

## **QUESTIONS FOR LEOPARD 2 INDUSTRY ENGAGEMENT**

The questions attached are information the Government of Canada is soliciting from industry during the one-on-one meetings.

1. Does your company currently have any Leopard 2 business (Canadian or Foreign)? If so, what are the contracts for? Furthermore, what goods and services can your company provide to Canada with respect to the Leopard 2 Family of Vehicles (FoV) for Repair and Overhaul (R&O) Technical Investigations and Engineering Support (TIES), Field Service Representative (FSR), and Spare Parts?
2. Does your company have any commercial licensing agreements with existing Leopard 2 suppliers (Canadian or Foreign)?
3. Based on your company's experience responding to Canadian procurement requirements, which areas within the request for proposal and resulting contract clauses could be improved from your company's perspective and what are your recommendations to improve?
  - a. Selection criteria
  - b. Basis of payment
  - c. Technical Requirement
4. What are the major cost drivers for your company when providing R&O, TIES/FSR, and sparing? (e.g. volume of work, minimum order quantities, etc.)
5. What is a reasonable/appropriate contract duration from your company's perspective for R&O and TIES/FSR?
6. Canada is exploring the option of utilizing Standing Offers (SO) for spares requirements, instead of multiple solicitations. Is there a minimum guarantee your company would require with regards to volume or value?
7. What are your company's views on bundling similar equipment into one contract vs. multiple contracts?