

RETURN BIDS TO:
RETOURNER LES SOUMISSIONS À:
Rick Long
11 Laurier St. / 11, rue Laurier
Portage III 8C1 - 49
Gatineau
Québec
K1A 0S5

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

Title - Sujet RCMP - HELICOPTER PROJECT	
Solicitation No. - N° de l'invitation M7594-160444/A	Date 2015-05-08
Client Reference No. - N° de référence du client M7594-160444	GETS Ref. No. - N° de réf. de SEAG PW-\$CAG-007-25129
File No. - N° de dossier 007cag.M7594-160444	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2015-05-22	
Time Zone Fuseau horaire Eastern Daylight Saving 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: Long, Rick	Buyer Id - Id de l'acheteur 007cag
Telephone No. - N° de téléphone (819) 956-0109 ()	FAX No. - N° de FAX () -
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction: Specified Herein Précisé dans les présentes	

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

Solicitation No. - N° de l'invitation

M7594-160444/A

Client Ref. No. - N° de réf. du client

M7594-160444

Amd. No. - N° de la modif.

File No. - N° du dossier

007cagM7594-160444

Buyer ID - Id de l'acheteur

007cag

CCC No./N° CCC - FMS No/ N° VME

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ROYAL CANADIAN MOUNTED POLICE HELICOPTER PROJECT

LETTER OF INTEREST

08 June, 2015

The Royal Canadian Mounted Police plans to upgrade the RCMP Air Services in British Columbia with the purchase of a new or previously owned twin engine, utility helicopter.

This LOI is neither a call for tender nor a Request for Proposal (RFP). No agreement or contract will be entered into based on this LOI. The issuance of this LOI is not to be considered in any way a commitment by the Government of Canada, nor as authority to potential respondents to undertake any work that could be charged to Canada. This LOI is not to be considered as a commitment to issue a subsequent solicitation or award contract(s) for the work described herein.

Although the information collected may be provided as commercial-in-confidence (and, if identified as such, will be treated accordingly by Canada), Canada may use the information to assist in drafting performance specifications (which are subject to change) and for budgetary purposes.

Respondents are encouraged to identify, in the information they share with Canada, any information that they feel is proprietary, third party or personal information. Please note that Canada may be obligated by law (e.g. in response to a request under the Access of Information and Privacy Act) to disclose proprietary or commercially-sensitive information concerning a respondent (for more information: <http://laws-lois.justice.gc.ca/eng/acts/a-1/>).

Respondents are asked to identify if their response, or any part of their response, is subject to the Controlled Goods Regulations.

Participation in this LOI is encouraged, but is not mandatory. There will be no short-listing of potential suppliers for the purposes of undertaking any future work as a result of this LOI. Similarly, participation in this LOI is not a condition or prerequisite for the participation in any potential subsequent solicitation.

Respondents will not be reimbursed for any cost incurred by participating in this LOI.

The LOI closing date published herein is not the deadline for comments or input. Comments and input will be accepted any time up to the time when/if a follow-on solicitation is published.

Royal Canadian Mounted Police Helicopter Project Background Information

Scope

RCMP's helicopters are national assets assigned to the RCMP's regions. They support a number of RCMP programs such as:

- Emergency Response Team
- Explosives Disposal Unit

- Police Dog Service
- Protective Services Unit
- Underwater Recovery Team
- Radio Communication Services and repair
- Border Patrol
- Other Government agencies

The helicopter will be operated primarily in the Province of British Columbia, in all areas of the province including Lower Mainland, Island, North and South east districts. The helicopter will allow the RCMP to operate and respond to requests for services 24/7/365 in a greater variety of terrain and environments. A strong visible police presence assists with crime prevention.

The missions of the RCMP helicopter fleet include, but are not limited to, the following two examples. Additional mission profiles will be made available to participants at the One-on-One sessions.

(1) Remote-based asset support: Some helicopters fly to remote sites in British Columbia to support construction and maintenance of RCMP's communication infrastructure. These helicopters are expected to have a minimum autonomy range of at least 250 nautical miles (approximately 460km).

(2) Long Range and off shore border Patrols: The ability to carry a crew of two and an Observer for up to 250 Nautical miles (approximately 460 km) with required mission surveillance equipment.

The goal of the project is to acquire one, new or previously owned light twin engine helicopter.

RCMP envisions that the helicopter will include the following key characteristics:

- Twin Engines and blade folding ability;
- Shall be proven to hold type certification in compliance with Canadian Aviation Regulations at the time of bid submission;
- Ability to fly in reduced visibility requiring Instrument Flight Rules (IFR) capability;
- Shall be certified for Night Vision Imaging System (NVIS);
- Capability to fly safely with one engine;
- Capability for over water flight;
- Cargo Capacity to sling external loads (e.g. during construction and maintenance of RCMP remote-based assets);
- Ability to land on snow and rough terrain;
- Seating capacity of at least four (4) passengers plus crew;
- Rear clamshell door cargo entry;
- Ability to operate from existing RCMP facilities and infrastructure;

The RCMP is open to discussions regarding the types of helicopters that will be required to fulfill these missions.

