

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. 003
Client Reference No. - N° de référence du client F7013-120014	Date 2014-03-26
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

Solicitation No. - N° de l'invitation

F7013-120014/F

Amd. No. - N° de la modif.

003

Buyer ID - Id de l'acheteur

003cag

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

F7013-120014

File No. - N° du dossier

003cagF7013-120014

CCC No./N° CCC - FMS No/ N° VME

CANADIAN COAST GUARD MEDIUM HELICOPTER PROCUREMENT

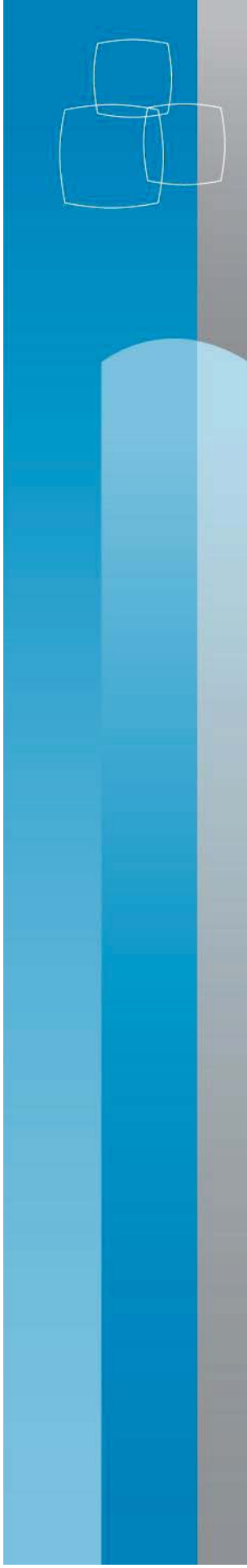
The purpose of this amendment is to make available a copy of the Defence Procurement Strategy presentation provided to industry during the March 19, 2014 Industry Day session held at Place du Portage, Phase 3, 11 Laurier St., Gatineau, Quebec. The presentation is attached.

All other terms and conditions remain the same.

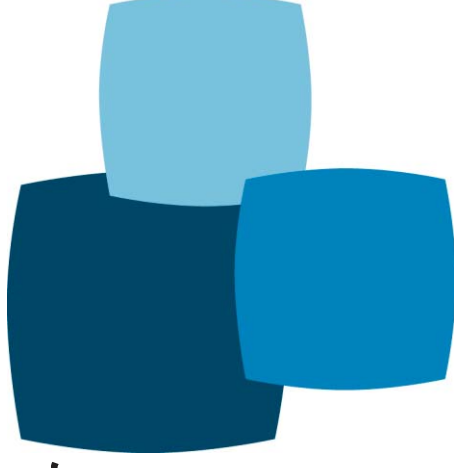


Industry
Canada

Industrie
Canada



Canadian Coast Guard Medium-Lift Helicopter (CCG MLH): Improving Economic Outcomes



March 19, 2014

Canada



- Outline the new approach – Defence Procurement Strategy
- Potential application of DPS
- Next Steps



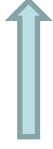
Objectives of the Defence Procurement Strategy



1. Ensure Canadian Armed Forces obtains the equipment they need
2. Streamline the procurement process
3. Improve economic outcomes from Procurement





- Industrial and Regional Benefits  **Industrial and Technological Benefits (ITB)**
- “Rated and weighted” **Value Proposition**, informed by:
 - Key Industrial Capability (KIC) Criteria
 - Analysis of KIC market segments
 - Industry engagement
- Where the Government chooses to specify a targeted, desired industrial outcome, **Mandatory Requirements** will be used as appropriate.
- Bidders will be required to submit ITB plans that:
 - Invest in Canada at 100% of contract value
 - Causality
 - Incremental
 - Regional distribution of benefits across all regions of Canada



Key Industrial Capabilities



- The assessment of KIC market segments will concentrate on areas of current strengths and potential for growth with a focus on:
 - Canadian Armed Forces Needs;
 - Innovation;
 - Export Potential
- We will be assessing KIC market segments using:
 - Analysis of global market trends
 - Global and domestic capabilities
 - Consulting with other government departments and agencies
 - **Consulting with industry stakeholders**



Key Industrial Capabilities



The government has done analysis related to the CCG MLH 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.





Helicopter related Canadian defence industry segments:

- ***Aircraft Fabrication, Structure and Components (Both fixed-wing aircraft, and helicopters/rotocraft)***
6% share of total Canadian defence industry sales
Companies within segment – nearly 60*
Share of segment's sales accounted for by its 4 leading companies – 75-100%
- ***Electro-Optical, Radar and Sonar Systems and Components; and Fire Control, Warning and Countermeasures Systems and Components***
5% share of total Canadian defence industry sales
Companies within segment – over 70*
Share of segment's sales accounted for by its 4 leading companies – 50-75%
- ***Electronics, Information Technology (including Software), Communications and Navigation Systems and Components***
8% share of total Canadian defence industry sales
Companies within segment – over 130*
Share of segment's sales accounted for by its 4 leading companies – 25-50%

Canada capabilities in these market segments include: production and system integration** on commercial or military platforms.



*659 companies accounted for total Canadian defence industry sales under a recent Statistics Canada survey, with some companies having sales under multiple segments

**36 companies illustrating Airframe related activities and 12 companies illustrating System Integration related activities in Canada were identified through analysis of international databases (IHS Jane's & Avastent)

Questions to Consider



In which of the market segment areas does your company have existing business relationships in Canada? What types of activities are undertaken in Canada?

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?

Which areas are too challenging to undertake business activities in Canada? Please elaborate on the challenges to doing business in these areas?

Are there other considerations that limit your abilities to do business with Canadian companies in these market areas?

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

As we consider a potential value proposition on CCG MLH, what do you most want the government to understand?



Next Steps

- We will seek your views in one-on-one sessions
- Feedback received by the Government will help inform the consideration of a Value Proposition

