



**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

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Title-Sujet BCIP 004 – PICC 004		
Solicitation No. - N° de l'invitation EN578-13BCIP/A	Amendment No. – N° modification 005	Date 2013-12-13
Client Reference No. - N° de référence du client EN578-13BCIP		
GETS Reference No. - N° de référence de SEAG PW-13-00540157		
File No. – N° de dossier 001sc.EN578-13BCIP	CCC No./N° CC – FMS NO. / N° VME	
Solicitation Closes – L'invitation prend fin at – à 2:00 PM on – le 2014-01-07		Time Zone Fuseau horaire Eastern Standard Time EST Heure normale de l'Est HNE
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: François Pageau		Buyer Id – Id de l'acheteur 001sc
Telephone No. - N° de téléphone 819-956-3563		FAX No. - N° de FAX 819-997-2229
Destination of Goods, Services and Construction: Destinations des biens, services et construction : To be determined À être déterminé		

Instructions : See Herein
Instructions : voir aux présentes

Delivery Required - Livraison exigée See Herein	Delivery Offered - Livraison proposée
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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	

Amendment No. 005

The purpose of this amendment No. 005 is to:

1 – Insert Attachment B – Webinar Questions and Answers to the Call for Proposals Solicitation document and respond to questions received by bidders during the December 4th, 2013 Webinar.

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1 – Insert Attachment B – December 4th, 2013 Webinar Questions and Answers to the Call for Proposals Solicitation document and add the following questions and answers:

1. **About the Program**

Q1 The Myreviewroom website submission page has the date for submission listed as: 01/07/2014 02:00:00 PM EST under "Submit your proposal". All other dates on the submission form are listed as: 07/01/2014 02:00:00 PM EDT. Is the submission date still January 7, 2014 at 2pm EDT?

A1 Yes, proposals must be submitted by January 7th, 2014, 2:00 pm EST.

Q2 In the military program, can a medical device for treating a wounded soldier be considered as "protecting the soldier"?

A2 Please review the definition of and some illustrative examples that fall under Protecting the Soldier at the following link: <https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/program-specifics/priority-areas#150>. Priority areas are used by the program to determine the suitable IRAP experts to evaluate the proposal.

Q3 I can't seem to locate the Call for Proposals Solicitation document on the tenders site - can you help?

A3 The Call for Proposals solicitation document and all amendments can be found at the bottom of the following page: <https://buyandsell.gc.ca/procurement-data/tender-notice/PW-13-00540157>

Q4 Are you anticipating adding additional components, beyond Protecting the Soldier, to the new military aspect of this program?

A4 Additional Priority Areas will be added to the military component of the BCIP in future Calls for Proposals.

Q5 Can we access successful proposals from call 003?

A5 You can view the list of pre-qualified innovations from previous Calls for Proposals at the following link: <https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/pre-qualified-innovations>. All proposals submitted under the BCIP are treated as confidential, subject to the provisions of the Access to Information Act (R.S. 1985, c. A-1) and the Privacy Act (R.S., 1985, c. P-21).

Q6 When will be the next Call for Proposals?

No table of contents entries found.

A6 The date for the release of the next Call for Proposals has yet to be determined. Please subscribe to the mailing list at the following link to be informed of program updates: <https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/contact-bcip#10>

Q7 What is the timeline for the 2014 call? What is the budget for the Safety and Security priority area?

A7 The fourth Call for proposals opened on November 21st 2013 and closes on January 7th 2014 at 2:00 pm EST. The date for the release of the next Call for Proposals has yet to be determined. The approximate funding available for all Contracts resulting from the Call for Proposals Call 004 is: Standard Component: \$17,000,000.00 & Military Component: \$ 5,000,000.00. Funding is not allocated by Priority Area.

Q8 With the Military component there is mention of a Detailed Financial Cost Breakdown pdf/doc - can you tell me where I can find it?

A8 The Detailed Financial Cost breakdown form is mentioned in the Mandatory Criteria section as a resource to help you prepare responses for the financial proposal cost breakdown question. It can be downloaded as a .pdf or .doc file by clicking the hyperlinks in that section or from the resources page: <http://bcip-picc004.myreviewroom.com/resources/>

Q9 Can we go commercial after Jan 7th 2014?

A9 Yes, a Bidder can commercialize an innovation after the closing date of the Call for Proposals for which a proposal was submitted.

Q10 Is it required that the government use the innovation or can the government testing agency just help in getting the innovation to market?

A10 Yes, Canada must be able to use the Innovation. The BCIP is an R&D developmental testing and evaluation program aimed at purchasing pre-commercial goods and/or services to test and evaluate

within the federal government. Through feedback from government end users, BCIP helps companies improve their goods and services, and prepares them to move towards commercialization.

Q11 Does an innovation have to be at the edge of Canadian or global technology? Must the proposed new product be never made in Canada or never made worldwide?

A11 An innovation needs to demonstrate a significant advance over the state of the art of products and services that are commercially available in that technology field; therefore it includes the state of the art from around the world.

Q12 Could a US agency simultaneously contribute funds such as under the Foreign Comparative Testing (FCT) program to test in Canada under the BCIP?

