

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

LETTER OF INTEREST
LETTRE D'INTÉRÊT

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

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|--|---|
| Title - Sujet HELICOPTER PROJECT (DFO) | |
| Solicitation No. - N° de l'invitation F7013-120014/G | Date 2014-10-16 |
| Client Reference No. - N° de référence du client F7013-120014 | GETS Ref. No. - N° de réf. de SEAG PW-\$CAG-003-24734 |
| 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 2014-11-14 | |
| Time Zone Fuseau horaire Eastern Standard Time EST | |
| 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: DEPARTMENT OF FISHERIES AND OCEANS CCG/VESSEL PROCURE/HELICOPTER PROJ 200 ELGIN ST OTTAWA Ontario K2P1L5 Canada | |

Instructions: See Herein

Instructions: Voir aux présentes

| | |
|--|--|
| Delivery Required - Livraison exigée See Herein | 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 |

CANADIAN COAST GUARD FULL FLIGHT SIMULATOR PROCUREMENT CONSULTATIVE PROCESS

REQUEST FOR LETTERS OF INTEREST

Reference: F7013-120014

This request for Letters of Interest (LOI) is to engage industry in discussion for the procurement of a Level D Full Flight Simulator (FFS) as part of the Canadian Coast Guard (CCG) helicopter fleet renewal procurement that is part of the *Long-Term Investment Strategy for the Canadian Coast Guard Fleet*. As such, The CCG Fleet Renewal Plan was created to meet these investment priorities and outlines the appropriate number, classes and mix of vessels and helicopters needed over 30 years to maintain current programs and services.

One-on-One Sessions

Industry must first sign, agree and submit the Industry Engagement Agreement (attached as Annex B). Following receipt of the signed Engagement Agreement at Public Works Government Services Canada (PWGSC), Canada will provide initial documents related to the FFS procurement and schedule meetings with industry participants individually to listen to their input, recommendations, and solutions.

All simulator Original Equipment Manufacturers (OEMs) of full flight simulators will be welcome to participate in the consultative One-on-One Sessions.

All industry consultations will be documented and this information is subject to the Access to Information Act. Canada shall not reveal any designated proprietary information to third parties.

Purpose of the Consultative Process

It is anticipated there will be a total of three rounds of One-on-One Industry Engagement Sessions with OEMs leading up to the release of the final RFP.

The One-on-One Sessions present Canada with an opportunity to obtain feedback from industry to better understand what is presently available in the marketplace and how Canada's requirements can best be met. The sessions will also allow industry to provide input on all aspects of the procurement, including evaluation of bids. The combination of CCG's operational needs and the feedback provided by industry will be essential to the writing of the final technical requirements as they evolve prior to release of the final RFP.

PWGSC will outline the process for industry engagement during round one of industry engagement.

Round 1 Industry Consultation

To facilitate discussion during the first round of industry engagement, OEMs are encouraged to prepare a presentation lasting no more than one hour providing a brief corporate overview and identifying simulator(s) from their product line that they may consider as options to meet the needs of CCG. The *Guidelines for Corporate Presentations* contains a list of pertinent information Canada would encourage OEMs to address in their presentation.

Following presentations, the rest of the session will be focused on questions from both Canada and OEMs.

Upon completion of the One-on-One Sessions, and at Canada's discretion, Canada will analyze and summarize industry input and revise solicitation document(s), as applicable.

Round 2 Industry Consultation

Round 2 is anticipated for January 2015 following the fall 2014 release of the Draft Request for Proposal (Draft RFP). This will give Canada a chance to gather feedback from industry on the documents provided.

Round 3 Industry Consultation

RFP documents will be revised based on the feedback provided in Round 2. A revised Draft RFP will be released in February or March 2015. Round 3 will follow this draft RFP release and will provide Canada and industry a final chance to discuss prior to the release of the Final RFP in spring 2015.

