their financial bid in accordance with the Basis of Payment. The total amount of Applicable Taxes must be shown separately.
- b. Bidders must submit their financial bid in accordance with the pricing table provided at Annex B to this solicitation. The completed pricing table must include a price for every item in the pricing table.

Solicitation No. - N° de l'invitation

W0106-13W703/A

Amd. No. - N° de la modif.

Buyer ID - Id de l'acheteur

qcn016

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

W0106-13-W703

File No. - N° du dossier

QCN-3-36123

CCC No./N° CCC - FMS No/ N° VME

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- c. All prices must be DDP (Québec, Québec), include all shipping and handling charges to destination (Canadian Customs duties and excise taxes included), applicable sales taxes extra.
  - d. C3011T (2010-01-11), Exchange Rate Fluctuation

### **Section III: Certifications**

Bidders must submit the certifications required under Part 5.

## PART 4 - EVALUATION PROCEDURES AND BASIS OF SELECTION

### 1. Evaluation Procedures

- (a) Bids will be assessed in accordance with the entire requirement of the bid solicitation including the technical and financial evaluation criteria.
- (b) An evaluation team composed of representatives of Canada will evaluate the bids.

### 1.1 Technical Evaluation

#### 1.1.1 Mandatory Technical Criteria

The Bidder must indicate, for each mandatory technical criterion, whether the proposed products comply or not, by checking the relevant box. The Bidder must clearly demonstrate how the proposed products comply to each criterion. Simply stating that the criteria is met, is not sufficient. Where it is necessary to refer to other documentation that is included in the Bid, Bidders should include the precise location of the reference material including the title of the document, and the page and paragraph numbers. The bidder must provide an answer for each criterion. The

bidder must provide enough details to allow a complete evaluation.

Minimum Mandatory Technical Criteria		Compliant	Non Compliant	Description / References
1	▪ Must be multifrequency type and allow fluid communication between the commercial stations, military and amateur, as well as with satellite phones.			
2	▪ Must be very light and portable, so transportable by one person (under 30 lbs /unit).			
3	▪ Must enable first responders from different organizations to communicate with them, even if their radio frequency devices are incompatible..			
4	▪ Must run on a wide range of voltage sources. Possible sources include, "AA" batteries, 7-21 VDC, 115VAC to 220VAC 60Hz or 50Hz, the power of the vehicle.			

### 1.2 Financial Evaluation

- a. SACC Manual Clause A0220T (2013-04-25), Evaluation of Price
- b. Prices will be evaluated in Canadian Funds including any applicable Taxes and Canadian Customs Duty (if applicable) and excluding applicable sales taxes. For evaluation purposes, bids received in a foreign currency will be converted to Canadian funds using the rate quoted by the Bank of Canada as being in effect on date of bid closing.
- c. Prices will be evaluated on a DDP (Québec, Québec) basis.

### 2. Basis of Selection

- 2.1 SACC Manual Clause A0031T (2010-08-16), Basis of Selection - Mandatory Technical Criteria

## PART 5 - CERTIFICATIONS

Bidders must provide the required certifications and documentation to be awarded a contract.

The certifications provided by bidders to Canada are subject to verification by Canada at all times. Canada will declare a bid non-responsive, or will declare a contractor in default, if any certification made by the Bidder is found to be untrue whether during the bid evaluation period or during the contract period.

The Contracting Authority will have the right to ask for additional information to verify the Bidder's certifications. Failure to comply with this request will also render the bid non-responsive or will constitute a default under the Contract.

### 1. Mandatory Certifications Required Precedent to Contract Award

#### 1.1 Code of Conduct and Certifications - Related documentation

By submitting a bid, the Bidder certifies that the Bidder and its affiliates are in compliance with the provisions as stated in Section 01 Code of Conduct and Certifications - Bid of Standard Instructions 2003. The related documentation therein required will assist Canada in confirming that the certifications are true.

