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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
Science Procurement Directorate/Direction de
l'acquisition
de travaux scientifiques
11C1, Phase III
Place du Portage
11 Laurier St. / 11, rue Laurier
Gatineau, Québec K1A 0S5

Title-Sujet Build in Canada Innovation Program (BCIP) Procurement Process Processus d'approvisionnement du Programme d'innovation construire au Canada	
Solicitation No. - N° de l'invitation EN578-15BCIP/A	Date April 10, 2015
Client Reference No. - N° de référence du client EN578-15BCIP	
GETS Reference No. - N° de référence de SEAG PW-15-00679444	
File No. - N° de dossier 006sc.EN578-15BCIP	CCC No./N° CC - FMS NO. / N° VME
Solicitation Closes - L'invitation prend fin at - à 2:00 PM on - le 2015-04-23	Time Zone Fuseau horaire Eastern Daylight Time EDT
F.O.B. - F.A.B Plant-Usine : <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: Jean M. Bellec	Buyer Id - Id de l'acheteur 006sc
Telephone No. - N° de téléphone 819-956-1669	FAX No. - N° de FAX 819-997-2229
Destination of Goods, Services and Construction: Destinations des biens, services et construction : Specified Herein Précisé dans les présentes	

Instructions : See Herein
Instructions : Voir au présent

Delivery Required - Livraison exigée See Herein - Voir au présent	Delivery Offered - Livraison proposée
Vendor/Firm Name and Address Raison sociale et adresse du fournisseur/de l'entrepreneur	
Telephone No. - N° de telephone 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

REQUEST FOR INFORMATION (RFI)

TITLE: BUILD IN CANADA INNOVATION PROGRAM (BCIP) PROCUREMENT PROCESS

1. PURPOSE

This Request for Information (RFI) seeks information from industry and other stakeholders on their interest, experience(s) with, and concerns regarding the Build in Canada Innovation Program (BCIP), formerly known as Canadian Innovation Commercialization Program (CICP), competitive procurement process by providing the opportunity to give feedback on the program and its procurement strategy.

2. BACKGROUND

The Build in Canada Innovation Program (BCIP) is an initiative launched as part of the Government of Canada's commitment to promote Canada's economic growth as announced in Budget 2010. The Program is managed by the Office of Small and Medium Enterprises – Strategic Engagement (OSME-SE). In Budget 2012 BCIP was made a permanent Program.

The BCIP was created to bolster innovation in Canada's business sector and support the federal commitment to bridge the pre-commercialization gap for innovative goods and/or services. The BCIP is a Research and Development (R&D) testing and evaluation program aimed at testing and evaluating pre-commercial goods and/or services in the late-stage development. The Program has two components, Standard and Military.

Under the BCIP, Innovators are matched with a federal government department to participate in the testing of an Innovation. The Crown purchases the Innovation from the Innovator with the testing and feedback being done by a Testing Department.

3. REQUIREMENTS

BCIP is committed to ensuring it provides the best possible support to Canadian businesses, federal departments and other stakeholders, and to deliver on this commitment we would like to better understand your concerns regarding the BCIP's processes, including its competitive procurement process.

The current procurement process is described under Appendix I, Overview of the BCIP, Section C, Eligibility Requirements.

4. ACQUISITION STRATEGY

BCIP utilizes the Call for Proposals (CFP) method of supply to procure innovative goods and/or services. The CFP will result in a pre-qualified pool for both Standard and Military components. The establishment of the Pre-Qualified Pool is "approved in principle" but it does not constitute a guarantee on the part of Canada that a contract will be awarded. PWGSC Contracting will release debrief letters noting the final results of the evaluation. Recommendation for contract

award will be determined based on the maximum budget for each component and the conditional requirements process;

- 1- Testing Department Match
- 2- Statement of Work
- 3- Financial Capability and Certifications
- 4- Contract Negotiations
- 5- Contract Award.

5. QUESTIONNAIRE

The Questionnaire can be completed at the following hyperlink:

English: <https://tpsgc-pwgsc1.sondages-surveys.ca/surveys/BCIP-PICC/request-for-information-rfi/?lang=en>

French: <https://tpsgc-pwgsc1.sondages-surveys.ca/surveys/BCIP-PICC/request-for-information-rfi/?lang=fr-ca>

Responding to the Questionnaire will take from ten (10) to twenty (20) minutes depending on the number of BCIP experiences applicable to your organization. All information will be treated confidentially and will have no impact on your future participation in the BCIP.

