

RETURN BIDS TO:
RETOURNER LES SOUMISSIONS À:
Bid Receiving - PWGSC / Réception des soumissions
- TPSGC
11 Laurier St. / 11, rue Laurier
Place du Portage , Phase III
Core 0A1 / Noyau 0A1
Gatineau
Québec
K1A 0S5
Bid Fax: (819) 997-9776

SOLICITATION AMENDMENT
MODIFICATION DE L'INVITATION

The referenced document is hereby revised; unless otherwise indicated, all other terms and conditions of the Solicitation remain the same.

Ce document est par la présente révisé; sauf indication contraire, les modalités de l'invitation demeurent les mêmes.

Comments - Commentaires

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

Issuing Office - Bureau de distribution
Civilian Aircraft Division/Division des Avions Civils
Portage III 8C1 - 50
11 Laurier St./11 rue Laurier
Gatineau
Québec
K1A 0S5

Title - Sujet HELICOPTER PROJECT (DFO)	
Solicitation No. - N° de l'invitation F7013-120014/F	Amendment No. - N° modif. 002
Client Reference No. - N° de référence du client F7013-120014	Date 2014-03-07
GETS Reference No. - N° de référence de SEAG PW-\$CAG-003-24343	
File No. - N° de dossier 003cag.F7013-120014	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2014-05-27	Time Zone Fuseau horaire Eastern Daylight Saving Time EDT
F.O.B. - F.A.B. Plant-Usine: <input type="checkbox"/> Destination: <input checked="" type="checkbox"/> Other-Autre: <input type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: MacNeil, Michael	Buyer Id - Id de l'acheteur 003cag
Telephone No. - N° de téléphone (819) 956-0078 ()	FAX No. - N° de FAX (819) 997-0437
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction:	

Instructions: See Herein

Instructions: Voir aux présentes

Delivery Required - Livraison exigée	Delivery Offered - Livraison proposée
Vendor/Firm Name and Address Raison sociale et adresse du fournisseur/de l'entrepreneur	
Telephone No. - N° de téléphone Facsimile No. - N° de télécopieur	
Name and title of person authorized to sign on behalf of Vendor/Firm (type or print) Nom et titre de la personne autorisée à signer au nom du fournisseur/ de l'entrepreneur (taper ou écrire en caractères d'imprimerie)	
Signature	Date

CANADIAN COAST GUARD MEDIUM HELICOPTER PROCUREMENT

The purpose of this amendment is to update the Standard Instructions and General Conditions referenced in the RFP and to notify suppliers of their invitation to the upcoming industry consultation sessions to discuss the new Defence Procurement Strategy.

The 2003 Standard Instructions-Bid and 2030 General Conditions-Contract have been updated to incorporate the revised Code of Conduct clauses. The new clauses can be viewed at the following Buy&Sell websites.

<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual/1/2003/17>

<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual/3/2030/12>

Consultations with suppliers are planned to discuss the new Defence Procurement Strategy. All information is included in the letter attached.

1. At Part 2, Section 1., Standard Instructions, Clauses and Conditions

DELETE: The third paragraph in Section 1. in its entirety.

INSERT: New paragraph in Section 1. as follows

The 2003 **2014-03-01** Standard Instructions - Goods or Services - Competitive Requirements are incorporated by reference into and form part of the bid solicitation.

2. At Part 7, Section 2.1, General Conditions

DELETE: The first sentence in its entirety.

INSERT: New sentence as follows

2030, **2014-03-01**, General Conditions - Higher Complexity - Goods, apply to and form part of the Contract.

3. Defence Procurement Strategy - Consultations with Industry

(See letter attached)

All other terms and conditions remain the same.



Acquisitions Branch
Gatineau, QC K1A 0S5

March 07, 2014

Subject: Coast Guard Helicopter Fleet Renewal Procurement / Medium-Lift Helicopter / Defence Procurement Strategy

Dear Supplier

During the one-on-one industry engagement sessions for the CCG medium-lift helicopter procurement, Canada identified that there was a possibility that a Value Proposition (VP) would apply to this procurement.