A12 If a bidder receives other sources of funds, they may contribute in-kind contributions for the proposed test.

Q13 If the primary customer for a product is the Government of Canada, how important is it to have a commercialization plan for customers outside of Canada?

A13 Evaluators will be assessing whether you have outlined an appropriate commercialization strategy geared towards your eventual target market. If that target market happens to be the Government of Canada, demonstrate accordingly.

Q14 If during the BCIP review process, a beta client is found, does this result in your disqualification from the program? When can the innovation be "sold" (outside of Canadian Government) if innovation is pre-qualified?

A14 A Bidder can commercialize an innovation after the closing date of the Call for Proposals for which a proposal was submitted. Thus if a sale, is made during the evaluation process, the bidder will not be disqualified.

Q15 Can the funds be used to bring the innovation up to scale in order to supply the testers with enough innovative products? I.e. funds used to purchase equipment in order to produce a large scale amount of test sample.

A15 Bidders are free to submit what they think, would be attractive to a test department or what would be beneficial to them. Once pre-qualified and matched with a test department, the costs to procure the innovation will be negotiated. Your financial proposal must be below the \$500,000 financial limitation of the standard component (or \$1,000,000 for the military component), but it should be adequate to support a meaningful test.

Q16 What is the timeline for the evaluation & contract process?

A16 The Call for Proposals is expected to close on January 7th, 2014. The evaluation process immediately follows and based on previous Calls for Proposals requires approximately 3 to 4 months to complete. After evaluations are completed and pre-qualified innovations are announced, the matching process begins. If a test department contact has been identified in the proposal, contact is initiated and negotiations can commence. The variables to take into consideration include working with the test department to prepare a test plan or statement of work, the time it takes the test department to obtain internal approvals, and the time it takes to verify financial information for procurement purposes before the contract is awarded and testing can commence. This may take a few months.

Q17 Does the DND focus on "protecting the soldier" refer specifically to defense against enemy injury or protection from operational hazards such as accidental injury?

A17 Please review the definitions for Protecting the Soldier and Safety and Security (under the Standard component). Illustrative examples are provided as part of the definition which can help you better determine which priority area your innovation fits under. Definitions can be found here:

<https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/program-specifics/priority-areas#150>. It is important to note that priority areas are used by the program to determine suitable IRAP experts that will evaluate the proposal.

Q18 Will all four priority areas receive equal priority? Any attempt to equalize funding between areas?

A18 We do not employ any mechanism to balance the number of proposals per priority area. Priority areas are only used by the program to determine the suitable IRAP experts to evaluate the proposal. Funding is not allocated by Priority Area.

Q19 Please provide your definition of innovation. Is innovation considered scientific innovation only?

A19 Innovation, as well as other key terms are defined on our program site at the following link:

<https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/program-specifics/bcip-definitions>

An innovation is defined as follows: An invention, new technology or new process that is not currently available in the marketplace. Significant modifications to the application of existing technologies/process that are applied in a setting or condition for which current applications are not possible or feasible. An improvement to an existing technology/process that represents a significant (generally patentable) improvement in functionality, cost or performance of goods and services that are considered state-of-the-art or the current industry best practice. Incremental improvements, "good engineering" and technologies that would go ahead in a normal course of product development (i.e. the next version or release) are not considered as "innovations" for the purposes of this program.

Q20 Can you provide some examples of what you consider "significant advancement of the state of the art" in the case of a Software product (Enabling Tech).

A20 It really depends on the technology and what is available commercially in the market. Is your proposed innovation something that is just a little bit better? Is it just a little bit faster? Is it a little bit more efficient? Or is it something that is a game changer? Please refer to the slide illustrating advance over the state-of-art from the Bidders' conference presentation available here: <http://bcip-pic004.myreviewroom.com/resources/>

Q21 Question on Priorities for military components. Soldier's protection. Can you be more specific, give examples?

A21 Please review the definition of and some illustrative examples that fall under Protecting the Soldier at the following link: <https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/program-specifics/priority-areas#150>.

Q22 Is the purpose of the BCIP to test and prepare an innovation for procurement? In other words, are innovations chosen on the basis that they will be procured afterward? Does the BCIP keep the

innovation and does the "Innovation cost" in the budget section include the cost of procuring and keeping the innovation? The reason I ask is because our innovation may cost more than the max. \$500,000 in the standard component and \$1,000,000 in the military component.

A22 Pre-qualified innovations, once matched to a testing department, are procured by the program and the Testing Department will keep the Innovation. Alternatively, Innovations can be leased to the testing department for testing purposes.

Q23 I don't understand the CRV files?

A23 The Call for Proposals Solicitation document (and amendments) can be found here: <https://buyandsell.gc.ca/procurement-data/tender-notice/PW-13-00540157> There is no need to download CRV files.

Q24 How much of the new call budget is expected to be used by previously pre-qualified projects from earlier calls?

A24 The budget outlined in the Solicitation document of \$17,000,000 for the standard component and \$5,000,000 for the military component is allocated specifically to Call for Proposals 004.

Q25 Can you provide a definition of "Enabling Technology"?