### 2. Additional Certifications Precedent to Contract Award

The certifications listed below should be completed and submitted with the bid, but may be submitted afterwards. If any of these required certifications is not completed and submitted as requested, the Contracting Authority will so inform the Bidder and provide the Bidder with a time frame within which to meet the requirement. Failure to comply with the request of the Contracting Authority and meet the requirement within that time period will render the bid non-responsive.

#### 2.1 Federal Contractors Program for Employment Equity - Bid Certification

By submitting a bid, the Bidder certifies that the Bidder, and any of the Bidder's members if the Bidder is a Joint Venture, is not named on the Federal Contractors Program (FCP) for employment equity "FCP Limited Eligibility to Bid" list ([http://www.labour.gc.ca/eng/standards\\_equity/eq/emp/fcp/list/inelig.shtml](http://www.labour.gc.ca/eng/standards_equity/eq/emp/fcp/list/inelig.shtml)) available from Human Resources and Skills Development Canada (HRSDC) - Labour's website.

Canada will have the right to declare a bid non-responsive if the Bidder, or any member of the Bidder if the Bidder is a Joint Venture, appears on the "FCP Limited Eligibility to Bid" list at the time of contract award.



## PART 6 - RESULTING CONTRACT CLAUSES

### 1. Security Requirement

There is no security requirement applicable to this Contract.

### 2. Requirement

The Department of National Defence (Quebec Area Land Force) (QALF) request the supply and delivery of four (4), commercially available, radio interoperability gateways.

### 3. Standard Clauses and Conditions

All clauses and conditions identified in the Contract by number, date and title are set out in the Standard Acquisition Clauses and Conditions Manual (<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual>) issued by Public Works and Government Services Canada.

#### 3.1 General Conditions

2010A (2013-04-25), General Conditions - Goods (Medium Complexity),

#### 3.2 Supplemental General Conditions

4001 (2013-01-28), Hardware Purchase, Lease and Maintenance

apply to and form part of the Contract.

### 4. Delivery Date

All the deliverables must be received no later than 10 weeks after contract award.

### 5. Authorities

#### 5.1 Contracting Authority

The Contracting Authority for the Contract is:

Bertrand Carrier

Public Works and Government Services Canada

1550 D'estimauville Avenue

Québec, Québec, G1J 0C7

Telephone : (418) 649-2774

Facsimile: (418) 648-2209

E-mail address: bertrand.carrier@pwgsc-tpsgc.gc.ca

The Contracting Authority is responsible for the management of the Contract and any changes to the Contract must be authorized in writing by the Contracting Authority. The Contractor must not perform work in excess of or outside the scope of the Contract based on verbal or written requests or instructions from anybody other than the Contracting Authority.

#### 5.2 Technical Authority

The Project Authority for the Contract is:

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Organization: \_\_\_\_\_

Address: \_\_\_\_\_

Telephone : \_\_\_\_\_

Facsimile: \_\_\_\_\_

E-mail address: \_\_\_\_\_

The Technical Authority is the representative of the department or agency for whom the Work is being carried out under the Contract and is responsible for all matters concerning the technical content of the Work under the Contract. Technical matters may be discussed with the Technical Authority, however the Technical Authority has no authority to authorize changes to the scope of the Work. Changes to the scope of the Work can only be made through a contract amendment issued by the Contracting Authority.

### 5.3 Contractor's Representative

Name : \_\_\_\_\_

Title : \_\_\_\_\_

Telephone : \_\_\_\_\_

Facsimile : \_\_\_\_\_

E-mail : \_\_\_\_\_

## 6. Payment

### 6.1 Basis of Payment

In consideration of the Contractor satisfactorily completing all of its obligations under the Contract, the Contractor will be paid a firm lot price as specified in Annex B. Customs duties are included and applicable taxes are extra.

Canada will not pay the Contractor for any design changes, modifications or interpretations of the Work, unless they have been approved, in writing, by the Contracting Authority before their incorporation into the Work.

