



**RETURN BIDS TO:
RETOURNER LES SOUMISSIONS À:**

Proposal submission details are included in this Call for Proposals document.

Les détails concernant la soumission des propositions sont inclus dans le présent document d'appel de propositions.

**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

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Instructions : See Herein
Instructions : voir aux présentes

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Signature	Date

**THE BUILD IN CANADA INNOVATION PROGRAM (BCIP) CALL FOR PROPOSALS 005 Amendment
No. 003**

The purpose of this amendment No. 003 is to:

1 – Insert Attachment B – Webinar Questions and Answers to the Call for Proposals Solicitation document and respond to questions received by bidders during the July 24, 2014 Webinar.

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2 – Respond to questions received by bidders.

1 – Insert Attachment B – July 24, 2014 Webinar Questions and Answers to the Call for Proposals Solicitation document and add the following questions and answers:

1. About the Program

Q1 Will you share the Webinar presentation slides?

A1 Yes. The presentation will be made available in both English and French on the front page of the BCIP online bidding system at: <http://bcip-piccc005.fluidreview.com/>

Q2 Is there program representatives in my Region to speak about types of testing that can be completed in relation to my business?

A2 The program is implemented by the Office of Small and Medium Enterprises (OSME). OSME has six regional offices across the country who offer support to suppliers regardless of where they are located. For contact information for your closest regional office visit:

<https://buyandsell.gc.ca/for-businesses/contacts-for-businesses/office-of-small-and-medium-enterprises-osme-regional-offices>

Q3 What are the priority areas of the military component?

A3 Definitions of the priority areas and some illustrative examples that fall under the military component can be found at the following link: <https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/program-specifics/priority-areas#140>

Q4 Can a bidder commercialize their product after becoming pre-qualified or at some point during the testing process? How will this impact the testing process?

A4 A bidder can commercialize an innovation after the closing date of the Call for Proposals currently September 16, 2014 for which a proposal was submitted. If a sale is made during the evaluation process, the bidder will not be disqualified. However, it is expected that the Bidder will fulfill the contract with the testing department despite sale of the innovation outside of the program.

Q5 Can one company submit two separate BCIP bids for review?

A5 Yes. A bidder is permitted to submit a proposal for one or more distinct innovation. It should be noted that each innovation can only be submitted to either the standard or the military component.

Q6 Can a company re-submit, a proposal that had not satisfied all criteria in a previous submission?

A6 Yes. A bidder can re-submit an innovation that had not satisfied all requirements under a previous Call.

Q7 How can technology successfully tested through the program be included in future Request for Proposals for Public Works and Government Services Canada?

A7 A bidder who has previously participated in the program is able to bid in other Request for Proposals through Public Works and Government Services Canada at any point. This is separate from the BCIP Call for Proposals and testing process. There are no guarantees of making a sale to the government after participation in the program.

Q8 If a Bidder has an innovative service which includes an innovative technology, what is the best way to submit- as a testing service, or as a technology?

A8 It is up to the bidder to determine what would be the best way to present their innovation with appropriate testing scenarios.

Q9 With regard to evaluation of "state of the art" criteria, would a bidder be penalized for being too innovative? Specifically, our market review indicates that no other technology of this nature exists yet, so there is no comparison available to the current state of the art.

A9 The program would never penalize a Bidder for proposing an innovation that is too innovative. In fact, technology that is a 'game-changer' with regard to state of the art is encouraged. Technical evaluation is

conducted in two parts by a team of Industrial Technology Advisors (ITAs) from the National Research Council - Industrial Research Assistance Program (NRC-IRAP). These experts in the field will determine if a Bidder's product or service is an advance on the state of the art. If you have any concerns regarding this criterion, please refer to the slide illustrating advance over the state-of-art from the Bidders' conference presentation available at: <http://bcip-picc005.fluidreview.com/>

Q10 Will the testing department provide a formal report at the end of the contract with test data and/or user evaluation results?

A10 The testing department provides a standardized feedback form to the supplier upon the completion of the contract. In addition, depending on the test environment and the testing department agreement, feedback may occur throughout the innovation testing period.

Q11 Upon successful contract completion of a software or web-based application/service, what are the next steps for the testing department to purchase the product/service?

A11 Additional phases would fall outside the scope of the BCIP, and would be handled by the Testing Department. The standard Government of Canada procurement process would apply.

Q12 How often will the program run? Will it run once or twice per year? Will the Call for Proposals open and close with the same deadlines each year?

A12 Now that the program is permanent, it is anticipated that the program will open its Call for Proposals each summer and close in early fall. Calls for Proposals will only occur once per year.

Q13 Our company would like to test a simulation software product developed in-house. We are unsure of the certifications, licences and approvals required for testing the innovation in the program. Where can we find this information?