Draft RFP

A draft RFP for the full flight simulator will be made available on www.buyandsell.gc.ca for comments from industry prior to round two of industry engagement.

Third Party Consultation

Third parties such as Industry Associations will be consulted on an as-and-when required basis to discuss industry issues and recommendations on industry standard practices.

Registration

Participants wishing to attend the One-on-One Sessions in person and/or via video/teleconference are to register by notifying the PWGSC Point of Contact, identified herein, no later than COB

October 24, 2014. Sessions will be scheduled on a first come basis. Participants must identify themselves by their legal name, corporate address, the names of representatives attending and their respective title, office address, telephone number(s) and e-mail address. By providing the above information, the suppliers consent to the release of this information to the public. Call-in co-ordinates (i.e. phone numbers), for those wishing to participate in a video/teleconference will be provided 48 hours prior to the Session Date.

Session Details:

The particulars of the Round 1 **One-on-One Sessions** are as follows:

Date: Week of **November 10th 2014**, Monday to Friday

Time: Morning sessions: 0900 - 1200
Afternoon sessions: 1300 - 1600

Location: TBD (Ottawa / Gatineau area)

Admission: Pre-registration is required.

Point of Contact (POC):

Todd McCabe
Public Works and Government Services Canada
Place du Portage, Phase 3, 8C1
11 Laurier Street, Gatineau, QC K1A 0S5
E-mail: todd.mccabe@pwgsc-tpsgc.gc.ca
613-949-9234

Annexes

Annex A - Canadian Coast Guard Full Flight Simulator Procurement Information

Annex B - Industry Consultation Process

Additional Documentation:

The listed documentation will be provided following receipt of a signed, Industry Engagement Agreement at Annex B. The signed agreements may be mailed, fax'd or e-mailed to the POC.

- Guidelines for Corporate Presentations
- CCG Full Flight Simulator: Concept of Operations
- CCG Full Flight Simulator: Statement of Requirements

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- CCG Helicopter Mission Profiles Document
- Mission Training Scenarios for CCG Helicopters
- Building Plans for Expansion at TC ASD to House Full Flight Simulator

ANNEX A

CANADIAN COAST GUARD FULL FLIGHT SIMULATOR PROCUREMENT INFORMATION

Canada's expectations were presented to the suppliers interested in providing helicopters and full flight simulator(s) at the Industry Engagement Session held in September 2012. Potential suppliers can request a copy of this presentation from the Point of Contact in this LOI.

Upon completion of the consultative process, an RFP will be published on www.buy&sell.gc.ca

The anticipated date for release of the RFP for the full flight simulator procurement is spring 2015.

Documents may be submitted in either official language of Canada.

SCOPE

CCG helicopters are national assets assigned to the CCG regions. They support a number of CCG programs such as Aids to Navigation, Ice Breaking Services, Marine Communication Traffic Services, Search and Rescue and Environmental Response, as well as the programs of the Department of Fisheries and Oceans, and other government departments. These helicopters support activities such as ice reconnaissance, maintenance and construction of aids to navigation and telecommunications equipment, personnel and cargo transfer between ship and shore, and support to science and fisheries enforcement. The helicopters operate in all areas of Canada, including the East and West Coasts, the Arctic, Great Lakes and St-Lawrence Seaway, as well as inland waters and Canada's North.

As part of the Fleet Renewal Plan, Canada has awarded a contract to Bell Helicopters Textron Canada Limited for the purchase of 15 Bell 429 light-lift helicopters. An RFP for the procurement of medium-lift helicopters closed in July 2014 and a contract for medium-lift helicopters is expected to be awarded in the coming months. Helicopter deliveries will occur over the next three years with deliveries beginning in 2015 and extending through 2018. CCG anticipates that the new helicopters will yield increased operational and maintenance efficiencies and will have an operational service life of up to thirty years (30). Also as part of the Fleet Renewal Plan, a Full Flight Simulator will be procured to act as a comprehensive training solution for the new fleet of light and medium-lift helicopters.