Canada will analyze and summarize industry input and post the results on its Government Electronic Tendering Service (GETS), buyandsell.gc.ca.

Language of Response

Responses may be in English or French, at the preference of the Respondent.

6. REVIEW OF THE RFI

Canada reserves the right to request additional information for clarification during the review of the responses to this RFI.

Costs associated with preparing and submitting a response to the RFI, are the sole responsibility of the Respondent.

7. NO OBLIGATION

The issuance of this RFI does not create an obligation for Canada to issue a subsequent Call for Proposals or to negotiate any resultant contracts for the requirement and does not bind Canada legally or otherwise, to enter into any agreement or to accept any suggestions from industry.

This industry consultation process is not a Bid Solicitation and a contract will not result from this request.

Potential respondents are advised that any information submitted to Canada in response to this questionnaire may be used by Canada in the development of a subsequent competitive Call for

Proposals solicitation. However, Canada is not bound to accept any expression of interest or to consider it further in any associated documents.

Participation in this process is not a mandatory requirement for any subsequent Call for Proposals.

8. CLOSING DATE

Responses to this RFI must be submitted on-line through the above hyperlink on or before April 23, 2015

9. CONTRACTING AUTHORITY

All enquiries and other communications related to this RFI should be directed to the Contracting Officer as follows:

Jean M. Bellec
Public Works and Government Services Canada
Acquisitions Branch
Science Procurement Directorate
11 Laurier Street
Gatineau, Quebec K1A 0S5
Telephone: 819-956-1669
E-mail: picc-bcip@tpsgc-pwgsc.gc.ca

Appendix 1

Build in Canada Innovation Program

Overview of the BCIP

Acquisitions Branch

Office of Small and Medium Enterprises and Strategic Engagement

Spring 2015

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A. About the program

Created to bolster innovation in Canada's business sector, the Build in Canada Innovation Program (BCIP) formerly known as the Canadian Innovation Commercialization Program (CICP) helps companies to bridge the pre-commercialization gap by procuring and testing late stage innovative goods and services within the federal government before taking them to market by:

- Awarding contracts to entrepreneurs with pre-commercial innovations through an open, transparent, competitive and fair procurement process.
- Testing and providing feedback to these entrepreneurs on the performance of their goods or services.
- Providing innovators with the opportunity to enter the marketplace with a successful application of their new goods and services.
- Providing information on how to do business with the Government of Canada.
- The BCIP is managed by Public Works and Government Services Canada (PWGSC), and implemented by the Office of Small and Medium Enterprises (OSME). OSME advocates on behalf of small and medium enterprises in federal procurement.

B. Priority Areas



Standard Component

- Enabling technologies
- Environment
- Safety and security
- Health

Figure 1: Standard Component Priority Areas

Military Component

- Arctic and Maritime Security
- Command & Support
- Cyber-Security
- In-Service Support
- Protecting the Soldier
- Training Systems



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figure 2: Military Component Priority Areas

C. Eligibility Requirements

All proposals must meet the following Mandatory Criteria and pass the Screening Criteria of “Readiness” and “Commercialization Capacity”. Mandatory Criteria:

- The innovation must fall under one of the 4 Standard Component or one of the 6 Military Component Priority Areas;

Innovations submitted under the Standard Component be valued at \$500K or less (applicable taxes, shipping, travel and living extra, as applicable) or be valued at \$1 million or less (applicable taxes, shipping, travel and living extra, as applicable).

- The proposed innovation must not have been sold commercially. This means that the innovation cannot have been sold either here in Canada or abroad;
- Businesses must be a “Canadian bidder” as defined under Section D. BCIP Definitions ;
- Innovations must meet the 80% Canadian Content requirements. For more information please refer to the certification document section of the website;;
- Show Intellectual Property (IP) ownership or rights for the innovation.
- Innovations must obtain a minimum pass mark for “advance on state of the art” as defined by the program.

Screening Criteria:

These two screening criteria are:

- Readiness - refers to being ready to test and it’s evaluated through the Technological Readiness Levels (TRL) defined under Section E, Technology Readiness Levels; and
- Commercialization Capacity - related to the company’s ability to commercialize the innovation. The Bidder demonstrates:
 - a management structure including relevant business , financial and technical qualifications;
 - a financial strategy with the capacity, resources and expertise necessary to enter the commercial market; and
 - An appropriate intellectual property strategy for the proposed innovation.

Proposals meeting the essential requirements above will be further evaluated under the following 4 key elements :

Innovation:

Demonstrate that the innovation is an advance on the state of the art.