A25 A definition of Enabling Technologies can be found on the program's web site at the following link: <https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/program-specifics/priority-areas#40>

Q26 How long can you be assigned funds from the budget without a successful contract? For instance, have successful candidates for the 1st call lost their money because they did not receive a contract?

A26 Funds are not committed to purchase an innovation until a contract is issued. If an innovation is not matched with a testing department or if negotiations are unsuccessful, a contract will not be awarded for this given innovation. Since the Pool of Pre-Qualified proposals may be overcommitted by 20%, there is not guarantee a contract will be issued to all pre-qualified Bidders.

Q27 We are a small start-up. We have ideas, a marketing plan, but no funds. Can we apply?

A27 The innovation must be ready to test at the time of the proposal submission. If the innovation is still in an earlier phase where it hasn't been constructed and is not ready to be delivered to the Testing Department, then it would not qualify under this program.

Q28 If we submit a Proposal under the Standard Component, could the Department of National Defence be the Testing Department?

A28 Proposals submitted to the Standard Component of the BCIP can be tested by the Department of National Defence.

Q29 If a company is participating in a similar provincial program are they still eligible to submit a proposal for the BCIP?

A29 Yes, the submission will be eligible if it meets the mandatory criteria of the program.

Q30 I represent a college and we have come up with an innovation in partnership with a university. Is the college or university eligible to propose a project to the program without going into setting up a spin-off?

A30 Yes, a university or college is eligible to submit a proposal. However, the university or college will be evaluated on its commercialization plan.

Q31 We made some sales before in order to test the technology, can we still apply?

A31 If the submission meets the mandatory criteria of the program it will still be eligible. See the Commercial Sales Mandatory criterion.

Q32 Is the BCIP only for Small and Medium Enterprises (SME)?

A32 The BCIP is open to all Canadian suppliers. This is a Research and Development acquisition process that is subject to the Agreement on Internal Trade (AIT), which provides that all suppliers be treated equally and fairly.

Q33 Can I submit two Innovations?

A33 Yes, the bidder is permitted to submit proposals for two or more different innovations. It should be noted that each innovation can only be submitted to either the standard or the military component.

Q34 What happens if a product that is not commercialized yet starts to be sold during the evaluation process?

A34 The bidder can commercialize their innovation after the closing date of the Call for Proposals, January 7th, 2014, and their submission will still remain eligible.

Q35 Can you share with us some insights about medical device innovations and investigational testing in past calls? In your opinion, what should a medical device company consider before submitting a proposal?

A35 Medical device companies should be considerate of the necessary certifications that are required to test with a federal department. It is the bidder's responsibility to determine which certifications are required. They should also be aware that testing at a hospital or lab that falls under provincial jurisdiction may not be a possibility with the BCIP.

Q36 The BCIP CFP004 standard mentions a "Detailed Financial Cost Breakdown MS word or PDF file" but there does not seem to be a link to a URL where it can be found/downloaded?

A36 The Detailed Financial Cost Breakdown pdf/doc can be found in two places:
1) It is linked to in the Mandatory Criteria under the Financial Proposal Cost Breakdown section of the online form. 2) It can also be accessed at anytime by clicking the resources link at the top of the online form.

Q37 When will be the next Call?

A37 The date of the next Call for Proposals has yet to be determined.

Q38 Will the PowerPoint be posted to the website?

A38 The Bidders Conference Presentation is available in the resources section of the program's online submission system. This can be accessed at the following link:

<http://bcip-picc004.myreviewroom.com/resources/>

Q39 Is this bidder's conference recorded?

A39 Unfortunately, no copy of the web conference can be provided. Questions and answers from the conference are included in this amendment.

Q40 Does the money assigned to a successful proposal from your annual budget stay assigned even if it takes years to find a matching department and even more to deliver the contract?

A40 As indicated in the Solicitation document, in order to maximize the number of contracts and ensure the greatest utilization of the fiscal year funding available, Canada may over-qualify the total number of Bidders in the Pre-Qualified Pool by approximately 20% of the maximum stipulated budget for each Component. Even if you do make it to the Pre-Qualified Pool, a contract may not be awarded for your Innovation. All innovations must be delivered before March 31, 2015.

2. After the Evaluation

Q41 Are progress, interim and final status reports required of the bidders whose projects have been accepted and will be tested?

A41 As indicated under the Draft resulting contract clauses webpage, the clauses and conditions may form part of any contract resulting from the Call for Proposals solicitation. This will be negotiated before award.

Q42 What is the period of performance for a resulting contract?

A42 Under the BCIP, a contract period could range from a few days to six months, or more. For each Innovation, there is a specific Statement of Work developed. The Bidder must propose an ideal realistic test plan. The proposed test plan may be re-scoped during the negotiations. For call 004, all contracts must be completed by March 31, 2015.

Q43 When will the participants in Call 004 be announced?

A43 The number of proposals that will be submitted will influence the timeline. It may take a few months. Keep in mind that we have received an average of more than 300 proposals for each of the previous call. Each and every proposal must be evaluated before we announce the Pool of Pre-Qualified.