FULL FLIGHT SIMULATOR

To meet the objectives for its training program, CCG envisions that the new FFS will have the following key characteristics:

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- a. A Level D FFS compliant with TP 9685 and Federal Aviation Administration (FAA), CFR 14 Part 60, having a single platform with the ability to simulate a CCG Bell 429 light-lift helicopter and the CCG Configuration A medium-lift helicopter.
 - b. The FFS, supporting both cockpits, will be housed at Transport Canada Aircraft Services Directorate (TC ASD), which is located at the Ottawa International Airport in Ottawa, Ontario. The space allocated for the FFS is shown in – *Building Plans for expansion at TC ASD*.
 - c. The full flight simulator will be maintained and operated by TC ASD with additional support from the simulator OEM on an as required basis across the anticipated 30-year operational life of the new fleet.
 - d. The FFS will act as a comprehensive training platform for Pilot Proficiency Checks (PPCs), Instrument Flight Rules (IFR) training, and mission-based training specific to the work of CCG.
 - e. The FFS will be required to have the capability to simulate the environments CCG helicopters operate in (ex. coastal, arctic and mountainous areas) and to prepare pilots for the tasks they perform with the helicopters while conducting CCG missions.
 - f. The FSS will be required to replicate CCG ships to prepare pilots for landing on and slinging heavy loads off of ships. CCG pilots use vertical reference techniques for much of this work.
 - g. CCG would also like to explore the option of having the cockpit that is not mounted on the motion platform be used as a Cockpit Procedures Trainer (CPT) or Flight Training Device (FTD). The level to which a CPT or FTD will be used has not yet been determined.

As with the current fleet of helicopters, the training program for CCG pilots will continue to be managed and delivered by personnel from Transport Canada ASD.

CCG aims to have the FFS delivered and ready for training 18-24 months after contract award.

The objectives for the FFS are further detailed in the documents provided as additional documentation to this LOI. These documentation will be provided following receipt of a signed Industry Engagement Agreement.

INDUSTRIAL TECHNOLOGICAL BENEFITS REQUIREMENT - TBD

Canada is reviewing to determine if Industrial and Technological Benefits (ITBs) will be applicable to this FFS procurement.

VALUE PROPOSITION

On February 5, 2014 Canada announced its Defence Procurement Strategy (DPS). One of the objectives of the DPS is to improve economic outcomes resulting from Defence and major Coast Guard procurements by using a weighted and rated value proposition. The details of the ratings and evaluation parameters for value propositions will be done on a procurement by procurement basis and will involve industry consultations. The CCG Full Flight Simulator Helicopter procurement is being considered for a value proposition. If, after consideration, the value proposition is to be included in this requirement the current evaluation methodology will be revised to include its weighting and rating. Bidders will be consulted and additional information will be provided during the One-on-One sessions and if applicable, outlined in the Draft and Final RFP.

SOURCING

This requirement falls under the National Security Exception (NSE). This requirement is therefore excluded from the World Trade Organization and Agreement on Government Procurement (WTO-AGP), North American Free Trade Agreement (NAFTA) and Agreement on Internal Trade (AIT), but remains governed by the Government Contract Regulations.

ANNEX B**INDUSTRY CONSULTATION PROCESS****ENGAGEMENT AGREEMENT for FULL FLIGHT SIMULATOR PROCUREMENT**

An overriding principle of the industry consultation is that it be conducted with the utmost fairness and equity between all parties. No one person or organization shall receive nor be perceived to have received any unusual or unfair advantage over the others.

This Engagement Agreement will apply beginning with the receipt of the signed Engagement Agreement at PWGSC and concluding with the release of the final Request for Proposal (RFP) on www.buyandsell.gc.ca.