A13 The BCIP is not a certifications program. Bidders are responsible for determining if their innovation has the required certifications to support a test. If a product doesn't have basic certifications it may be unusable for testing and therefore a contract would not be possible.

Q14 Do companies submitting proposals need to suspend testing, trials, and commercialization during the evaluation process?

A14 The BCIP aims to help pre-commercial innovative Canadian businesses commercialize their products. Thus, suspending all other activities does not help companies commercialize. As long as a Bidder can fulfill the contract agreed upon with the testing department, a Bidder is free to participate in other activities. Bidders should note that the innovation must not be considered commercial prior to submission of their proposal through the program.

Q15 In our proposal, can we suggest more than one possible testing department?

A15 Yes. The identification of testing departments is for the purpose of making the matching process easier, so identifying more than one may help with the matching process. Bidders should note that only one testing department can be the lead in charge of the testing.

Q16 If our company is not at the Technology Readiness Level 7-9 yet, is there another opportunity to apply for a Call for Proposals?

A16 Yes. The BCIP is now a permanent program. The program plans to run one Call for Proposals per year, each summer. If you would like to receive updates concerning the next Call for Proposals, feel free to subscribe to our update list at: <https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/contact-bcip>.

Q17 If a testing department would like to continue using a product, but would like to upgrade some plug ins or features, would the BCIP pay for this?

A17 If the customization or adaptation to the product is part of the testing process, the changes to the product may be permitted, while other changes are unacceptable. These changes fall into two main categories: configuration or customization. See the BCIP Definitions webpage at: <https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/program-specifics/bcip-definitions>. If the Testing Department shows interest in purchasing the product or service (or a modified version of it) after testing, the Government standard procurement process will apply. This is separate from the BCIP Call for Proposals and testing process. There are no guarantees of making a sale to the testing department after participation in the program.

Q18 Can favourable testing results be used for marketing purposes

A18 Yes, one of the benefits of participating in the BCIP is that companies receive feedback on the use of their innovative goods or services in an operational setting before taking it to market. Positive feedback may be used for marketing purposes. It is requested that the Contracting Authority be notified in advance in order to give prior approval of any public announcement pertaining to the testing/results.

2. After the Evaluation

Q19 If the innovation is a software, would the testing agency/department be entitled to receive a permanent license to use the technology?

A19 You can offer a permanent license or a temporary license. Please indicate all details of your offer under Point Rated 8.6 (a) (Financial Proposal Cost Breakdown) and Point Rated 8.6 (b) (Financial Total Cost Comments) of the Proposal Submission Form. Canada reserves the right to negotiate all proposed work and costs.

Q20 What is the timeframe after winning a bid, for product delivery by the business and payment by the government.

A20 Once the Pre-Qualified Pools are made public, the Contract Award Process commences with the success of the following steps: Testing Department match, drafting the Statement of Work, Financial Capability & Certifications, Contract Negotiations & Contract Award. There are numerous variables impacting the timeline. Having a Testing Department interested at time of bid closing may shorten the Contract award process duration. The complexity of the work, negotiations & various internal or external factors will impact the timelines. A typical timeframe could be anywhere between three months and nine months. All delivery and testing must be completed by March 31, 2016. As per Treasury Board Contracting Policy, payment will usually occur 30 days after delivery, acceptance and proper invoicing.

Q21 Can you commercialize post submission and pre-approval?

A21 Yes, a Bidder can commercialize an innovation after the closing date of the Call for Proposals for which a proposal was submitted.

Q22 Who evaluates the BCIP proposals?

A22 An evaluation team composed of the National Research Council - Industrial Research Assistance Program (NRC-IRAP), Public Works and Government Services Canada (PWGSC) and/or subject matter

experts from other government departments will evaluate the proposals. The Innovation Selection Committee (ISC) will review and validate the top scoring proposals. The ISC is comprised mainly of individuals from the private sector with expertise in investment, entrepreneurship, innovation, and commercialization trends.

3. Canadian Content

Q23 How do you define the 80% Canadian content? Our product is a combination of hardware and software. The hardware was designed by our company but it's being manufactured currently overseas. The software is being developed in our Ottawa offices and it'll be loaded on the hardware once we receive it from the manufacturer. How do we determine if we're compliant with the above mandatory criteria?

A23 To meet the Canadian Content requirements a minimum of 80% of the financial proposal costs would be Canadian goods or Canadian services. The definition is available at: <https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual/5/A/A3050T/2>. The financial proposal should include costs to procure and test the innovation including innovation costs, installation costs, training, support services costs, installation costs, training costs, support services costs and other direct costs. The aggregate of the above costs must meet the Canadian content certification requirements. For more information, see the Supply Manual, 3.6 Annex: Canadian Content Policy at <https://buyandsell.gc.ca/policy-and-guidelines/supply-manual/annex/3/6>.