Q44 Is it worthwhile for companies who have been rejected in the past to apply?

A44 Your Innovation may have improved since the previous call. You can also improve the quality of your proposal based from comments received from the debrief letter received. It is up to you to determine if you should apply or not.

3. Canadian Content

Q45 We have a functional prototype. Does the product have to be manufactured in Canada once we are approved?

A45 You must certify that a minimum of 80% of the financial proposal costs are Canadian goods or Canadian services, as defined in the Canadian Content certification.

Q46 Can you describe how the 80% Canadian content is defined?

A46 The definition for Canadian content is available at: <https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual/5/A/A3050T/2>

Q47 (1) Can one apply to more than 1 subcategory within the same priority area? (2) What if 1 or more raw materials in a blended product are manufactured outside of Canada but the finished good is blended in Canada? Will this meet the Canadian content requirement?

A47 1.) Only one detailed priority area per Innovation. 2.) The definition for Canadian content is available at <https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual/5/A/A3050T/2>.

For more information, see the Supply Manual, 3.6 Annex: Canadian Content Policy at (<https://buyandsell.gc.ca/policy-and-guidelines/supply-manual/annex/3/6>).

For an aggregate evaluation, no less than 80 percent of the total bid price must consist of Canadian goods.

See the following example for determining whether a Good is Canadian:

- a. A bidder proposes hats, which are manufactured in Canada that use imported calves leather.
- b. Analysis of Canadian content:
 - i. Look up "hats" in the index of the Canadian Customs Tariff Harmonized System (HS) and find the type that matches the kinds of hats to be sold: Hats and other headgear, plaited or made by assembling strips of any material, whether or not lined or trimmed. The HS number is 6504.00.00. The first two numbers indicate the good is listed in Chapter 65.
 - ii. Look up "leather, bovine" in the index: it falls under HS heading 4104.
 - iii. Finally, refer to the Rules of Origin which lists the conditions for transforming goods listed in the HS into Canadian goods (Chapter 65 is for Headgear and Parts Thereof and is listed in Section XII of the rules). The second rule for Chapter 65 applies: A change from 65.03 to 65.07 from any heading outside that group. As the leather is classified outside 65.03 to 65.07, the final product (the hats) for sale are considered to be sufficiently transformed and therefore the hats are deemed to be Canadian for the purposes of this policy.

Q48 When I went to a previous CICIP meeting, I was told I qualified. We are a BC Corp, all Canadian shareholders, shareholders living in Canada, operations in Canada, sales office in Canada, selling internationally, hiring Canadian people, designed and developed in Canada, Canadian patents. You said that the product must be manufactured in Canada as well not only designed and developed in Canada. I am confused about the 80% Canadian content.

A48 The requirement for is: 1. The Bidder must be Canadian. 2. The Bidder must certify that 80% of the financial proposal costs are Canadian goods or Canadian services, as defined in the Canadian Content certification. In order to be granted a contract under the BCIP, bidders need to confirm Canadian content certification, available at <https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual/5/A/A3060C/1>

1 - The definition for Canadian content is available at <https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual/5/A/A3050T/2>. - For more information, see the Supply Manual, 3.6 Annex: Canadian Content Policy at <https://buyandsell.gc.ca/policy-and-guidelines/supply-manual/annex/3/6>. For example, for an aggregate evaluation, no less than 80 percent of the total bid price must consist of Canadian goods. If designed outside Canada, but you do own the IP, you won't be preclude from bidding.

Q49 80% of Canadian content needs more clarifications. Is a Canadian patent counts as part of the 80% or is it strictly components? Does it mean we need to get cost of the product manufacturable in Canada?

A49 A patent should not be part of your financial proposal. The financial proposal should include costs to procure and test the innovation including: innovation costs, installation costs, training cost, support services costs & other direct costs. The aggregate of the above costs must meet the Canadian content certification (80% or more of the costs must be considered as Canadian in accordance with PWGSC definition).

4. Confidentiality and Intellectual Property (IP)

Q50 At the end of the test, will the lead federal department own the equipment purchased, or does PWGSC/BCIP have any ownership?

A50 BCIP will transfer the ownership to the Testing Department. At the end of the test, the Testing Department will own the equipment purchased (not the IP).

Q51 Is intellectual property (IP) protection (i.e. Patent, trade secret) something you want to see before applying?

A51 Patent ownership is not a mandatory for the Program. See SC 1.6 IP Status and Ownership. For the BCIP, the IP strategy for the proposed innovation must be appropriate for that sector or industry.

Q52 Is an innovative project, still in the patent application process and whose intellectual property (IP) is shared, eligible for the program?

A52 See mandatory criteria MC-3 Ownership. The Bidder must be the owner of the intellectual property (IP) for the proposed innovation, or have a licence to the IP rights from a Canadian licensor for the proposed innovation and not infringe on any IP rights.

Q53 Can you bid if you have not sought intellectual property protection (no registration with the Patent Office)? Does your department “protect” the “secrecy” of bids?