Sourcing

The following is indicative of some of the legislation, trade agreements and government policies that could impact any follow-on solicitation(s):

- A. Agreement on Internal Trade (AIT)
- B. Canadian Content Policy
- C. Federal Contractors Program for Employment Equity

Consultative Process

In order to ensure a successful procurement for the proposed helicopter, the RCMP will engage industry in a consultative process as the first step in this procurement. The consultative process includes One-on-One Sessions, a Draft Request For Proposal (RFP) and Third Party Consultations as required. Suppliers interested in participating in the consultative process are invited to attend these sessions. The topics of discussion will include the RCMP's requirements, the proposed selection criteria and the procurement process.

The purpose of the sessions is to obtain feedback from industry prior to the issuance of the draft RFP, The One-on-One Sessions will be held with suppliers individually and are tentatively planned between 01 and 05 June 2015.

All Helicopter Manufactures and Completion Centres with documented prior Police Completion experience only will be welcome. To participate in One-on-One Sessions, Industry must first sign and agree to the Industry Engagement Agreement (attached as Annex A). Industry is encouraged to provide written comments and recommendations on the proposed topics for discussion as well as any additional topics industry may wish to discuss.

One-on-One Sessions

Following sign-off by industry of the Engagement Agreement, the RCMP will meet with industry participants individually to listen to their response to questions, concerns, recommendations and solutions. On completion of the One-on-One Sessions, the RCMP will analyze and summarize industry input, identify topics that need to be addressed and revise solicitation document(s), as applicable.

Draft RFP

A draft RFP will be made available on the Government Electronic Tendering Service (GETS/MERX) for a comment prior to release of the RFP on GETS.

Third Party Consultation

Third parties such as Industry Associations or other government departments 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 are to register by notifying the PWGSC Point of Contact, identified herein, no later than 22 May, 2015. Participants must identify themselves by their legal name, corporate address, and the names of representatives attending, by their respective title as well as their office address, telephone number and e-mail address.

Please note that:

- (1) The invitation is extended to interested helicopter Manufactures and Completion Centres with documented prior Police Completion experience only. Due to space considerations each interested supplier may register up to four (4) representatives to attend the sessions.
- (2) Only pre-registered individuals will be admitted. There will be no registration at the door. All attendees will be required to sign-in upon arrival to the venue.
- (3) Interested suppliers are encouraged to submit questions, comments and suggested topics for discussion at the One-on-One Sessions to the Contracting Authority prior to 29 May, 2015.
- (4) Information and documents exchanged during the One-on-One Sessions will not be published in the public domain after the One-on-One Sessions.
- (5) Attendees are responsible for their own transportation, accommodation, meals, parking and all other expenses.
- (6) Media cannot participate in the Consultative Process.
- (7) No electronic recordings, audio or visual, will be permitted during the sessions.
- (8) The Statement of Requirements (SOR) is currently being developed and is subject to change based on the evolution of the requirement, which may be as a result of information provided by industry. A preliminary SOR will be provided to all registered participants prior to the One-on-One sessions.

The particulars of the One-on-One sessions are as follows:

- Date: 01 - 05 June 2015
- Time: Two-Three hour time slots will be scheduled from 0900 to 1200 and 1300 to 1500 daily;
First come first serve basis
- Location: Place du Portage Phase 4 or Teleconference
- Security: Presentations will be unclassified
- Admission: Pre-registration is required.

Point of Contact: Rick Long
Email: Rick.Long@tpsgc-pwgsc.gc.ca
Tel : (819) 956-0109

Attached Documents

Annex A - Engagement Agreement
Annex B - Proposed Discussion Topics

ANNEX A

Engagement Agreement

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 signing of this Engagement Agreement and concluding with the release of the Request for Proposal (RFP) on the Government Electronic Tendering Service (GETS).

All documentation provided by the RCMP throughout the Industry Consultative Process will be provided to all participants who have agreed to and signed this Engagement Agreement.

The Industry Consultative Process will consist of One-on-One Sessions and any other processes deemed necessary by the Contracting Authority. The consultative process will begin upon the publishing of the Letter of Interest (LOI) and will finish when the final RFP is issued.

One-on-One Sessions will be scheduled with individual vendors in order to maximize the benefits of the Consultative Process. The RCMP will endeavor to solicit comments from Participants on various issues raised. Any solutions, ideas or issues raised during the One-on-One Sessions will be first analyzed for further consideration by the RCMP. A Record of Discussion following each One-on-One session will be distributed to all participants of that individual session.

Should the Contracting Authority believe the need for further input from the participants is necessary, follow-on sessions with all participants will be considered.

Upon completion of the One-on-One sessions, and (if necessary) follow-on sessions, a draft-RFP(s) will be made available to industry for comment.