Q24 Would we meet the Canadian content criteria if we use licensed software? Are there any amendments specific to software industry?

A24 Any software originating from Canada will be considered as meeting the Canadian Content definition. The definition is available at: <https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual/5/A/A3050T/2>. For more information, see the Supply Manual, 3.6 Annex: Canadian Content Policy at <https://buyandsell.gc.ca/policy-and-guidelines/supply-manual/annex/3/6>. The total of proposal costs, and resulting contract costs, not meeting the Canadian Content definition must not exceed 20% of the financial proposal and resulting contract total price.

4. Confidentiality and Intellectual Property (IP)

Q25 Are patents the standard threshold for meeting the "IP ownership" criteria, or can other items such as software copyright or hardware designs, i.e. industry secrets, qualify?

A25 Patent ownership is not mandatory under the Program. See the Proposal Submission Form, Screening Criteria (SC) 2.6, IP Status and Ownership. The IP strategy for the proposed innovation must be appropriate for that sector or the industry.

Q26 Will the Company maintain ownership of their IP after the contract is completed?

A26 The Contractor retains all rights to IP under this program. As per the 2040 (2014-03-01), General Conditions - Research & Development: All Intellectual Property Rights in the Foreground Information belong to the Contractor as soon as they come into existence.

Despite the Contractor's ownership of all the Intellectual Property Rights in the Foreground Information, Canada has unrestricted ownership rights in any prototype, model, custom or customized system or equipment that is a deliverable under the Contract, including manuals and other operating and maintenance documents. This includes the right to make them available for public use, whether for a fee or otherwise, sell them or otherwise transfer ownership in them.

Q27 Does the IP process need to be fully complete by submission date?

A27 No, the IP process doesn't need to be completed by submission date. You have to explain your IP strategy and status within the Electronic Submission Form, Screening Criteria (SC) 2.6 IP Status and Ownership.

5. Eligible Proposals

Q28 Is "a pre-qualified project under the call 004" eligible to submit a new application under the new call 005?

A28 A Bidder can submit a new proposal under Call 005, but for a different innovation.

Q29 The program requires that the innovation is not commercialized. How is this measured? If the product has ever been sold? Is there some number of commercial sales permitted before it is considered commercialized?

A29 The innovation must not be openly available in the market place or has not been previously sold on a commercial basis as per the definitions of Pre-Commercial Innovation and Commercial Sales that can be found on the BCIP website at <https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/program-specifics/bcip-definitions>.

Q30 Is it possible to submit a service based on a breakthrough technology?

A30 Bidders are free to submit what they think would be attractive to a test department or what would be beneficial to them. An innovation needs to demonstrate a significant advance on State of the Art of products and services that are commercially available in that technology field. Please refer to definitions of advance on State of the Art and Pre-Commercial Innovation that can be found on the BCIP website at <https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/program-specifics/bcip-definitions>.

Q31 How do you define pre-commercialization stage for software? What if there have not been any sales yet? What happens if we get a purchase order before 16th of September but no sales take place?

A31 The innovation must not be openly available in the market place or has not been previously sold on a commercial basis as defined in Certifications required with the proposal. The definitions of Pre-Commercial Innovation and Commercial Sales are provided in BCIP Definitions. A Bidder can commercialize an innovation after the closing date of the Call for Proposals for which a proposal was submitted. Thus if a sale, is made during the evaluation process, the bidder will not be disqualified.

Q32 We had gone through the third round of the CICIP program and successfully tested with a government department. We have now developed the product further with new software and firmware development that has not been tested yet. Can we apply for this round?

A32 An innovation can be submitted if it has not previously been awarded a contract under the Program or for any previous versions of the innovation. If you have submitted the innovation or any previous version of it and it was included in a pool, the proposal validity period must be expired and a contract must not have been awarded. The innovation must meet the definition of Advance on State of Art and innovation. These definitions can be found on the BCIP website at <https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/program-specifics/bcip-definitions>.

Q33 Version # 1 of the product was made commercially available. However, based on user feedback concerning performance problems, we had to undertake R&D in the past year to develop a completely new solution method – version # 2 (no commercial sale). We are now ready to pilot test version # 2. Would we qualify for BCIP?

A33 The enhancement must represents a significant (generally patentable) improvement in functionality, cost or performance of goods and services that are considered state-of-the-art or the current industry best

practice. The innovation must meet the definition of Advance on State of Art and innovation. These definitions can be found on the BCIP website at <https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/program-specifics/bcip-definitions>.

Q34 Products that have been commercialized may be the object of an incremental innovation. Would this new version of the product qualify?

A34 No, under the BCIP, Incremental improvements, "good engineering" and technologies that would go ahead in a normal course of product development (i.e. the next version or release) are not considered as "innovations" for the purposes of this program. These definitions can be found on the BCIP website at <https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/program-specifics/bcip-definitions>.