A53 Yes. You can bid even if you don't have a patent. The evaluators must sign a non-disclosure agreement and certify that they have no conflict of interest. All bids will be treated as confidential subject to the provisions of the [Access to Information Act](#) (R.S., 1985, c. A-1) and the [Privacy Act](#) (R.S., 1985, c. P-21).

5. Eligible Proposals

Q54 For market research purposes, we have run limited proof-of-concept projects with two prospects, where we used our SaaS technology to show them how it could be used. The prospects didn't interact directly with our technology, and only got invoiced for our services, not for the technology. Is this considered a sale?

A54 Under the BCIP, you are allowed to have made previous sale(s) on a non-commercial basis. The sale(s) must have been for testing purposes or development purposes.

Q55 If you are testing the product in a nongovernmental sector already but are not selling the product commercially can you still apply?

A55 Yes you can apply if the Innovation is not openly available in the market place or has not been sold on a commercial basis.

Q56 We have product and have not sold it commercially yet. What if we sell after we submit our proposal but before a decision is made?

A56 Under the BCIP, you are allowed to go fully commercial once the Solicitation closes.

Q57 Once we send our proposal to you, can we continue working on our product and start on marketing it and selling it into the market place?

A57 You are free to develop your innovation further.

Q58 I have a product on a Standing Offer but it has yet to be sold, can it still qualify?

A58 If your product is available on a Standing Offer, it is openly available on the market and this indicates a level of commercial readiness that is beyond research and development. As such, it doesn't qualify for the BCIP even if it was never sold.

Q59 Our prototype is Language Learning software, that demands users to have access to a computer with a reliable microphone. (speech recognition) Our hope is to test 1,000 users for 90 days. Does this seem too intense from a hardware or amount of users perspective? ie 1000 test subjects for 90 days with access to machines with microphone.

A59 Based on previously awarded contracts under the program, a test that involves 1,000 users seems quite high for training software. It may be possible, but again it depends mostly on the Testing Departments needs and capacity. You are also limited by the maximum funding. Again, it is up to the Bidder to determine what would be the ideal test scenario for the Innovation proposed. If the test plan is re-scoped, we will use the information you provided in the financial total cost comments box to negotiate a new financial cost.

Q60 At the beginning of the webinar, you said that a proposal had already been submitted in Calls No. 1, 2 or 3, and that technology could not be submitted. Now you have just said that there have been no commercial sales and that a new proposal for the same technology/product could be submitted.

A60 You can submit the innovation if you have not previously been awarded a contract under the program or for any previous version of the innovation. If you have submitted the innovation or any previous version of it and it was included in a pool, the proposal validity period must be expired.

Q61 Our innovation is patentable, but the patent process has not yet been completed. Is it still eligible?

A61 Yes, absolutely! Please indicate this in your bid.

Q62 If we bid this year and are not successful, can we bid next year?

A62 If the next call for proposals is similar, you will be able to bid if you have made no commercial sales. However, we cannot guarantee that a future call for proposals will be identical to Call 004. There could be changes.

6. Evaluation Procedures and Basis of Selection

Q63 What is the weight of each evaluation criteria? Do they all have the same value? If no can you give us the scoring scale?

A63 They don't have the same value. See the sample submission form at: <http://bcip-picc004.myreviewroom.com/resources/>

Q64 What is the past qualification score?

A64 Past qualification scores aren't useful as this Call is independent and the evaluation criteria may have changed.

Q65 Is there an equal amount of funding given to each priority area, if no, what is the purpose of the division of those areas?

A65 There is no predetermined funding for each priority areas. Each Innovation under a component, no matter the priority area, will be ranked against each other. The top scoring validated responsive proposals with the maximum stipulated budget plus approximately 20% may be placed in a Pre-Qualified Pool. See Part 4 - Evaluation Procedures, article 2. Evaluation Process.

Q66 What would be typical test plan look like? What are the criteria looked at? Can you give some example?

A66 Every Innovation is different. Accordingly, every test plan is different. Usually, for a good, there is a delivery, some training, the testing & some support service during the test. Please see "Required information for the Statement of Work (SOW)" for a SOW template. The file is located here: <http://bcip-picc004.myreviewroom.com/resources/>

Q67 You mentioned you rank projects based on a score and a cost. You had a slide on this earlier. Are you taking the cost component from the proposal or are you assigning an anticipated negotiated cost when you do the ranking?

A67 It is from the proposal.

Q68 1. Must our offering fit into one of the listed GSINs from <https://buyandsell.gc.ca/procurement-data/tender-notice/PW-13-00540157> in order to be awarded?
2. Regarding Canadian content, our innovation would include a mixture of Canadian labor and software as well as hardware from various geographies. Can we assume that provided there is value-added labor to integrate the hardware that it can be treated as "Canadian Content?"

A68 1. The GSINs are for information purposes only. You should make sure that your innovation fits into one of the Priority Areas. 2. For the Canadian Content, see Question 16 within amendment 004 to the solicitation document.

7. Financial

Q69 We have a technology that can help improve efficiency and reduce costs for a given test department. Is there a way to find out how much a given program is currently costing a given test department?

A69 The BCIP cannot provide you with this information. You are free to do your own research.