### 6.2 Limitation of Price

SACC *Manual* clause C6000C (2011-05-16) Limitation of Price

### 6.3 Single Payment

SACC *Manual* clause H1000C (2008-05-12) Single Payment

### 6.4 SACC *Manual* Clauses

C2000C (2007-11-30), Taxes - Foreign-based Contractor

### 6.5 Shipping Instructions - Delivery at Destination

Goods must be consigned to the destination specified in the Contract and delivered:

- (a) Free on Board (Destination) common carrier Québec, Québec for shipments from the United States government; or
- (b) Delivered Duty Paid (DDP) (Québec, Québec) Incoterms 2000 for shipments from a commercial contractor.

## 7. Invoicing Instructions

The Contractor must submit invoices in accordance with the section entitled "Invoice Submission" of the general conditions. Invoices cannot be submitted until all work identified in the invoice is completed.

## 8. Certifications

### 8.1 Compliance

Compliance with the certifications and related documentation provided by the Contractor in its bid is a condition of the Contract and subject to verification by Canada during the term of the Contract. If the Contractor does not comply with any certification, provide the related documentation or if it is determined that any certification made by the Contractor in its bid is untrue, whether made knowingly or unknowingly, Canada has the right, pursuant to the default provision of the Contract, to terminate the Contract for default.

## 9. Applicable Laws

The Contract must be interpreted and governed, and the relations between the parties determined, by the laws in force in \_\_\_\_\_. (insert the name of the province or territory as specified by the Bidder in its bid, if applicable.)

## 10. Priority of Documents

If there is a discrepancy between the wording of any documents that appear on the list, the wording of the document that first appears on the list has priority over the wording of any document that subsequently appears on the list.

- (a) the Articles of Agreement;
- (b) the Supplemental General Conditions 4001 (2013-01-28, Hardware Purchase, Lease and Maintenance,
- (c) the general conditions 2010A (2013-04-25), General Conditions - Goods (Medium Complexity);
- (d) Annex A, Requirement;
- (e) Annex B, Basis of Payment;
- (f) the Contractor's bid dated \_\_\_\_\_ .

## 11. Hardware

With respect to the provisions of Supplemental General Conditions 4001:

Part III of 4001 applies to the Contract (Additional Conditions: Purchase)	Yes
Part V of 4001 applies to the Contract (Additional Conditions: Maintenance)	Yes
Delivery Date	The Delivery Date will be at the latest 10 weeks from the date of the contract.
Language of Hardware Documentation	The Hardware Documentation must be delivered in one of English or French. If the documentation is available in the other of the two official languages of Canada, the Contractor must deliver the documentation in both English and French.
Hardware Warranty Period	Despite 4001, the Hardware Warranty Period under Part V is 24 months for the radio gateways and 12 months for the accessories.
Hardware Maintenance Period	The Hardware Maintenance Period is the warranty period.
Class of Maintenance Service	- Return-to-Depot Maintenance Service
Toll-free Telephone Number for	[to be completed with information from the Contractor at the

Maintenance Service	time of award]
Website for Maintenance Service	[to be completed with information from the Contractor at the time of award]

## 12. Purchased Hardware - Simple Software Requirement

The Hardware must be delivered together with any software specified in the Contract or required for the Hardware to function in accordance with the Specifications (the "Licensed Software"). With respect to the Licensed Software:

- (a) It must be the current release and, unless otherwise specified, require no further research or development to meet the Specifications;
- (b) It must be supported by, and fully compatible with, the Hardware up to the limit of the Hardware's expansion capability. The Contractor must completely integrate and interface the Licensed Software with the Hardware before acceptance;
- (c) The Contractor grants a single, perpetual, non-exclusive license to Canada for the Client to use the Licensed Software in accordance with the Contract. This license allows the Client to install, copy, deploy and use the Licensed Software.

## 13. Defence Contract

SACC Manual Clauses A9006C (2012-07-16), Defence contract

## 14. Insurance

SACC Manual Clauses G1005C (2008-05-12), Insurance

## ANNEX « A » REQUIREMENT

### TITLE : Radio interoperability gateways

#### 1. INTRODUCTION

As part of its activities in austere environments, the Department of National Defence (DND) requires a, commercially available, high performance communication system.