Q35 It is my understanding that the product cannot have been commercially sold rather than commercially available. Please clarify.

A35 The innovation must not be openly available in the market place or must not have been previously sold on a commercial basis as defined in Certifications required with the proposal. The definitions of Pre-Commercial Innovation and Commercial Sales are provided in BCIP Definitions. A Bidder can commercialize an innovation after the closing date of the Call for Proposals for which a proposal was submitted. Thus if a sale, is made after the Call for Proposals closing date, the bidder will not be disqualified.

Q36 If there have been some limited sales before September 16, what is the criterion for determining if the innovation is eligible?

A36 If the submission meets the mandatory criteria of the program it will still be eligible. It must meet the Commercial Sales and Pre-Commercial Innovation requirements as defined in the BCIP website at <https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/program-specifics/bcip-definitions>.

Q37 We have a SaaS product that can also be configured as a turnkey appliance. If the SaaS product was commercially available but the appliance is not available, is that valid for BCIP testing?

A37 Yes, if the turnkey appliance is valid for BCIP testing as long as it meets the state of the art requirements as defined in the BCIP website at <https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/program-specifics/bcip-definitions>.

Q38 Are certification, licenses, approvals needed for installation safety? Or for technology licensing clearance if it is not a company IP?

A38 Bidders are responsible for determining if their innovation has the required certifications, licenses and approvals to support a test in an operational setting at time of bid closing. If the innovation does not have the basic certifications required it may be unusable for testing and therefore a contract would not be possible. If the innovation is associated with safety, diet or health requiring special certifications for use in our operations, we will expect the innovation to have the certifications before we use it. NRC-IRAP evaluators will evaluate that requirement under Stage One - Screening Criteria 1 - Readiness.

Q39 For product test, is bidder required to have liability insurance for sales to the Government of Canada?

A39 In general, the Contractor is responsible for deciding if insurance coverage is necessary to fulfill its obligation under the Contract and to ensure compliance with any applicable law. Any insurance acquired or maintained by the Contractor is at its own expense and for its own benefit and protection. It does not release the Contractor from or reduce its liability under the Contract.

6. Evaluation Procedures and Basis of Selection

Q40 Do you share your evaluation results with bidders?

A40 Yes, each Bidder will be notified of their results.

Q41 Would "innovation" be evaluated with regards to Canada or worldwide?

A41 Each Innovation will be evaluated against the global market, not just against Canadian goods and services.

Q42 Does it make a difference, during the proposal evaluation process, that we have already secured Testing Departments?

A42 Please refer to PR 8.4 Test Departments and Potential Benefits of the Electronic Submission Form. Having secured a testing department may also help the matching process as described under PART 5 - BASIS OF SELECTION, Article 2.1 Step 1 - Testing Department Match of the Solicitation Document.

Q43 We are in the "patent Pending" stage with our IP strategy. Would that add points to our proposal?

A43 As per SC 2.6 the status of patent is requested although there are no points awarded for the response. It is a Pass or Fail Screening Criteria.

Q44 Is there a preference/scoring advantage to offering a product vs. service?

A44 No, all proposals are evaluated utilizing the same criteria and scoring grid as published in the applicable solicitation.

Q45 For determining the advance on the technology state of the art - will your compare proposals to products that may have been developed by the military, is classified and is not commercially available.

A45 The BCIP evaluates innovations against what is commercially available, and not against other proposals or other pre-commercial innovations.

Q46 Is there any weighting related to each section in the point rated criteria stage? E.g. commercialization 20%, innovation 50%

A46 The evaluation criteria weighting is defined in the Proposal Submission Form.

Q47 Are there different evaluators in each priority area (ie. health vs. enabling tech)? If our innovation is applicable for multiple areas, will the evaluators be selected based on their familiarity with the subject area.

A47 An evaluation team composed of the National Research Council - Industrial Research Assistance Program (NRC-IRAP), Public Works and Government Services Canada (PWGSC) and/or subject matter experts from other government departments will evaluate the proposals for both the Standard and Military components.

Q48 What are the mandatory requirements for an applicant's management team qualifications?

A48 The Bidder must demonstrate a management structure that includes representation with relevant business, financial and technical qualifications that are appropriate for the respective industry which will enable it to move the proposed innovation into commercial markets.

Q49 Do evaluators within the Government of Canada or third party contacts sign Non-Disclosure Agreement (NDA) prior to reviewing innovation?

A49 All members of the evaluation team follow an evaluation process directive with clearly established roles and responsibilities regarding the treatment of all information in a secure and confidential manner including the use of confidentiality and non-disclosure agreements.

7. Financial

Q50 How should I price my Innovation (Manufacturer's Suggested Retail Price (MSRP), wholesale or other pricing)? Please explain.