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) Participants are expected to discuss their views concerning the RCMP Helicopter Project and to provide positive resolutions to the issues in question. Everyone shall have equal opportunity to share their ideas and suggestions;
- 2) All media questions shall be directed to PWGSC Media Relations Office at 819-956-2307;
- 3) Participants are to direct inquiries and comments only to the Contracting Authority.
- 4) Media cannot participate in the Industry Consultative Process;
- 5) The RCMP is not obligated to issue any RFP, or to negotiate any contract for purchase of a helicopter as a result of this Consultative Process;

- 6) If the RCMP does release a RFP, the terms and conditions of the RFP shall be at the sole discretion of Canada;
- 7) The RCMP will not reimburse any person or entity for any cost incurred in participating in this industry consultative process;
- 8) Not participating in this consultative process will not preclude a bidder from submitting a proposal(s) in any potential follow-on solicitation(s);
- 9) Failure to agree to and sign the Engagement Agreement will result in the exclusion from participation in the One-on-One Sessions and any further information on this consultative process.
- 10) It is requested that the name, phone number and e-mail address of the company's Point of Contact be provided with this signed agreement.

Industry Engagement Agreement Acceptance:

Attendance at the One-on-One Sessions 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: _____

ANNEX B Proposed Discussion Topics

The intent of this document is to present possible topics for discussion to promote open dialogue while working in consultation and collaboration with Industry in identifying how they propose to meet Royal Canadian Mounted Police's (RCMP) helicopter requirements. This collection of topics is by no means exhaustive and the RCMP encourages participants to bring forward any other key issues that they consider to be relevant.

Consideration of responses to this document will play an important role in this consultative process by fostering open discussion.

Initiatives that fall within the scope of RCMP Helicopters are encouraged and are open to discussion during the One-on-One sessions.

Instructions:

This document template is intended to provide guidance to Industry in preparing for the RCMP Helicopter One-on-One meetings and their discussion papers. It is not expected that all questions will elicit a response; neither should submissions be constrained by the questions or topics of discussion.

Use the written format of your choice, but keep the same section numbering to facilitate the RCMP's analysis of all responses.

The number of pages of your response is not limited. However it is requested they not exceed 30 pages single sided standard business format.

Written responses are to be provided electronically in MS Word or PDF format.

Section 1: Executive Summary

- 1-1 Describe if you are an Original Equipment Manufacturer, potential supplier/distributor or qualified Completion Centre.
- 1-2 Outline your interest in the RCMP Helicopter project.
- 1-3 What products are you currently providing or recently provided that are similar to RCMP's helicopter requirements?
- 1-4 Insert your key conclusions and recommendations. Two pages maximum - use the other sections to provide details

Section 2: Capability Offering

- 2-1 Provide recommendations on how the RCMP should address landing gear configuration for rough terrain, snow and flight decks?

- 2-2 Taking into consideration such factors as Canada's Environmental Policy, fuel consumption, safety, cost and availability of parts; what would you consider to be a reasonable evaluation in this respect?
- 2-3 Provide recommendations on what methods could be used to address the need for "vertical reference" for slinging missions?
- 2-4 Provide recommendations on what methods could be used to address short and long term training.
- 2-5 What capabilities and technical requirements do you feel the RCMP requires in order to achieve the requirements identified?
- 2-6 How do you propose that the RCMP evaluate the aircraft technical requirements?
- 2-7 What elements would you consider to be mandatory for the Statement of Work and what elements should be mandatory for evaluation purposes?

Section 3: Performance Measurement

- 3-1 Describe what performance measure criteria you would include in your proposed strategy to assure the RCMP helicopter will be available when needed. For example, criteria such as aircraft availability, aircraft Flying Hours (FH), Yearly Flying Rate (YFR), aircraft schedule reliability, mission success and others could be considered.
- 3-2 What measures would be reasonable for the RCMP to take in instances where what was asked cannot be delivered?

Section 4: Transition Approach

- 4-1 What issues would you consider essential in providing the continuity for the transition period?

Section 5: Service Delivery Solutions

- 5-1 Where do you see the potential for providing improved performance standards?
- 5-2 Are there any particular areas of flexibility/relaxation of constraints to meet the proposed delivery schedule? Are there particular external factors impacting on the ability to make deliveries?
- 5-3 What would be a reasonable delivery schedule?

Section 6: Contract Terms

- 6-1 For evaluation purposes, the RCMP is considering "lowest price compliant bidder". Under this approach, Bidders would be requested at the RFP stage to proposed firm prices for several helicopter options, plus mission kits. The proposed approach would form the basis of the price

evaluation and would subsequently be incorporated into the resulting contract with the successful bidder.

6-2 Please provide any comments on this approach.

6-3 Additionally, please provide any suggestions that would allow for effective pricing strategy on this requirement.

6-4 Please provide your recommendations for options on additional aircraft after contract award.

Section 7: Risks and Benefits

7-1 Identify any potential risks and benefits to Canada. Include any mitigation strategies you would deem necessary in order for your proposed solution to be viable.

Section 8: Other Comments

8-1 Indicate any other areas of concern that the RCMP may be interested/concerned with that would aid in providing a recommendation for improvement.

8-2 Are there any other key issues that you consider relevant?