On February 5, 2014, the Government of Canada announced the Defence Procurement Strategy (DPS). The DPS has three objectives: delivering the right equipment to the Canadian Armed Forces (CAF) and the Canadian Coast Guard in a timely manner; leveraging purchases of defence equipment to create jobs and economic growth in Canada; and streamlining defence procurement processes. For more information, please visit <http://www.tpsgc-pwgsc.gc.ca/app-acq/stamgp-lamsmp/sskt-eng.html>

The goal of the March 19, 2014 industry engagement session on CCG medium-lift helicopter is to discuss the second objective (leveraging). In particular, as reflected in the RFP that was released on February 21, 2014, the government is considering whether to use a weighted and rated Value Proposition (VP). This consideration regarding the application of VP includes consideration of Key Industrial Capabilities (KIC) to inform potential economic benefits.

The government has done analysis related to the CCG medium-lift helicopter project and identified the following KIC market segments that are relevant to this procurement:

1. Aircraft Fabrication, Structures and Components: This category includes structural elements, accessories, components, systems and sub-systems of manned aerial platforms, and complete manned aerial platforms. This also includes landing gear (e.g. wheels, shock absorbers and related parts for the retraction and extension of aircraft landing gear, helicopter pontoons etc.) and propulsion systems and components for aircraft (e.g. aircraft gas turbine engines, compressors, fuel systems, etc.).
2. Electronics, Information Technology (including Software), Communications and Navigation Systems and Components: This category includes communications systems, secure cyber/information systems and other Information Technologies (including software), avionics, navigation and guidance systems (e.g. Global Positioning System [GPS] based systems, gyroscopes, accelerometers) and other geomatics related systems and services (e.g. geographic information system (GIS) products and services, remote sensing services), display technologies,

digital control systems; other technologies for the receipt, exchange, analysis and integration of multiple types of data; and other electronics not elsewhere specified.

3. Electro-Optical, Radar and Sonar Systems and Components: This category includes electro-optical systems (e.g. image intensification night-vision systems, thermal imaging systems, lasers), radars, and sonar systems.

The analysis demonstrates that Canadian capability exists within these market segments. With this in mind, it is important for you to consider how you might engage Canadian capability in these areas, from design and development to production. This engagement could be directly on the CCG medium-lift helicopter procurement, or on global value chains of other similar rotorcraft products and services.

Following the Industry Day session, one-on-one consultations will be held with suppliers individually. You should be prepared to provide your views on your ability to engage companies in Canada in these areas, in order to inform the consideration and potential development of a VP related to this procurement.

The following will help guide your views:

1. In which of the market segment areas does your company have existing business relationships in Canada? What types of activities are undertaken in Canada?
2. Within the identified market segment areas, where do you think it makes business sense for your company to engage new suppliers or to increase work with current suppliers?
3. Which areas are too challenging to undertake business activities in Canada? Please elaborate on the challenges to doing business in these areas?
4. Are there other considerations that limit your abilities to do business with Canadian companies in these areas?
5. Given the limited time frame to consider the formulation of a VP on the CCG medium-lift helicopter project, how would you suggest the government leverage opportunities in the identified market segments and what is a reasonable scope for these activities?
6. As we consider a potential value proposition on CCG medium-lift helicopter, what do you most want the government to understand?

Attendance at the Industry Day and one-on-ones sessions is completely voluntary so suppliers are not obligated to attend as it is not a condition of submitting a bid.

Industry Day information

Date & Time: March 19, 2014 09:30 – 11:30
Location: Place du Portage
Room: TBD
Address: 11 Laurier Street, Gatineau, Québec

One-on-one industry consultation information (Monday to Friday)

Date & Time: March 19 – 26 13:30 – 15:30
 March 20 – 26 09:30 – 11:30
Location: Place du Portage
Room: TBD
Address: 11 Laurier Street, Gatineau, Québec

Suppliers wanting to participate in these consultation sessions are requested to contact Charlene Johnston at 613-949-9234 or by e-mail Charlene.johnston@pwgsc.gc.ca before close of business March 14, 2014 to confirm attendance at Industry Day and to book a time slot for the one-on-one industry consultations. Tel-conferencing and video-conferencing will also be made available upon request.

Sincerely,

Michael MacNeil
Supply Team Leader
819-956-0078