

**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**  
Defence Communications Division. (QD)  
11 Laurier St./11, rue Laurier  
Place du Portage, Phase III, 8C2  
Gatineau, Québec K1A 0S5

<b>Title - Sujet</b> Medium Range Radar (MRR)	
<b>Solicitation No. - N° de l'invitation</b> W8476-133817/E	<b>Amendment No. - N° modif.</b> 002
<b>Client Reference No. - N° de référence du client</b> W8476-133817	<b>Date</b> 2014-03-10
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$\$QD-023-24350	
<b>File No. - N° de dossier</b> 023qd.W8476-133817	<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 2014-05-30</b>	<b>Time Zone</b> <b>Fuseau horaire</b> Eastern Daylight Saving Time EDT
<b>F.O.B. - F.A.B.</b> Specified Herein - Précisé dans les présentes <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input type="checkbox"/> <b>Other-Autre:</b> <input checked="" type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Bright, James	<b>Buyer Id - Id de l'acheteur</b> 023qd
<b>Telephone No. - N° de téléphone</b> (819) 956-6181 ( )	<b>FAX No. - N° de FAX</b> (819) 956-0636
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>	

**Instructions: See Herein**

**Instructions: Voir aux présentes**

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

## **Medium Range Radar (MRR) - Industry Engagement – Further to RFP Amendment 001**

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 17, 2014 industry engagement session on MRR is to discuss the second objective (leveraging). In particular, as reflected in the RFP that was released on March 3, 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 MRR project and identified the following KIC market segments that are relevant to this procurement:

1. **Electro-Optical, Radar and Sonar Systems and Components; and Fire Control, Warning and Countermeasures Systems and Components:** This category includes electro-optical systems (e.g. image intensification night-vision systems, thermal imaging systems, lasers), radars, sonar systems, fire-control systems used to aid weapons in target acquisition, tracking and engagement; warning systems (e.g. technologies that detect enemy radars, enemy laser targeting systems, and approaching threats such as missiles); and countermeasures (e.g. electronic jamming equipment, smoke screens, flares to counter heat-seeking missiles).
2. **Electronics, Information Technology (including Software), Communications and Navigation Systems and Components:** This category includes military communications systems, secure cyber/information systems and other military 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 for military applications, remote sensing services for military applications), display technologies, digital control systems; other technologies for the receipt, exchange, analysis and integration of multiple types of data; and other defence electronics not elsewhere specified.

The analysis demonstrates that Canadian capability exists within these market segments. It is worth noting that these Canadian capabilities are related to the broader Intelligence,

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Surveillance and Reconnaissance markets (ISR); radar capabilities are only a part of these broader segments.

With this in mind, it is important for you to consider how you might engage Canadian capability in these areas, from design/development, to production, and In-Service Support (ISS). This engagement could be directly on the MRR procurement, or on global value chains of other similar ISR products and services.

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 market areas?
5. Given the limited time frame to consider the formulation of a VP on the MRR project, how would you suggest the government leverage opportunities in the identified market segments and what is a reasonable scope for these activities?

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Amd. No. - N° de la modif.

002

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File No. - N° du dossier

023qdW8476-133817

CCC No./N° CCC - FMS No/ N° VME

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6. As we consider a potential value proposition on MRR, what do you most want the government to understand?