A50 Prices must be in accordance with PWGSC Contract Cost Principles 1031-2 (<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-andconditions-manual/3/1031-2/6>). PWGSC Supply Manual will be followed in order to establish a fair price. See Cost and Profits (<https://buyandsell.gc.ca/policy-and-guidelines/supply-manual/section/10>). For more information on R&D expenses, see the Supply Manual - Cost Interpretation Bulletin - Number 07 Research and Development Expenses: <https://buyandsell.gc.ca/policy-and-guidelines/supply-manual/annex/10/5/7>.

Q51 Who pays for the testing?

A51 The program (through PWGSC) will pay the Contractor based on the resulting Contract terms and conditions for the following costs elements, as applicable: Innovation, Installation, Training, Support Services, other direct costs, travel and living, shipping and all applicable taxes. The Testing Departments will assume their own costs such as facility, employees, etc.

Q52 To what degree is amortization of prior development costs permitted within the bid price?

A52 General Research and Development costs would be part of the overhead cost elements of general R&D expenses minus any tax credits. Product Development and/or Improvement costs would be extracted from overhead and segregated for later recovery against product sales. For more information on R&D expenses, see the Supply Manual - Cost Interpretation Bulletin - Number 07 Research and Development Expenses: <https://buyandsell.gc.ca/policy-and-guidelines/supply-manual/annex/10/5/7>.

Q53 Can final certification be a part of testing cost?

A53 No. Obtaining certifications is outside the scope of the Program. BCIP will only pay for costs associated with in choosing and testing the Innovation.

Q54 When does the bidder get paid? Is it before or after the test?

A54 As per Treasury Board Contracting Policy, payment will generally occur 30 days after delivery of the goods/service, acceptance of the goods/services and proper invoicing. Each contract will have a unique basis and method of payment. Depending on the work to be done, some Contractors may receive only one payment at the end of the contract period, some may receive monthly progress payments.

Q55 If the innovation is a "web-based" software application, would the costs of hosting the web application server be covered by BCIP?

A55 Yes, if hosting costs are reasonably and properly incurred in the performance of the Contract and allowed under the Contract Cost Principles (1031-2 SACC clause: <https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual/3/1031-2/6>).

Q56 If my innovation is software, how do I determine a cost when I don't know the number of users/government testers?

A56 It is up to the Bidder to determine what would be the ideal test scenario for the Innovation proposed. If the test plan is re-scoped during contract negotiations the information of the Test Plan will be utilized to negotiate a new financial cost.

8. Proposal Submission Procedure

Q57 Where can the required information be uploaded? Also, 2 MB for a single image might not be enough.

A57 As indicated under PART 3 of the Solicitation Document, the electronic submission form is available at <http://bcip-picc005.fluidreview.com/>. The proposal is text based, but you can upload an optional image or diagram of your Innovation. 2 MB should be enough based on previous images submitted.

Q58 We are a service company and have a partner company doing most of the hardware development. We would offer the developed technology commercially. Should we put in the proposal, or the partner?

A58 Bidders are free to form joint ventures or to use sub-contractors. The bidder must be the owner of the IP for the proposed Innovation or have a license to the IP rights from a Canadian licensor. The Bidder will be the entity liable under the resulting Contract with Canada.

Q59 Can a proposal that applies to both DND and civilian applications be submitted twice, once under each Component?

A59 The Bidder must submit the proposal under only one Component.

Q60 Can Companies submit proposals under both the Standard and Military Components?

A60 Bidders may only submit an Innovation for the Standard Component or the Military Component, but not both. If two different Innovations are submitted by a Bidder, you can submit one under the Military Component and one under the Standard Component, or submit both under the same Component.

Q61 The submission form is subject to change prior to the submission date. When will this be finalized?

A61 The submission form is subject to updates until the solicitation closing date and time. Based on previous Calls, only minor updates are expected to occur. Feel free to start completing the electronic submission form as of today. If a major update was to be done, Canada would try to contact you to inform you of the change and an amendment would be published on buyandsell.gc.ca. It is recommended not to wait until the last day to submit your proposal since any proposal submitted after the bid closing date and time will not be accepted.

Q62 We have verbal confirmation from DND and SSC that they are very interested in our product (cyber security domain) and would like to participate in the testing of our product. Should we submit the proposal under the Standard Component? Can DND become a Testing Department under this component?

A62 You are free to decide under which Component your proposal will be submitted. Yes, the DND/CAF can be the Testing Department under the Standard Component. The financial proposal under the Standard Component is \$500,000.00 or less and the Contract Award process would apply.

Q63 Is there a limit on the size of a company that applies to the program?

A63 No, the BCIP is open to all Canadian suppliers.