Q70 Can Canadian contractors be included in the costing or do expenditures need to be employees?

A70 If you refer to sub-contractors, yes it can be included in your financial proposal. For example, maybe your employees won't be able to do a specific task that must be done in order to test the innovation. Then, you can hire a subcontractor to do that task. It needs to be included in your financial proposal.

Q71 Can the bidder include the technology customization and adaptation cost, that may be required before the testing.

A71 Yes. The BCIP permits certain changes to pre-qualified innovations matched with testing departments, while others are unacceptable. These changes fall into two main categories: configuration or customization. See the BCIP Definitions webpage.

Q72 You mentioned earlier that the Government has to be charged a fair price and not be overcharged. How will this be evaluated for a product that is in a "precommercial" stage, where the commercial value has not yet been established?

A72 If you make the Pool of Pre-Qualified Bidders, by the time we negotiate a contract with you, you may have sold one unit already. We may then ask for a paid invoice. We may also use a combination of the following: price certification, supplier invoices, paystubs, market research, similar product or services, database, published pricing, etc. Moreover, the price must be in accordance with PWGSC Contract Cost Principles 1031-2 (<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual/3/1031-2/6>). We must also follow PWGSC Supply Manual in order to establish a fair price. See Cost and Profits (<https://buyandsell.gc.ca/policy-and-guidelines/supply-manual/section/10>).

Q73 If third-party operational equipment is required, such as an aftermarket vacuum pump, should this be included in the cost or purchased separately by the testing department?

A73 If the equipment is required to do the testing, it must be included in your financial proposal. If the Testing Department already has it, it will be de-scoped from the contract. This will be negotiated before contract award.

Q74 Please explain "Cost". Is our cost to develop one prototype or is it the selling price to Canada?

A74 It is the selling price to Canada.

Q75 The cost elements (section 4.5 Financial Proposal Cost Elements) are used for what purpose (contract financial award estimate...)?

A75 Article 4.5 Financial Proposal Cost Elements is to help you fill the Financial Proposal Cost Breakdown section of the electronic submission form.

Q76 What size project would most likely be accepted? 50K, 100K 250K?

A76 This is not taken into consideration during the evaluation of the proposal.

Q77 How do we include R and D costs in the Innovation Cost, specifically, with regards to providing software as a test product?

A77 For more information see the Supply Manual - Cost Interpretation Bulletin - Number 07 Research and Development Expenses: <https://buyandsell.gc.ca/policy-and-guidelines/supply-manual/annex/10/5/7>. See also the Contract Costs Principles (<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual/3/1031-2/6>).

Q78 When your innovation is a service how is the duration and duration of the testing period agreed - which of course affects the cost of the proposal?

A78 Your financial proposal should be for an ideal test scenario. In your case it could be “x” months. In your proposal you can indicate a fix price per month. If we agree for a shorter duration, it will be negotiated. Please indicate details in the Financial Total Cost Comments box.

Q79 When a project is costed does that include the cost of government testers - or those involved in using the product or service?

A79 No. It includes the following: Innovation cost, installation cost, training cost, support cost, other cost. Travel and living, shipping & applicable taxes are not to be included in your financial proposal. They are above the funding limitation.

Q80 Given that the purpose of the program is to help businesses market their innovative products, what needs to be demonstrated financially to convince BCIP evaluators that we have sufficient resources to subsequently commercialize its product, that is, once the product has been tested and sold to the Government of Canada? In other words, what liquidity level must we have to convince you that we will be able to commercialize our product subsequently?

A80 We realize that some small and medium businesses have limited resources. We are not going to specifically evaluate whether you are profitable, but we will, for example, evaluate your team, your financial strategy and your intellectual property strategy. The fact that you’ve had no income should not make you ineligible.

8. Proposal Submission Procedure

Q81 What is the link for getting the Detailed Financial Cost Breakdown?

A81 <http://bcip-picc004.myreviewroom.com/resources/>

Q82 Is it possible to get a Word document version of the PDF to use in the preparation of our submission? This would allow us to more easily compile our responses to each question all in

one place in advance of the submission date. Of course for the actual submission would use the online form.

A82 Please send a written request at: SSGP.SCPD@PWGSC.GC.CA

Q83 Do we stand better chances if we submit in French than in English?

A83 No, all proposals are treated equally.

Q84 Why is the word `SAMPLE` written across each page of the Proposal Submission Form?

A84 You are referring to the sample PDF proposal form. This is not the electronic submission form. To access the electronic submission form, please create an account at bcip-picc004.myreviewroom.com.

Q85 Could we attach a support letter from a Government Agency who is interested in testing the technology? If such a letter was obtained during the last call of proposal, can it be still used?

A85 A support letter is not required. You are free to state your contact information at that Agency within your proposal.

Q86 When will the final version of the online form be posted? The current form can't be edited.

A86 To access the electronic submission form, please create an account at <http://bcip-picc004.myreviewroom.com>.

Q87 In the proposal, what would be the best suggested way to compare the current innovation (say a service) with existing technology?

A87 See Stage One – Screening Criteria 2 – Innovation of the electronic submission form.