Commercialization:

Demonstrate that there is sufficient market potential for the innovation to sustain profitability.

Test Plan:

Demonstrate that the test plan is well thought out with clear objectives, risk mitigation strategy and realistic timelines.

Benefits:

Demonstrate that the innovation provides financial and non-financial benefits to Canadian society or the testing department.

D. BCIP Definitions

Advance on State of the Art:

A technology that is an advance on the highest level of development for current commercially available products or services. For the purposes of the BCIP, state of the art must meet the program's definition of innovation and is a key component against which innovations are evaluated to determine the level of advancement offered.

The BCIP evaluates innovations against what is commercially available, and not against other proposals or other related pre-commercial innovations which may be a similar advance on the state of the art.

Canadian Bidder:

The Bidder must be Canadian and must be submitting the bid on its own behalf. A Canadian bidder is defined as a Bidder having a place of business in Canada where the Bidder conducts activities on a permanent basis that is clearly identified by name and accessible during normal working hours.

Canadian Content:

A minimum of 80 percent of the total proposal price must consist of Canadian goods and services. For the complete Canadian content definition please refer to the certification document included in the Submit a Proposal section of the website.

Commercial Sales:

Good and/or service that is openly available in the marketplace and/or has been sold to either individuals in the public or private sector, in its current state or service offering for non-testing or development purposes.

Innovation:

- An invention, new technology or new process that is not currently available in the marketplace.
- Significant modifications to the application of existing technologies/process that are applied in a setting or condition for which current applications are not possible or feasible.
- An improvement to an existing technology/process that 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.

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.

Technology:

- The practical application of science to commerce or industry;
- Science of applying scientific knowledge to practical problems;

- An innovation based in scientific and industrial progress;
- Specific information and know-how required for development, production, or use of good/service.

Invention:

A manufacturing design or any other new and useful improvement that is new or novel, i.e. it is not commonly known or not an obvious derivative of an existing way of doing things.

Pre-Commercial Innovation:

Pre-Commercial Innovations are those in the phases of Research and Development (R&D) prior to commercialization. Pre-Commercial Innovations have been developed to a Technology Readiness Level (TRL) between 7 and 9. Pre-Commercial Innovations have not been produced in quantity, may have had some limited sales for the purpose of testing and demonstration, and are not readily available in the marketplace.

This can cover activities such as solution exploration, design and prototyping, up to the original development of a limited volume of goods and/or services in the form of a test series. Original development of a first good and/or service may include limited production or supply in order to incorporate the results of field testing and to demonstrate that the good and/or service is suitable for production or supply in quantity to acceptable quality standards.

The BCIP requires that all proposed innovations are in a state and scale that is ready for testing as of the date of proposal submission, with only limited adjustments needed depending on the needs of a testing department.

Pre-Qualified Innovation:

The BCIP uses a unique approach to procurement, competing innovations from a broad range of Industry sectors against the existing state-of-the-art. Following the Call for Proposals evaluation process, the top ranked proposals will form the Pre-qualified Pool. These “pre-qualified innovations” are not guaranteed a contract until a Testing Department has been identified and a mutual agreement is achieved on all terms and conditions of any resulting contract. Issuance of a contract is also subject to the availability of funds, and other conditions identified in the Contract Award Process in the Call for Proposals.

Testing Department:

Potential Testing Departments of the BCIP) are defined as those departments and agencies that fall under [Schedule I](#), [Schedule I.1](#) and [Schedule II](#) of the *Financial Administration Act*. Participation by the Testing Department is voluntary and subject to their 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 in order to proceed with testing must be considered by the Bidder.

E. Technological Readiness Levels (TRL)

In order to be eligible for BCIP, innovations must score a TRL that is at 7, 8 or 9. Businesses that do not fall into the stages applicable to the BCIP may consult canadabusiness.ca for grants and contributions and more information on programs that are applicable to their appropriate TRL. Additionally, the National Research Council's [Concierge Services](#) offer a database of innovation resources with one-on-one guidance and customized service from expert advisors.

