

THE BUILD IN CANADA INNOVATION PROGRAM (BCIP) CALL FOR PROPOSALS 005 Amendment
No. 001

The purpose of this amendment No. 001 is to:

- 1 - Give information for the National Web Bidders' Conference.**
- 2 - Inform bidders that the online proposal submission system <http://bcip-picc005.fluidreview.com/> has been updated; please ensure that you are working from the most current version of the form; and**
- 3 - Insert Attachment A – Publish questions and answers from bidders.**

1 - A National Web Bidders' Conference has been scheduled for Thursday, July 24th 2014.

| Time: 13:00 - 16:00 Eastern Daylight Time

| The webcast URL will be: <http://maxdigital.ca/BCIP-PICC>

Information regarding the National Web Bidders' Conference will be posted on the *Buy and Sell* website. The scope of the requirement outlined in the Call for Proposals solicitation will be reviewed during the National Web Bidders' Conference and questions will be answered. Any clarifications or changes to the Call for Proposals solicitation resulting from the National Web Bidders' Conference will be included as an amendment to the Call for Proposals solicitation document.

2 - The online proposal submission system at <http://bcip-picc005.fluidreview.com/> has been updated

3 – Insert Attachment A – Bidder Q&A:

Q1) How much money can I get from the Government of Canada under the Program?

A1) The program is not a contribution program. Any resulting contract from the program is limited to \$500,000 CDN under the Standard Component and \$1,000,000 under the Military component. The Office of Small and Medium Enterprises and Strategic Engagement will help to match your innovation with a federal department or agency who will then buy your innovation or a sufficient quantity thereof to test it in an operational setting and provide you with feedback. Testing Departments are identified in Schedule I, I.1 and II of the Financial Administration Act.

Q2) Our innovation falls under the Health priority area but there are no GSINs listed on the Notice of Proposed Procurement that represents our innovation, does this mean we cannot apply?

A2) The list of GSINs on the Notice of Proposed Procurement is not exhaustive. Innovations proposed under the program must fall within one of the specified priority areas. Bidders are responsible for deciding which priority area their innovation falls under.

Q3) What is meant by the Financial Capacity Clause?

A3) The financial capacity clause is derived from Treasury Board (TB) Policy, which states that “firms considered qualified are those which have the technical, financial and managerial competence to deliver

the contract. Contracting officers are responsible for verifying this information, prior to entering into a contract with a supplier”;

Q4) How can a company in start-up mode finance the proposed contract?

A4) A company must have the financial capacity to deliver the contract to mitigate the risk of the contract not being delivered and losses to both the contractor and to Canada.

Q5) What exactly is meant by "this requirement" in the Draft Contract Clauses?

A5) In the context of the BCIP “this requirement” refers to your test plan as proposed under the program;

Q6) Does the applicant have to pay any portion of the test procedure?

A6) The contract is limited to \$500,000 CDN under the Standard Component and \$1,000,000 under the Military component. If your test plan exceeds the aforementioned limitations the bidder would not meet the above mentioned mandatory requirement;

Q7) Can a third party test facility be used?

A7) the program will work with businesses to match their pre-qualified innovation with a federal department or agency who will then buy your innovation or a sufficient quantity thereof to test it in an operational setting and provide you with feedback. Testing Departments are identified in Schedule I, I.I 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. This is subject to review of the proposed test plan, the relation of the testing to a department’s need and a number of other variables. All third party testing will be handled on a case by case basis should an innovation be pre-qualified.

Q8) I have an innovation that fits under both the Military and Standard Components, which one should I submit a proposal under:

A8) Bidders can only submit their proposed innovation in one component (Standard or Military). Bidders are responsible for determining which component, priority area and detailed priority area their innovation falls under.

Q9) Once a proposal has been submitted, when can the bidder begin to sell their product?

A9) As of the day of bid closing, businesses are required to certify that their innovation is pre commercial and has not been sold on a commercial basis or that their innovation is pre commercial and is not openly available in the market place. The certification is to be valid until the date of bid closing, notwithstanding any extensions, the Call for Proposals will close September 16th 2014.

Q10) Where does one find the mandatory and rated requirements?

A10) The mandatory and rated criteria are included in the proposal submission form which is available here: <http://bcip-picc005.fluidreview.com/>

Q11) Please advise how we can access the Proposal Submission Form so that we can review the Mandatory Criteria for the BCIP bids.

A11) The proposal submission form is available here: <http://bcip-picc005.fluidreview.com/>

Q12) The link to the solicitation is broken on MERX, could you explain why?

A13) In the Spring of 2013, PWGSC launched the Buy and Sell website, all procurement notices are now published here and are available free of charge. To ensure you are accessing the most current version of Call for Proposals 005 under the BCIP please use the Buy and Sell tenders site.

<https://buyandsell.gc.ca/procurement-data/tender-notice/PW-14-00641704>.

Q14) If we have 3 innovations, can we submit 3 separate proposals, say one innovation in the Military Component and two innovations under the Standard Component, a separate innovation in each of two different priority areas?

A14) There is a limit of one proposal per Innovation under the Program. You may submit multiple proposals so long as the innovations are different.

Q15) We are interested in applying. Is the application available on-line?

A15)The proposal submission form is available here: <http://bcip-picc005.fluidreview.com/>

Q16) Is there someone we can speak to regarding our product and how the BICP can help us.

A16) As far as how the BCIP can help you, there is a program overview on the Buy and Sell website (<https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip>) or you can register to attend an information session on the program.

Q17) We currently have a client base of approximately 40 companies that vary in size. I am wondering if our company qualifies for applying to the BCIP program under these circumstances.

A17) The program is for innovations which are pre-commercial. A pre-commercial Innovation is defined on the BCIP website. <https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/program-specifics/bcip-definitions>.

Q18) What is the average timeline for a contract to be awarded under the BCIP?

A18) The average timeline for a contract to be awarded under the BCIP varies. The Call for Proposals is expected to close on September 16, 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 process of matching the innovation with a test department 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.

THERE ARE NO OTHER CHANGES TO THE SOLICITATION