Q88 Do you have a stop date as to when amendments will be submitted?

A88 Amendments to the Call for Proposals solicitation document could be potentially posted until the Call closes. Questions asked during the last 10 calendar days may not be answered. See Part 2 - Bidder instructions, article 2. Communications - Solicitation Period.

Q89 Will you post a new copy of the solicitation that includes all amendments?

A89 No.

Q90 In 1.3 can we select more than one area i.e. alternate energy /greenhouse gas?

A90 You can only select one Detailed Priority Area.

Q91 Can the deadline be extended? The posting over the holidays for such a short time creates a challenge to get a comprehensive proposal completed.

A91 The Call for Proposals closes on 2014-01-07 at 2:00 PM EST. If there is modification, it will be indicated in a future amendment, but as of today there is no extension.

Q92 Where can I find the Detailed Financial Cost Breakdown file?

A92 Here : <http://bcip-picc004.myreviewroom.com/resources/>

Q93 I have heard that there are certain certificates we need in order to get this found. I tried to find them on the link found on " buyandsell" website however the link is broken. Given the readiness level of the device, what certifications are needed? Can you help me with that?

A93 The link was corrected with amendment 001. If you do make the Pool of Pre-Qualified Bidder, then, we will ask for certifications (e.g. Price certification, Canadian content certification, employment equity certification, etc.). Bidders are responsible for determining if their innovation has the required certifications to support a test. If a product doesn't have basic certifications it may be unusable for testing and therefore a contract would not be possible.

Q94 I don't see a relevant "code" for my product (in the short list of codes), although it very clearly fits in the Safety and Security category. But it seems that I must choose a code. What code should I use?

A94 If you refer to the GSINs, no you don't have to choose a code. In the electronic submission form, you need to select a detailed Priority Area only.

Q95 We are thinking of applying for 2 projects, 2 different innovations, 2 different customer market segments - what should we be aware of as we do that? Under the budget max, does it provide for validation and verification costs or only equipment prices?

A95 You can submit two proposals only if the Innovations are two distinct Innovations (not the same Innovation with two end users). Testing is not for the purposes of providing certifications or licensing. See PART 3 – PROPOSAL PREPARATION INSTRUCTIONS, article 4. Financial Proposal of the Solicitation Document.

Q96 If one has a very core technology that would for example apply to direct wearable soldier protection, but might also be used for vibration dampening in a vehicle, can we logically submit more than one application?

A96 You can only submit one proposal per Innovation. For example, if you only have one patent, but there are two different applications, it may be the same innovation.

Q97 If a technology fits the security and disruptive systems category in NRC would it fit Canadian military criteria?

A97 See the Definition of Protecting the soldier at: <https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/program-specifics/priority-areas>

Q98 We are producing and testing a set of reduced-risk bio-pesticides for agricultural applications (food safety and food crop treatment). Is this a suitable technology according to your evaluation criteria?

A98 It is up to the Bidder to determine if their Innovation is suitable for the Program.

Q99 How do we demonstrate rights to the invention?

A99 At the mandatory criteria page, under MC-3 Ownership, by clicking Met you certify that you own the Intellectual Property (IP) or that a Canadian licensor owning the IP rights has granted a license to you and that you are not infringing on any IP rights. Then, under Stage one - Screening Criteria 1 - Commercialization Capacity, at SC 1.6 IP status and ownership, you will have to answer a series of questions related to that subject.

Q100 How much time does it take to complete the online form (if the content is already ready and just has to be copied and pasted)? What do you do if the online bid system technically malfunctions (send requests by email, mail...)?

A100 You are responsible for sending your proposal by the closing date and time. Please don't wait until the last minute. If you are not able to use the site, follow the procedure indicated at Part 3 – Proposal Preparation Instructions, article 2. Bid Receiving Unit.

Q101 Do we have to submit our proposal under only one of the two components, or do you determine the component that best applies (military or standard)?

A101 Only one proposal per innovation is possible. It is your responsibility to determine whether you bid under the standard or military component.

Q102 What does the document that will be submitted have to contain? Could I get a copy of the document? Table of contents?

A102 The form is available in PDF format (as a template) at the following link: <http://bcip-picc004.myreviewroom.com/resources/>

Q103 If the technology already exists for a patent that we already have but has been improved to the point where a new patent could be required, is it eligible?

A103 Yes, but you must comply with all the mandatory criteria of the Program (for example, Canadian content, commercial sales).

9. Technology Readiness Level (TRL)

Q104 In last submission, they did not agree on my TRL. Is there any way to invite experts to check our technology on site?

A104 No. Evaluators will only evaluate the content of your proposal. Moreover, they won't evaluate any links. One image can be attached to your proposal.

Q105 How do you determine the TRL level? Do you provide explanation on evaluation?

A105 See the Technology Readiness Levels (TRL) webpage (<https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/program-specifics/technology-readiness-levels>). The proposal form at Stage one - Screening Criteria 3 - Readiness will provide more explanation on the evaluation of TRL.

Q106 Our technology could be offered as a service now, but the product is still 3 months from being TRL 7. Can we still apply?