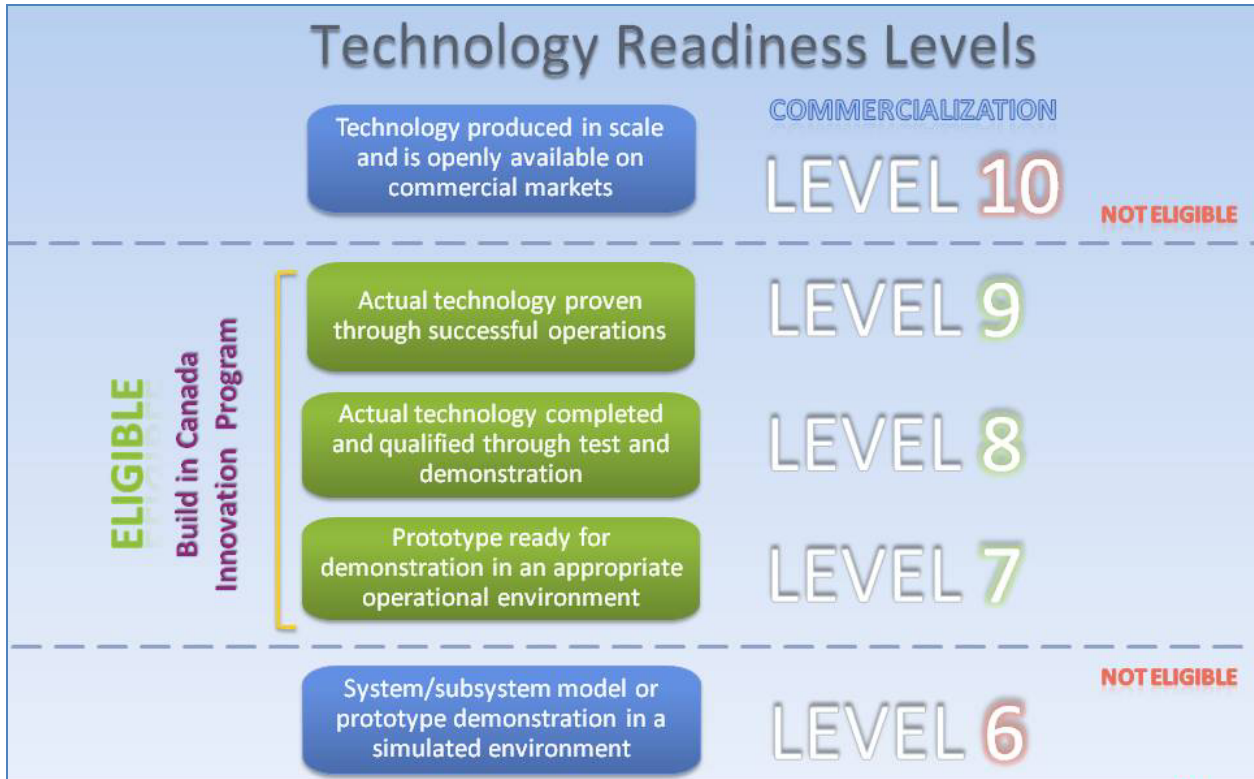


Figure 3: Activities in Research & Development that are eligible for the BCIP

E. TRL Detailed Descriptions:

Eligible for the BCIP:

Level 9: *Actual technology proven through successful deployment in an operational setting.*
At this level there is actual application of the technology in its final form and under real-life conditions, such as those encountered in operational test and evaluations. Activities include using the innovation under operational conditions.

Level 8: *Actual technology completed and qualified through tests and demonstrations.*
At this level the technology has been proven to work in its final form and under expected conditions. Activities include developmental testing and evaluation of whether it will meet operational requirements.

Level 7: *Prototype ready for demonstration in an appropriate operational environment.*
At this level the prototype should be at planned operational level and is ready for demonstration of an actual prototype in an operational environment. Activities include prototype field testing.

Not eligible for the BCIP:

Level 6: *System/subsystem model or prototype demonstration in a simulated environment.*
At this level a model or prototype is developed that represents a near desired configuration. Activities include testing in a simulated operational environment or laboratory.

Level 5: *Component and/or validation in a simulated environment.*
At this level the basic technological components are integrated for testing in a simulated environment. Activities include laboratory integration of components.

Level 4: *Component and/or validation in a laboratory environment.*
At this level basic technological components are integrated to establish that they will work together. Activities include integration of "ad hoc" hardware in the laboratory.

Level 3: *Analytical and experimental critical function and/or proof of concept.*
At this level active research and development is initiated. Activities might include components that are not yet integrated or representative.

Level 2: *Technology concept and/or application formulated.*
At this level invention begins. Once the basic principles are observed, practical applications can be invented. Activities are limited to analytical studies.

Level 1: *Basic principles of concept are observed and reported.*
At this level scientific research begins to translate into applied research and development. Activities might include paper studies of a technology's basic properties.

F. Frequently Asked Questions

General

Is this an acquisitions program or a grants and contributions program? What is the difference?

