

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

Marlene Bitsene  
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**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**  
Science Procurement Directorate/Direction de  
l'acquisition de travaux scientifiques  
11C1, Phase III  
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Gatineau, Québec K1A 0S5

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| <b>Title - Sujet</b><br>ADIS - Area Detect. and Ident. Syst  |  |
| <b>Solicitation No. - N° de l'invitation</b><br>W8476-14ASAA/A   | <b>Amendment No. - N° modif.</b><br>004      |
| <b>Client Reference No. - N° de référence du client</b><br>W8476-14ASAA  | <b>Date</b><br>2014-08-12                    |
| <b>GETS Reference No. - N° de référence de SEAG</b><br>PW-\$\$\$V-065-26698  |  |
| <b>File No. - N° de dossier</b><br>003sl.W8476-14ASAA  | <b>CCC No./N° CCC - FMS No./N° VME</b>       |
| <b>Solicitation Closes - L'invitation prend fin</b><br><b>at - à 02:00 PM</b><br><b>on - le 2015-01-30</b>   |  |
| <b>Time Zone</b><br>Fuseau horaire<br>Eastern Standard Time<br>EST   |  |
| <b>F.O.B. - F.A.B.</b><br><b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/> |  |
| <b>Address Enquiries to: - Adresser toutes questions à:</b><br>Bitsene, Marlene (065SV)  | <b>Buyer Id - Id de l'acheteur</b><br>003sl  |
| <b>Telephone No. - N° de téléphone</b><br>(819) 956-1347 ( )   | <b>FAX No. - N° de FAX</b><br>(819) 997-2229 |
| <b>Destination - of Goods, Services, and Construction:</b><br><b>Destination - des biens, services et construction:</b>  |  |

**Instructions: See Herein**

**Instructions: Voir aux présentes**

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

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**This amendment to the LOI is raised:****1- To inform industry that the ADIS procurement has been identified by the GoC as a candidate for application of the ITB/VP process.**

January 15, 2014 was the requested submission date for response to the LOI.

**Industrial and Technological Benefits (ITBs) and Value Proposition (VP) for Area Detection and Identification System (ADIS)**

*- For Information -*

**Background**

On February 5, 2014, the Government of Canada (GoC) 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.

In the past, the government's primary tool for leveraging economic benefits from defence procurements was the Industrial and Regional Benefits (IRB) Policy. With the adoption of the DPS, the IRB Policy has been transformed into the Industrial and Technological Benefits (ITB) Policy to support the government's priority to secure greater industrial benefits from defence procurements.

An additional element of the DPS is the use of a weighted and rated Value Proposition (VP). At time of bid, firms are required to submit a VP plan that demonstrates how the firm's bid will engage Canadian industry and improve economic outcomes. This plan will be evaluated and given a score, thereby becoming a factor in determining the outcome of a procurement. The weighting of a VP relative to price and quality will be determined on a procurement-by-procurement basis, but it is expected to typically be approximately 10% of the overall bid score.

Additional information on the DPS can be found online at  
<http://www.tpsgc-pwgsc.gc.ca/app-acq/stamgp-lamsmp/sskt-eng.html>

**Application of ITB/VP to ADIS**

The ADIS procurement has been identified by the GoC as a candidate for application of the ITB/VP process. The development of a VP is based on comprehensive analysis of Canadian capability and global market trends, as well as industry engagement. For the ADIS procurement to date, the GoC has:

- Reviewed independent analysis of global market trends;
- Analyzed global and domestic defence capabilities; and

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- Consulted with Regional Development Agencies (RDAs) to better understand existing Canadian capacity in this area.

The next step is to consult with potential bidders to ensure the recommended approach aligns with the objectives of the DPS and is fully implementable. To this end, the GoC will be distributing a draft VP and associated discussion questions in advance of an industry engagement initiative to be organized in September, 2014. This will be an opportunity for interested parties to provide feedback on the proposed approach and to help ensure that VP meets its mandate of strengthening the competitiveness of the defence sector, incenting significant research and technology development investments in Canada, and contributing to export-led growth in Canada.

Specifics of the industry engagement and supporting documents will be distributed by August 31, 2014.