A106 It is a mandatory criterion that the Innovation be at TRL 7, 8 or 9. If your service meets the definition of TRL 7 and is considered an innovation, yes it could be accepted.

10. Testing Departments

Q107 Can a Canada Port Authorities (CPAs) be the testing department?

A107 No. Testing Departments are identified in Schedule I, I.1 and II of the *Financial Administration Act*. The testing could take place at a third party location if it falls within the mandate of the Testing Department.

The *Financial Administration Act* can be found here: <http://laws-lois.justice.gc.ca/eng/acts/F-11/>

Q108 Do Hospitals fall under the Department of Health for testing purposes?

A108 The hospital would have to be a Testing Department identified in Schedule I, I.1 and II of the *Financial Administration Act*.

Q109 For a product to be tested, is there a specific test size in regards to the quantity of units? In other words, can there be a high quantity of products in the field being tested in real life situations?

A109 It is up to the Bidder to determine what would be an ideal test scenario. The test plan could be negotiated before contract award. Also, the financial limitation must be respected.

Q110 If an innovation is on the SAFETY AND SECURITY Priority Area, can you use a military tester?

A110 Yes.

Q111 We have a new technology for reaching women in a cancer screening perspective. We see this as great potential advance in health care benefit mostly being of valuable for the Provincial Cancer screening organizations, could we still fit the program under a federal level?

A111 It is up to the Bidder to determine if there would be a need for their Innovation within the Federal Government.

Q112 We would like to make our innovation accessible to more than one department for testing, and may already have more than one interested party. Should we specify a price for only one participant, or should we propose a package project for multiple participants? We don't want to exclude participants, but we can't guarantee any, let one multiple interested parties at this time.

A112 The financial breakdown should be done with only one Testing Departments. Bidders may specify their first preference for a testing department, as well as a second choice if the first Testing Department isn't available.

Q113 1. Is the Transportation Safety Board of Canada eligible as a testing department? We did not see them under Schedule I, I.1 and II, yet understand that they may still be eligible as a testing department. 2. Regarding both the Standard and Military components, can you please better define what constitutes "critical infrastructure protection"? For example, would technology which aids in the monitoring of condition and programming of maintenance of critical infrastructure fall into this category? 3. Regarding the Military Component, under the heading of "protecting the soldier", what does "All forms of sensor technology, algorithms and systems with applications to military users" imply? 4. Regarding the Standard Component, safety and security, what does "all forms of sensor technology imply?"

A113 1. The Canadian Transportation Accident Investigation and Safety Board could be a Testing Department under the Program. 2. Yes 3. It means any sensor technology, algorithms and systems with

applications to military users that could protect the soldier. 4. Same than above, but with applications to security, police or military.

Q114 Could a testing process be shared by both DND and the RCMP - would it then fit under the military component or the standard component?

A114 One Testing Department would have to be the lead. If you apply to the Military Component, DND/CF will have the right of first refusal. RCMP could still be the Testing Department.

Q115 If the innovation has multiple server physical configurations can each be included in the test plan, maybe performed by different test groups?

A115 A test plan could occur at different locations with different units, but only one Testing Department must be in charge of the testing.

Q116 Is there any advantage to me identifying potential testers in my bid? If I do include a potential tester, will that limit you in finding testers?

A116 It may make the matching process easier. No it won't limit the Program finding a potential Testing Department.

Q117 Will the federal org testing the product receive a budget for the testing through this program?

A117 The program (through PWGSC) will pay the Contractor for the following costs: Innovation, Installation, Training, Support Services, other direct costs, travel and living, shipping and all applicable taxes. The Testing Departments will assume their own costs (facility, employees, etc.).

Q118 How do we find (identify, connect and discuss) our technology the partner test department. Does this program assist?

A118 If you make the Pre-Qualified Pool, there will be matchmaking assistance.

Q119 Do we need to identify potential government users if applying under enabling technologies, or is there matchmaking assistance?

A119 Identifying a Testing Department is not a mandatory. If you do make the Pre-Qualified Pool, there will be matchmaking assistance.

Q120 If we have an interested government partners, do we list them or can we get supporting letters and add to the application?

A120 Support letters are not required. Just give the contact information (name, email, phone number, location).

Q121 Can a provincial government be the host to test the technology?

A121 The testing could take place at a third party location if it falls within the mandate of the Testing Department.

Q122 Is it possible to use a foreign government agency as a test site?

A122 Testing Departments are identified in Schedule I, I.1 and II of the Financial Administration Act.

Q123 Is there a simple access list of all government agencies that may test innovations through the BCIP.

A123 Testing Departments are identified in Schedule I, I.1 and II of the Financial Administration Act. The Financial Administration Act can be found here: <http://laws-lois.justice.gc.ca/eng/acts/F-11/>

Q124 If a department is interested in testing our innovation and we mention this in our proposal, will this be given priority when matching up is being done?

A124 The purpose of the Program is to provide the best match for your innovation as fast as possible. Yes, if you mention a potential department, the department will be contacted first, but we cannot guarantee that there will actually be matching up with this department.

THERE ARE NO OTHER CHANGES TO THE SOLICITATION