

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

**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**  
Electronics, Simulators and Defence Systems Div.  
/Division des systèmes électroniques et des systèmes de  
simulation et de défense  
11 Laurier St. / 11, rue Laurier  
8C2, Place du Portage  
Gatineau  
Québec  
K1A 0S5

<b>Title - Sujet</b> Naval Remote Weapon Station	
<b>Solicitation No. - N° de l'invitation</b> W8472-125389/B	<b>Amendment No. - N° modif.</b> 014
<b>Client Reference No. - N° de référence du client</b> W8472-125389	<b>Date</b> 2015-07-09
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$\$QF-101-24870	
<b>File No. - N° de dossier</b> 101qf.W8472-125389	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2015-07-10</b>	
<b>Time Zone</b> Fuseau horaire Eastern Daylight Saving Time EDT	
<b>F.O.B. - F.A.B.</b> Specified Herein - Précisé dans les présentes	
<b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input type="checkbox"/> <b>Other-Autre:</b> <input checked="" type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Michael Rancourt	<b>Buyer Id - Id de l'acheteur</b> 101qf
<b>Telephone No. - N° de téléphone</b> (819) 956-3930 ( )	<b>FAX No. - N° de FAX</b> (819) 956-5650
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>	

**Instructions: See Herein**

**Instructions: Voir aux présentes**

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

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This Request for Information (RFI) amendment 14 is to release responses to Industry questions submitted over the course of the RFI.

Q : It is difficult to guarantee all spent casings are capture and the requirement, as written, is interpreted as driving design.

A : The comment is acknowledged. The requirement is not intended to drive a design solution. The requirement may be rewritten prior to a future RFP.

Q: The term "Fit for but not with" is not well defined. Please clarify delivery requirement.

A: This requirement has been removed from the specifications

Q: Beyond the roll-up of fixed Project management prices, what is included in the price evaluation for repair and overhaul

A: It is anticipated the NRWS R&O price evaluation will evaluate the following:

- Project Management Fees;
- Labour Rates;
- Material Mark-ups;
- Subcontractor Services; and
- Profit Mark-up.

Q: Please identify what year is to be assumed for "Year 1" for Repair and Overhaul pricing

A: The R&O is anticipated to become active upon the successful installation of the 1 NRWS System. The Formal RFP will identify when the R&O will be activated.

Q: Please confirm that R&O rated requirements are still outstanding and will be provided in advance of a final RFP.

A: R&O rate requirements were not included in the draft RFP. If applicable, the formal RFP will identify the R&O rated requirement.

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Q: Please confirm that the hourly rates for year 4 and year 5 are optional periods like the other tables found in Schedule A

A: Year 4 and 5 are optional and will be corrected for the formal RFP

Q: From our perspective it is impossible to score all of the points even if a 100% Canadian solution was provided. Please provide clarification on the potential to maximize the points available and explain the reasoning behind the established scoring methodology. Is an over commitment the expectation, please provide an example.

A: The scoring methodology revolves around areas identified to best leverage industrial opportunities for Canadian industry. Scoring will be allocated based on the percentage of Canadian Content Value in which the Bidder, at bid time provides Identified Transactions' (i.e. Identified work packages) as well as Unidentified Value Proposition Commitments (i.e. a commitments to undertake work in a specific Value Proposition Criteria area which will be identified as Transactions at a later date) in the established Value Proposition Criteria. Higher points will be awarded for identified work and Bidders will not receive points in excess of their bid price.

Q: Naval Remote Weapon Station Value Proposition - Draft Bidder Evaluation Scenarios, page 72, Amendment 007:

During Industry Consultations on the scoring of Value Proposition proposals Industry Canada stated that the transactions presented by the contractor would be scored against each criteria and that contractors would be credited points in multiple criteria even if they overlapped. In other words if a contractor provided work to a Canadian SME they would receive points in two categories. For example, points would be awarded for a transaction in both the Canadian Business and Canadian SME Business categories should these categories be included in the VP. Will this approach also apply to the award of points between the committed and identified work?

In the example provided transactions are identified as "Commitments to Undertake Work" in a specified Defence Sector(s) and Identified Transactions in a specified Defence Sector(s).

(1) Is the Identified Transaction referred to in the example the normal transaction generally provided in the Industry Canada ITB Instruction to Bidders, RFP and Terms and Conditions?

(2) How are the Commitments to Undertake Work made and documented in the proposal?

(3) When scoring in the categories of "Commitment to Undertake Work" and "Identified Transactions" which define actual work, is the Identified Transaction category considered a subset of the Commitment to Undertake Work or is the Commitment to Undertake Work defined as only that part of the work being committed to which has not been presented as Identified Transactions?

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A: The value of any Identified Transaction and their application against one or more Value Proposition Criteria will need to be identified by Bidders in their proposal. For instance, a Bidder would need to indicate that a single Identified Transaction directly for the procurement and also involving an SMB supplier would be used for the Defence Direct Value Proposition Criteria and the Canadian Supplier Development Value Proposition Criteria. For evaluation purposes the scoring of Unidentified Value Proposition Commitments and Identified Transactions are mutually exclusive of one another.

The Identified Transaction represent 'Transactions' as widely provided in the Industry Canada Instruction to Bidders, RFP and Terms and Conditions.

Unidentified VP Commitments dollar value will have yet to be identified; for bid proposal, it is asked that Unidentified VP Commitments be provided by the Bidder in the form of percentages within the respective VP Criteria.

'Identified Transactions' (i.e. Identified work packages within the specified VP Criteria) as well as Unidentified VP Commitments (i.e. commitments to undertake work within a specified VP Criteria which will be identified as Transactions at a later date) form to make the Bidder's 'Commitment'. For bid evaluation, both Identified Transactions and Unidentified VP Commitments will be evaluated against their specified VP Criteria, and the collective total of would be captured in the Terms and Conditions as the Contractors Commitment. For example:

Identified Transactions + Unidentified Value Proposition Commitments = Commitment