Q64 If the innovation applies to more than two areas of the of the bid criteria including health, environment, safety and security "and" military, are we restricted to two category selection.

A64 Bidders are responsible to select the most appropriate Priority Area and Detailed Priority Area for their Innovation. This information is intended for the purpose of matching proposals to evaluators.

Q65 Our product is from the IT security domain. Do we need to provide proof a specific certifications? If yes, which ones?

A65 Bidders are responsible for determining if their innovation has the required certifications, licenses and approvals to support a test in an operational setting at time of bid closing. If a product doesn't have basic certifications it may be unusable for testing and therefore a contract would not be possible. Innovation certification requirements are addressed in the Proposal Submission form under Stage One - Screening Criteria 1 - Readiness.

Q66 Can a bidder submits something under Military in this call and under standard in the next call?

A66 A bidder can submit an Innovation under the Military Component for this Call and submit another distinct Innovation under the Standard Component under a future Call. A Bidder can submit the same Innovation under a future Call only if the first proposal was not included in a Pre-Qualified Pool. A proposed Innovation that has previously been identified in a Pre-Qualified Pool will be accepted only if the bid validity period for that proposal has expired or if the proposal was withdrawn by the Bidder.

Q67 Can a bidder submits more than one application if they are for different products and could that lead to a Standard and Military submission.

A67 A bidder can submit more than one Innovation if they are distinct. Two different products may be considered to be in fact based on the same Innovation. One key element to consider if you want to determine if two products are based on the same Innovation is the Intellectual Property.

Q68 Can a NON pre-qualified proposal from call 004 be submitted for call 005?

A68 Yes. A previously submitted Innovation that was not included in a Pre-Qualified Pool can be submitted again.

Q69 If a proposal is submitted under environment, but the technology has a better fit under health, would it be automatically transferred to that area?

A69 No, the Bidder determines the Priority Area or detailed Priority Area for the Innovation proposal. This information is requested for the purpose of matching proposals to proposal evaluators. Your proposal will be matched with the NRC-IRAP evaluators who have the most appropriate expertise to conduct the evaluation.

9. Technology Readiness Level (TRL)

Q70 Proving level of technology readiness needs some clarification. Please explain in details

A70 Please, refer to Screening Criteria 1: Readiness. You will have to describe the performance validation conducted, the technical challenges that have been addressed and the technical challenges that remain to be addressed.

Q71 For technology that has been deployed in proof-of-concept implementations, is it considered to have been already "commercially available"? Alternatively, is there a minimum \$ amount of revenue before a product is considered to have been "previously sold".

A71 Limited sales for the purpose of testing and demonstration are allowable under the BCIP. There is no minimum revenue before a product is considered to have been commercially sold.

Q72 If two sensor sub-systems are proven and demonstrable, and the proposal is for an integration for a new innovation, does this qualify at TRL 7?

A72 It is up to the Bidder to determine if the Innovation meets the TRL requirements. Bidders must demonstrate to the evaluators that the innovation meet the Readiness Screening Criteria.

Q73 Does the innovation has to be at a TRL level 7 or higher at the time of submission or at the time of evaluation?

A73 The innovation must meet the TRL 7 to 9 requirements at time of submission.

Q74 Can you speak to whether the development effort (which we understand would be minimal, given TRL 7 compliance) is still eligible under the SRED program? Especially since this is procurement as opposed to funded development by the government?

A74 The Scientific Research and Experimental Development (SR&ED) Program is a federal tax incentive program, administered by the Canada Revenue Agency (CRA). Please consult the SR&ED website: Eligibility of Work for SR&ED Investment Tax Credits Policy (<http://www.cra-arc.gc.ca/txcrdt/sred-rsde/clmng/lgblywrkfrsrdrnvtmmttxcrdts-eng.html#N1038D>).

10. Testing Departments

Q75 If the contract is for X pieces, will each of these be distributed and tested, and over what time period?

A75 It is up to the Bidder to determine what would be the ideal test scenario for the Innovation proposed. You can propose Y pieces, but the requirement could be re-scoped down to X pieces during contract negotiations based on the Testing Department requirements. As per the evaluation criteria, all delivery and testing must be completed by March 31, 2016.

Q76 Where can I find more information on variety of tests that can be done with our new prototype?

A76 It is up to the Bidder to determine what would be an ideal test scenario. The test plan can be negotiated before contract award. Also, the financial limitation must be respected.

Q77 If we submit under the Military Component, will SSC be excluded from testing it?

A77 If you submit under the Military Component, the Defence Validation Committee (DVC) will have the right of first refusal to test your innovation. If the DVC is unable to identify a strategic match within DND/CAF then the innovation could be matched with any other departments or agencies as defined under Schedule 1, 1.1, and 1.2 of the Financial Administration Act.

