



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

Proposal submission details are included in this Call for Proposals document.

Les détails concernant la soumission des propositions sont inclus dans le présent document d'appel de propositions.

**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

<b>Title-Sujet</b> BCIP 004 – PICC 004		
<b>Solicitation No. - N° de l'invitation</b> EN578-13BCIP/A	<b>Amendment No. – N° modification</b> 003	<b>Date</b> 2013-12-02
<b>Client Reference No. - N° de référence du client</b> EN578-13BCIP		
<b>GETS Reference No. - N° de référence de SEAG</b> PW-13-00540157		
<b>File No. – N° de dossier</b> 001sc.EN578-13BCIP	<b>CCC No./N° CC – FMS NO. / N° VME</b>	
<b>Solicitation Closes – L'invitation prend fin</b>  <b>at – à 2:00 PM</b> <b>on – le 2014-01-07</b>		<b>Time Zone</b> <b>Fuseau horaire</b> Eastern Standard Time EST Heure normale de l'Est HNE
<b>F.O.B. – F.A.B</b>  <b>Plant-Usine :</b> <input type="checkbox"/> <b>Destination:</b> <input type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>		
<b>Address Enquiries to: - Adresser toutes questions à:</b> François Pageau		<b>Buyer Id – Id de l'acheteur</b> 001sc
<b>Telephone No. - N° de téléphone</b> 819-956-3563		<b>FAX No. - N° de FAX</b> 819-997-2229
<b>Destination of Goods, Services and Construction:</b> <b>Destinations des biens, services et construction :</b>  To be determined À être déterminé		

**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 telephone</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</b> <b>(taper ou écrire en caractères d'imprimerie)</b>  <b>Signature</b> <span style="float: right;"><b>Date</b></span>	

**Title : BUILD IN CANADA INNOVATION PROGRAM (BCIP) - CALL FOR PROPOSALS - CALL 004**

**Amendment No. 003**

**The purpose of this amendment No. 003 is to:**

- 1 - Give information for the National Web Bidders' Conference; &**
  - 2 - Respond to questions received by bidders.**
- 

**1 - A National Web Bidders' Conference has been scheduled for Wednesday, December 4<sup>th</sup> 2013. Please take note that the Conference will end at 15:00 Eastern Standard Time.**

Time: 13:00 - 15:00 Eastern Standard Time

The webcast URL will be: <http://webcast.maxdigital.ca/BCIP-PICC/>

Information regarding the National Web Bidders' Conference will be posted on the *Buy and Sell* website. The scope of the requirement outlined in the Call for Proposals solicitation will be reviewed during the National Web Bidders' Conference and questions will be answered. Any clarifications or changes to the Call for Proposals solicitation resulting from the National Web Bidders' Conference will be included as an amendment to the Call for Proposals solicitation document.

**2 - At Attachment A – Questions and Answers to the Call for Proposals Solicitation, insert the following questions and answers:**

**Q6** The documentation for the Program seems to require CSA certifications "prior" submitting a proposal. We have discussed the design and construction of our product with CSA and they have confirmed verbally that we seem to conform to the various certification requirements. Certification will be received after the BCIP submission deadline.

Is there flexibility with the time-line for the certifications? Or, must we wait until the next BCIP Call for Proposals?

**A6** Bidders are responsible for determining if their innovation has the required certifications to support a test. While not possessing a specific certification may not disqualify you from participating in BCIP, it should be noted that if a product does not have basic certifications it may be unusable for testing purposes in an operational setting to government departments and therefore a contract would not be possible.

**Q7** Can a university technology transfer limited partnership submit a proposal to the Build in Canada Innovation Program for a qualifying university innovation for which there is no company? Once accepted, we would create a company and proceed with commercialization.

**A7** If successful, a Contract can only be awarded to the Bidder who submitted the proposal. Registration of the entity can occur after the solicitation closing date, but the company would have to be in place prior to any resultant contract. Bidder must be a Canadian company/entity.

Please refer to the 2003 - Standard Instructions - Goods or Services - Competitive Requirements "Bidder" definition (<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual/1/2003/16>).

**Q8** Can we submit more than one Innovation?

**A8** Yes, You need to create one proposal per Innovation.

**Q9** Can you help us select the right Priority Area?

**A9** It is up to the Bidder to determine which Priority Area and which detailed Priority Area are the most appropriate for their Innovation. Please refer to section 1.3 Priority Area and Detailed Priority Area of the electronic Proposal Submission Form & the BuyandSell website (<https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/program-specifics/priority-areas>).