All documentation provided by Canada throughout the Industry Consultative Process for the FFS, which begins with the posting of the Letter of Interest (LOI) and concludes when the final Request for Proposal is published on www.buyandsell.gc.ca, will be provided to all participants who have submitted a signed Engagement Agreement.

The Industry Consultative Process will consist of Industry Engagement Sessions and any other processes deemed necessary by the Contracting Authority.

The Industry Engagement Sessions for the Coast Guard Helicopter Fleet Renewal Procurement started with an Industry Day on September 4, 2012, hosted by PWGSC and Canadian Coast Guard (CCG), and attended by vendors.

Canada will not disclose proprietary or commercially sensitive information concerning a participant to other participants or third parties, except and only to the extent required by law.

TERMS AND CONDITIONS:

The following terms and conditions apply to the Consultative Process. In order to encourage open dialogue, participants agree to the following:

- (1) The invitation is extended to interested simulator OEMs or potential supplier/distributor of new full flight simulators. Each interested supplier may register up to ten (10) representatives to attend the One-on-One industry engagement session.
- (2) To participate in a One-on-One Session, industry representatives must first agree, sign and submit the Industry Engagement Agreement (attached as Annex B) to the PWGSC Point of Contact.

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- (3) All attendees will be required to sign-in upon arrival to the venue, and their names will be published after the event. The venue will be in the National Capital region.
 - (4) Attendees are responsible for their own transportation, accommodation, meals, parking and all other expenses.
 - (5) Participation in the Consultative Process is not a mandatory requirement for submitting a bid(s) once the final RFP is issued.
 - (6) Media cannot participate in the Consultative Process.
 - (7) No electronic recordings, audio or visual, will be permitted during the sessions.
 - (8) The LOI document is not a bid solicitation and a contract will not result from it.
 - (9) The Statement of Work (SOW) is currently being developed and is subject to change based on the evolution of the requirements, which may be as a result of information provided by industry.
 - (10) Potential respondents are advised that any information submitted to Canada in response to this LOI may be used by Canada in the development of a competitive Request for Proposal.
 - (11) The issuance of this LOI does not create an obligation for Canada to issue a subsequent RFP and does not bind Canada legally or otherwise to enter into any agreement or to accept or reject any suggestions.
 - (12) Canada assumes no responsibility or obligation with respect to the cost of preparing a response to this LOI.
 - (13) As a result of this LOI, there will be no listing of firms for the purposes of undertaking future work.
 - (14) Participants are expected to discuss their views concerning the Canadian Coast Guard (CCG) full flight simulator procurement and to provide positive resolutions to the issues in question. Everyone shall have equal opportunity to share their ideas and suggestions.
 - (15) All media questions shall be directed to PWGSC Media Relations Office at 819-956-2307.
 - (16) Participants are to direct inquiries and comments only to authorized representatives of Canada, as directed in notices given by the Contracting Authority from time to time.

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- (17) If Canada does release a RFP, the terms and conditions of the RFP shall be at the sole discretion of Canada.
- (18) Canada will not reimburse any person or entity for any cost incurred in participating in this industry consultative process.
- (19) Failure to agree, sign and submit the Engagement Agreement to PWGSC will result in the exclusion from participation in the One-on-One Sessions and any further information on this industry consultation process.
- (20) It is requested that the contact information (name, phone number, e-mail address) for the company representative be provided with this signed agreement.

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ANNEX B

CANADIAN COAST GUARD FULL FLIGHT SIMULATOR PROCUREMENT CONSULTATIVE PROCESS

INDUSTRY ENGAGEMENT AGREEMENT:

Attendance at the One-on-One Industry Engagement Sessions for the full flight simulator shall be conditional on the formal acceptance of this Industry Engagement Agreement. A duly authorized officer of the company shall sign this Industry Engagement Agreement in this regard.

Name of Company: _____

Name of individual: _____

Signature: _____

Date: _____

POINT of CONTACT

Name: _____

Phone Number: _____

Email Address: _____