Q78 There is already an agreement in place for a trial pilot project with a federal ministry to try out our innovation for a 90 days period starting in September 14. Can I still apply for this program to locate other potential ministries interested?

A78 Under the BCIP, you are permitted to have had limited beta sales, trial pilot sales or any non-commercial sales. Please refer to MC-5 Commercial Sales of the Proposal Submission Form.

Q79 Can the National Research Council and multiple departments test a technology or system. For example, many departments oversee bridge conditions(as an owner or by mandate, but not as an owner)and may benefit from the same technology.

A79 No, only one testing department can be identified as the lead department to test the innovation. Another department representative could attend the testing if within their mandate and approved by the Program and the lead Testing Department.

Q80 Can a technology be tested outside of government, say in a transportation operator's business, infrastructure owner's business or infrastructure operator, where government has regulatory oversight to improve safety.

A80 A technology can be tested at any location that the testing department deems appropriate as defined within the Statement of Work of any resultant Contract.

Q81 We are a new start up tech company that focuses on Video resumes. How many departments or companies internally in your working environment could potentially test our product?

A81 Eligible Test Departments are listed under Schedule 1, 1.1 and 1.2 of the Financial Administration Act.

Q82 Will there be an opportunity to test with Agriculture Canada an organic agriculture enhancement for greenhouses?

A82 It is up to the Bidder to determine if there would be a need for their innovation within the Federal Government. The Testing Department will decide on whether or not it has the interest or mandate to test this innovation.

Q83 At what point in the process is the testing department contacted? Is it at contract award?

A83 Test Department matching is Step 1 of the Contract Award Process. It is recommended that the bidder contact the potential testing department prior to submitting the proposal submission.

Q84 Can Transport Canada be a testing department if it does not own/operate the testing site?

A84 The testing can take place at a third party location if it falls within the mandate of the Testing Department. It is recommended that the Bidder market their goods or services to potential departments prior to Proposal submission.

Q85 I have developed a unique product for rescue and protect occupants in a building. How do I present my product to Government of Canada organizations.

A85 Bidders can attend BCIP related events and activities and participate in the Calls for Proposals. If you would like to receive updates concerning the next Call for Proposals, feel free to subscribe to our update list at: <https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/contact-bcip>.

Q86 Can Crown Corporations be a Government Testing Department?

A86 Testing departments are identified in Schedule I, I.1 and II of the Financial Administration Act. The Financial Administration Act can be found here: <http://laws-lois.justice.gc.ca/eng/acts/F-11/>.

Q87 Can we ask all Government Departments to be the Testing Department?

A87 You can state in your proposal that you are open to accept any Testing Departments. Only one testing department can be the lead. Testing Departments are identified in Schedule I, I.1 and II of the Financial Administration Act. The Financial Administration Act can be found here: <http://laws-lois.justice.gc.ca/eng/acts/F-11/>

Q88 When you specify that only one Testing Department can be used, do you mean that we cannot use more than one?

A88 Only one testing department can be the lead. Testing departments are identified in Schedule I, I.1 and II of the Financial Administration Act. The Financial Administration Act can be found here: <http://laws-lois.justice.gc.ca/eng/acts/F-11/>.

Q89 How do I indicate that I already have an interested testing department?

A89 Identify the target testing department in your proposal as described in the online electronic submission form under the Point Rated Criteria - PR 8.4, Test Department and Potential Benefits.

11. Other

Q90 How does one contact the Contracting Authority?

A90 Enquiries regarding this Call for Proposals solicitation must be directed to: PICC.BCIP@pwgsc.gc.ca or 819-956-0733.

2 – At Attachment A – Bidder Q&A, insert the following questions and answers:

Q19 In order to apply to the program, do we need to have already identified potential buyers?

A19 If you have potential buyers in the government, please indicate them in your bid. However, it is not necessary to have a point of contact or potential buyers within the government as specified in point-rated criterion 8.4.

Q 20 Do we need to have a firm order?

A20 Having a firm order with the Government of Canada is not required to submit a proposal.

Q21 With respect to the standard component, if a public hospital (for example, the Hôpital Laval, the Hôtel dieu de Québec or the Hôpital de l'enfant jésus) plans to buy prototypes, would these be purchased under the BCIP, thereby costing the hospital nothing?

A21 No, potential testing departments of the BCIP are defined as those departments or agencies that fall under schedules I, I.1 and II of the *Financial Administration Act*.

Participation by the Testing Department is voluntary and subject to its ability to perform the test. The primary role of the Testing Department will be to evaluate and test the Innovation being proposed through the Call for Proposals.

The licensing and certifications required by a potential Testing Department must be considered by the Bidder.

Q22 It is our intent to submit two separate, stand alone proposals, one under the 'Military Component' and one under the 'Standard Component'. Each proposal would be for one innovation area. Is this allowable and if so would we create to separate online accounts to be able to submit both?