**Q10** Do we need to identify and get sponsorship from a Canadian agency prior to submitting a BCIP proposal? (your Q&A section says that "Support letters from a testing department are not required. Bidders can propose a testing department and provide contact information within the proposal submission form itself"); Is it still preferable to have such sponsorship prior to submission?

**A10** PWGSC is responsible for supporting the matching of successful bidders with a testing department. The Bidder may wish to identify a potential testing department in its proposal, or describe the nature of federal operations that in the Bidder's opinion would be best suited to host the test. Canada may give preference to those Bidders that have identified a federal government department that has agreed to function as the Testing Department for the proposed Innovation.

**Q11** Can we make a proposal at any time or at fixed dates? Does it need to be tied to an existing government tender?

**A11** For the BCIP Call 004, all proposals must be submitted before the Solicitation closing date and time (2014-01-07 at 2:00PM).

**Q12** Program has a Military and a Standard component. The Military component seems limited to priority area "Protecting the Soldier" including "Defence Hardware Software Systems". What does that mean? Computer applications? Computer applications that directly contribute to "protecting the soldier" physically?

**A12** Protecting the Soldier is a broad Priority Area of technologies that would serve to protect the soldiers of the Canadian Armed Forces. Innovations submitted under this Priority Area must meet the sub-categories outlined in the Program's evaluation criteria. The following guide is provided as a sample of the types of goods and/or services that would be categorized under the Priority Area of Protecting the Soldier. The list is for illustrative purposes only:

- Smart Textiles;
- Night-vision Technologies;
- Self-contained energy generation;
- Radiofrequency communications, sensing, electronic warfare, network security and information operations technologies and systems, radiation effects, space systems, synthetic environments and modeling simulation;
- All forms of sensor technology, algorithms and systems with applications to military users;
- Training equipment;
- Personal gear;
- Survival and health products.

Please note that proposals submitted under the standard component can still potentially be matched with the Departments of National Defence and the Canadian Forces.

**Q13** The Standard component seems to have a much wider scope including Priority Areas Environment, Health, Safety and Security and Enabling Technologies. Detailed Priority Areas include (Safety and Security) Public Safety, Public Security, Defence Hardware Systems, Defence Hardware Software Systems, Defense Electronics and (Enabling Technologies) Information Technology. Does this mean the standard component include Defence technologies not directly related to “Protecting the Soldier”?

**A13** Safety and security encompasses areas of domestic and international security which relate to challenges facing Canada today as well as public safety in areas related to risk assessment, capability planning, critical infrastructure protection, collaboration and psychosocial issues and are usable within federal operations. As a general rule any technology, equipment or software that has been developed either to compete in the safety and security industry or to compete in another industry while offering clearly demonstrable safety or security benefits over existing goods and services will fit in this Priority Area. The following guide is provided as a sample of the types of goods and/or services that would be categorized under the Priority Area of Safety and Security. The list is for illustrative purposes only:

- Critical infrastructure protection;
- Surveillance and intelligence gathering;
- Emergency management systems;
- Border and transportation security;
- Military engineering, autonomous intelligent systems, and defence against chemical and biological (CB) agents;
- Radiofrequency communications, sensing, electronic warfare, network security and information operations technologies and systems, radiation effects, space systems, synthetic environments and modeling simulation;
- Airborne systems;
- All forms of sensor technology, algorithms and systems with applications to security, police or military users;
- Land based systems.

**Q14** We need direction from a friendly lead user (i.e. Testing Department) that could evaluate our prototypes in a realistic Maritime application and give us feedback about going ahead trying to commercialize actively into this new Market. The broadband communication technology we would develop could be of interest to Canadian Forces, the Coast Guard and/or the RCMP.

**(a)** Should we be applying through the standard component?

**(b)** If we do, could we still have a Canadian Forces Testing Group as a sponsor or would we be better off finding a non-military Test Department (ex: Coast Guard) as sponsor?

**A14**

**(a)** It is up to the Bidders to determine under which Component they should submit a proposal.

**(b)** Proposals submitted under the Standard Component can still potentially be matched with DND/CF. For proposals submitted under the Military Component, DND/CF will have right of first refusal as a Testing Department. The financial limitation is: \$500,000.00 for the Standard Component and \$1,000,000.00 for the Military Component (applicable taxes, shipping costs and proposed travel and living expenditures extra, where applicable).

**THERE ARE NO OTHER CHANGES TO THE SOLICITATION**