An acquisition is when the government purchases goods or services. Grants and contributions normally are used to advance general public good, general research and development, but do not benefit directly the department that is making that payment. The BCIP is an acquisitions program.

Is this program only for small and medium businesses?

No, the BCIP is open to all Canadian suppliers. This is a Research and Development acquisition process that is subject to the Agreement on Internal Trade (AIT), which provides that all suppliers be treated equally and fairly.

Will this program help my company achieve a certain certification?

No, obtaining certifications is outside the scope of the program. Health and safety as well as regulatory certifications should be in place prior to proposal submission.

Proposal submission procedure

Can a Bidder submit an innovation to both the standard and military component of the program?

No, The Bidder can only submit their proposed innovation in one component (Standard or Military).

Can a Bidder select more than one priority area in the proposal?

No, the Bidder can only select one priority area. It is the Bidder's responsibility to choose the priority area that is the best match for the innovation.

If a Bidder has more than one innovation that meets one or more of the BCIP priority areas in either component (Standard or Military), is the Bidder allowed to submit more than one proposal?

Yes, but only one proposal can be submitted for each innovation. If the Bidder has multiple innovations they are permitted to submit one innovation to the standard and the other to the military.

Eligible proposals

If my proposal is pre-qualified, is my company guaranteed a contract? If so, when can I expect it?

There is no guarantee of a contract. "Pre-qualification" means the company is eligible for a contract, conditional upon matching the innovation with a Testing Department and subsequent contract negotiations. The Call for Proposals solicitation document will provide additional detailed information.

Technology Readiness Level (TRL)

Could you clarify "ready for use"?

"Ready for use" means that the innovation has achieved a level of development in which it can be used in an operational setting. Slight adjustments to address technical compatibility issues are acceptable, as is small-scale configuration to specific operational requirements.

Can the proposal include the construction of a test model of the innovation, which can then be tested by the appropriate department?

The innovation must be ready to test at the time of the proposal submission. If the innovation is still in an earlier phase where it hasn't been constructed and is not ready to be delivered to the Testing Department, then it would not qualify under this program.

Financial

Will BCIP cover commercialization expenses (e.g. marketing launch, advertising, establishing a sales base, distribution channels)?

No, the BCIP will only pay for costs associated with purchasing and testing the innovation. All costs will be in accordance with Contract Cost Principles 1031-2, found in the Standard Acquisition Clauses and Conditions Manual.

How is the total cost of the innovation determined?

The total cost of the innovation for testing purposes must be determined by the sum of the applicable direct and indirect costs reasonably and properly incurred in the performance of the Contract, less any applicable credits. These costs must be determined in accordance with the Contractor's cost accounting practices as accepted by Canada and applied consistently over the duration of the project.

What is the maximum value of a contract under BCIP?

The maximum funding available for any contract resulting from this Call for Proposals is \$500,000.00 CAD for the Standard Component, and \$1,000,000.00 CAD for the Military Component (Applicable Taxes, shipping and Travel and Living expenses are extra, as appropriate) per proposal.

Testing Departments

How are the Testing Departments selected?

PWGSC facilitates the matching of successful Bidders with a Testing Department. The Bidder is given an opportunity in the proposal to identify a potential Testing Department, or describe the nature of federal operations that would be best suited to host the test. While all efforts will be made to find a Testing Department, there may be pre-qualified innovations for which a Testing Department match will not exist.

Can a Bidder contact potential Testing Departments?

Yes, it is recommended that the Bidder market their goods or services to potential departments as it will increase the potential for a match. However, the Bidder must develop its proposal independently.

Evaluation procedures and basis of selection

Some of the evaluators in the program will be from the private sector. Can companies associated with an evaluator, or even an evaluators' own company, submit a proposal?

A full review of proposals will be carried out by expert evaluators from the National Research Council - Industrial Research Assistance Program (NRC-IRAP). Private sector members will form the Innovation Selection Committee (ISC), which validates the review by NRC-IRAP staff. All private sector members will be required to agree to a Non-Disclosure Agreement and Conflict of Interest statements and treat all information confidentially. Should a NRC-IRAP evaluator or a member of the ISC be in a conflict of interest situation, the individual will be excused from evaluating or validating the proposal in question.

After the evaluation

How many companies will be chosen?

This will depend on the costs of the top-ranked proposals and funding available.

When do you expect to make the award?

The length of time it takes to match an innovation to a Testing Department and make a contract award can vary for a number of reasons, such as the complexity of the innovation/test plan, the number of possible applications or uses within government operations, or the length of time for testing departmental approval.