A22 As per the Solicitation Document, under article 3, Technical Proposal, 3.2 Bidders may submit one or more Innovations, but must submit a separate proposal for each proposed Innovation. Each proposal will be evaluated separately on its own merit. Bidders must only submit one proposal per Innovation. Any proposal(s) submitted above the said limit will not be considered.

You can submit more than one Innovation with the same account. At the home page of the electronic submission webpage, under your first proposal, you will see a button named "Create New Proposal" (bottom left of the screen). Click it and the system will ask you under which Component (Military or Standard) you want to proposal to be created.

Q23 Would BCIP review service innovations differently than other innovations and if so, would reviewers outside of the NRC-IRAP be considered?

A23 To ensure fairness to all bidders, BCIP reviews all innovations in the same manner, including services. All proposals, either goods or services, must meet all program requirements including the innovation being an Advance on State of the Art, found on the program's website (<https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/program-specifics/bcip-definitions>). An evaluation team composed of the National Research Council - Industrial Research Assistance Program (NRC-IRAP), Public Works and Government Services Canada (PWGSC) and/or subject matter experts from other government departments will evaluate the proposals for both the Standard and Military components.

Q24 The product we wish to sell/test is an enterprise software solution. With this in mind, we would essentially be proposing a licensing deal with the Federal Government. As a licensing deal, the Federal Government could in theory test this software on every single computer or only a

handful of computers in targeted departments. Therefore, how do we set a price that is realistic and not a deal breaker?

A24 It is Bidders' responsibility to submit a price for their proposed ideal test plan. You can indicate comments (such as price per user) under PR 8.6 (b), Financial Total Cost Comments, of the Proposal Submission Form. Any resulting contract from the program is limited to \$500,000 CDN under the Standard Component and \$1,000,000 under the Military component. Your proposal can not exceed those limitations. It is important to note that the BCIP will procure Innovations based on need reflecting goods and / or services that fall within or supports the operations of the Testing Departments' mandate.

Q25 I'm working on our new application for BCIP I'm wondering if my previous Procurement Business Number (PBN) is still valid for new application?

A25 Usually, there is only one active PBN per Bidder. For Call 005, you can use the same PBN used under Call 004 if it's the same entity (the same Bidder) submitting a proposal. PBN must be updated by the supplier. If you want to access your account go to:

<https://srisupplier.contractsCanada.gc.ca/index-eng.cfm?af=ZnVzZWFjdGlvbj1sb2dpbi5mb3JtJmlkPTE=>

More info can be found here: <https://buyandsell.gc.ca/for-businesses/selling-to-the-government-of-canada/register-as-a-supplier#500>

Q26 If the contract is signed between the government and the company, is it an exclusive? Must the product remain 'pre-commercial' during the contract period? If not, until when are commercial sales prohibited to be eligible? If a company has two PCP (Pest Control Products) numbers for the same product, is it possible to use one for this purpose and the other for commercial purposes at the same time?

A26 There can be no commercial sales of the innovation being bid until after bid closing, which as of today is September 16th 2014 EDT. As you stated, since the product is the same regardless of their registration number, it cannot be commercially available until after bid closing.

Q27 My question is, Should I make the proposal about our innovation for the companies (who could be clients of some government groups) or should it focus on helping the government programs?

A27 Under the BCIP, Innovations will be tested within federal government by government end users. Potential Testing Departments are defined as those departments and agencies that fall under schedule I, Schedule I.1 and Schedule 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. It is the bidder's responsibility to determine if there is a need for the proposed Innovation within the federal government. There may be proposed innovations for which a Testing Department match will not exist.

Q28 I have a software product at approximately Level 8 Readiness. But, like many software products out there, my product has a few versions of it: A basic version, a version for a specific industry & an enterprise version for a specific industry. I'm not sure whether I could/should submit 1 BCIP proposal for all the versions, or a BCIP proposal for each version. They all have different pricing.

A28 Customizations to the core innovation would not be considered different innovations and only one proposal will be allowed under the BCIP. The key to determine if different products are in fact based on the same innovation is to look at the Intellectual Property (IP) behind the products. Two products based

on the same IP would be considered the same proposed Innovation under the BCIP. You can add pricing details under section PR 8.6 (b) Financial Total Cost Comments of the Proposal Submission Form.

Q29 Our product could be used by a number of different Federal Departments, however, each would use it for a slightly different reason and therefore the justification for it would be different. Due to the limited word counts for answers, how best should we approach this?

A29 As indicated under PR 8.4 Test Departments and Potential Benefits of the Proposal Submission Form, please identify the target department(s) that, in your opinion, would be the best suited to host the proposed test. You are allowed 200 words for that section. This limitation will be the same for all bidders.

THERE ARE NO OTHER CHANGES TO THE SOLICITATION