#### 2. BACKGROUND

Quebec Area Land Force (QALF) must be ready to deploy personnel anywhere in its area of responsibility (AOR), extending from the northern border of Mexico to the 76th parallel north, as well as the Pacific coast to the Atlantic coast, for such purposes as to respond to a domestic emergency as an immediate Reaction Unit (IRU) or the conduct of Nordic exercises to maintain troops trained and ready for deployment in the Canadian Arctic.

To carry out its mutual aid operations with the civil authorities, the QALF is acquiring interoperability gateways radio, which can be used to interconnect municipal, provincial and federal radios, civil security and military radios, the land-line/satellite phones, 700MHz, 800MHz, UHF, VHF, VoIP devices, TETRA, cell phones and more, within minutes of deployment.

#### 3. OBJECTIVE

The purpose of this document is to describe the general and specific demands for the complete and satisfactory execution of this procurement related to communications in an operational environment of mutual support and incident response for the QALF of the Department of National Defence (DND).

#### 4. DESCRIPTION OF THE REQUIREMENT

The contractor must supply and deliver four (4), commercially available, interoperability gateways radio, compliant with the following minimum mandatory technical requirements:

Minimum Mandatory Technical Requirements Radio interoperability gateways	
<b>1</b>	▪ Must be multifrequency type and allow fluid communication between the commercial stations, military and amateur, as well as with satellite phones.
<b>2</b>	▪ Must be very light and portable, so transportable by one person (under 30 lbs/ unit).
<b>3</b>	▪ Must enable first responders from different organizations to communicate with them, even if their radio frequency devices are incompatible..
<b>4</b>	▪ Must run on a wide range of voltage sources. Possible sources include, "AA" batteries, 7-21 VDC, 115VAC to 220VAC 60Hz or 50Hz, the power of the vehicle.
<b>5</b>	▪ Must be weatherproof.
<b>6</b>	▪ Must be easy to configurate and operate.

#### 5. DELIVERY ADDRESS

Department of National Defence (DND)  
Comptoir de services, Escadron des Trans EST  
Garnison Valcartier, Édifice 501  
501 rue Gén. TL Tremblay,  
Courcellette, QC G0A 4Z0

**ANNEX « B »**  
**BASIS OF PAYMENT**

Item	Description	QTY	Firm Unit Price	Calculated Price
1	<b>Radio interoperability gateways:</b> 5 radio I/O ports + 1 H250/350 handset I/O port + and 1 telephone I/O port, in environmental case with environmental connectors (U229), (includes audio buffer delays and integrated "AA" battery holder). TWO TALK GROUP.	4	\$	\$
2	115V AC adaptor (in-line switching power supply)	4	\$	\$
3	DC Power Cable - 2 Pin female inline connector to cigarette lighter	4	\$	\$
4	250' universal extension cable with reel and radio "holder" (used in conjunction with any radio interface cable) - with environmental U229 connectors	4	\$	\$
5	Reverse Gender - Male to Male	4	\$	\$
6	Reverse Gender - Female to Female	4	\$	\$
7	H250 Handset	4	\$	\$
8	Telephone adaptor Environmental 8 pin connector to RJ 22 connector, use with 179.0693 or 179.0717	4	\$	\$
9	Direct connection interface cable to generic, 3.5 mm plug cellular telephone jack for use with RJ series port P/N 179.0805 (for Iridium satellite phone or cellular)	4	\$	\$
10	HARRIS™/ MA/COM™ 5300, 5400, 7300 radio interface cable with environmental connector	4	\$	\$
11	HARRIS™/ MA/COM™ Jaguar 700P, P7100, P7200, P5100 and P7200 radio interface cable/amplifier with environmental connector	4	\$	\$
12	MOTOROLA™ Moto-Turbo XPR 6300/6350/6500/6550, APX 6000/7000 Multi-Band Portable radio interface cable with environmental connector	4	\$	\$
13	<b>Delivery</b> DDP (Courcellette, Québec) , including all custom duties, handling and delivery.	1	\$	\$
	<b>TOTAL (excluding applicables sales taxes)</b>			\$