

**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 0B2 / Noyau 0B2  
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  
Military Aircraft / Aéronefs Militaires  
11 Laurier St. / 11, rue Laurier  
8C1, Place du Portage  
Gatineau  
Québec  
K1A 0S5

<b>Title - Sujet</b> INDUSTRY DAY- MAISR ACQUISITION	
<b>Solicitation No. - N° de l'invitation</b> W8486-148564/E	<b>Date</b> 2015-09-21
<b>Client Reference No. - N° de référence du client</b> W8486-148564	<b>GETS Ref. No. - N° de réf. de SEAG</b> PW-\$\$\$B-238-25367
<b>File No. - N° de dossier</b> 238bb.W8486-148564	<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 2015-11-06</b>	
<b>Time Zone</b> <b>Fuseau horaire</b> Eastern Standard Time EST	
<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> Franzini, Laura	<b>Buyer Id - Id de l'acheteur</b> 238bb
<b>Telephone No. - N° de téléphone</b> (819) 956-1154 ( )	<b>FAX No. - N° de FAX</b> (819) 956-0648
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>  Specified Herein Précisé dans les présentes	

Instructions: See Herein

Instructions: Voir aux présentes

<b>Delivery Required - Livraison exigée</b> See Herein	<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/</b> <b>de l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b>   <b>Signature</b>   <b>Date</b>	

Solicitation No. - N° de l'invitation

W8486-148564/E

Amd. No. - N° de la modif.

Buyer ID - Id de l'acheteur

238bb

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

File No. - N° du dossier

CCC No./N° CCC - FMS No/ N° VME

W8486-148564

238bbW8486-148564

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Letter of Interest reference number W8486-148564/E for the Manned Airborne Intelligence Surveillance Reconnaissance (MAISR) requirement is detailed in the attached document and associated Annexes.

**MANNED AIRBORNE INTELLIGENCE SURVEILLANCE AND RECONNAISSANCE  
(MAISR) PLATFORM  
CONSULTATIVE PROCESS  
LETTER OF INTEREST – AIRCRAFT ACQUISITION  
Reference: W8486-148564/E  
September 21, 2015**

**Overview**

The Department of National Defence (DND) has a requirement to acquire an enduring, operational level, multi-sensor MAISR capability, deployable on short notice to provide dedicated support to DND operations domestically or internationally.

**Background**

On 20 September 2013, an industry engagement consultation was held in support of the MAISR requirement. During that industry engagement, information was solicited and, as a result, the Government of Canada has since refined the MAISR requirement.

The Government of Canada intends to proceed with a three element procurement strategy:

Element 1: Competitively procure three (3) new, or nearly new, Beechcraft King Air 350ER aircraft;

Element 2: Procure Prime Mission Equipment (PME) integration services via a Foreign Military Sales (FMS) case, competed by the United States Government; and

Element 3: Competitively procure In-Service Support (ISS) services for the three (3) Beechcraft King Air 350ER aircraft.

**Aim**

The aim of this Letter of Interest (LOI) is to engage industry to discuss Element 1, the procurement of three (3) King Air 350ER Aircraft.

**Consultative Process**

To ensure a successful procurement for the provision of the Beechcraft King Air 350ER aircraft (Element 1) and ISS (Element 3), Canada will continue to engage industry in a consultative process. This consultative process will include hosting industry engagement sessions, holding One-on-One meetings and posting draft Request for Proposals on the Government Electronic Tendering Site (GETS), BuyandSell.gc.ca.

The purpose of these industry engagement consultations is to obtain feedback from industry regarding the technical requirement, selection criteria, price, availability and Value Proposition / Industrial Technological Benefits.

## **Registration**

All Participants who wish to participate in the plenary and One-on-One sessions for Element 1, aircraft acquisition are required to sign and agree to the Rules of Engagement Agreement (attached as Annex A, Appendix 1) and the Non-Disclosure Agreement (attached as Annex B).

Upon receipt of the signed Non-Disclosure Agreement, Canada will distribute draft project documentation and the Industrial Technological Benefits and Value Proposition consultative brief. This information package will be distributed no later than one week prior to the industry day.

To register for the and One-on-One sessions, Participants must fill in the Registration Sheet with the three (3) most preferred time slots, as attached at Annex A, Appendix 2 and e-mail the completed attachments to the PWGSC Point of Contact, identified herein, no later than COB October 21, 2015. Sessions will be scheduled on a first come basis. Participants must identify themselves by their legal name, corporate address, the names of all representatives attending by their respective title as well as their office address, telephone number(s) and e-mail address. Call-In co-ordinates, for those wishing to participate in a teleconference will be provided 24 hours prior to the industry session date.

## **Format and Dates**

The Industry Day will consist of a plenary session open to all Participants and One-on-One sessions, as requested by Participants.

The Industry Day plenary session will be held on 26 October, 2015 from 8:30-10:30. The One-On-One sessions will be available for Participants who have registered as described above on 26 October 2015, from 11:00-15:00, on 27 October 2015, from 8:30-15:45 through to 30 October 2015, from 8:30-15:45. These individual sessions will provide another opportunity for both Government and Industry to interact and discuss the presented material. Both the plenary and individual sessions will have teleconferencing available.

## **Plenary Session**

Canada will hold a plenary session, this is where Participants will be presented with the latest material on the MAISR aircraft acquisition from the Government of Canada.

The outline of the plenary session will be as follows:

### **Department of National Defence**

1. MAISR Project Overview
2. Aircraft Technical Requirement
3. Aircraft Technical Evaluation
4. Aircraft Security Requirement
5. Aircraft Timelines

## 6. Questions

### **Industry Canada**

1. Defence Procurement Strategy Overview
2. Industrial and Technological Benefits Objectives
3. Value Proposition Evaluation Framework
4. Questions

### **One-on-One Sessions**

Canada will hold One-on-One sessions with interested industry Participants to listen to their recommendations and questions. On completion of the One-on-One Sessions, Canada will analyze and summarize industry input, and identify topics that need to be addressed, if applicable.

Industry Participants are encouraged to provide written comments and recommendations as per the response template at Annex C, on the proposed topics for the One-on-One sessions, as well as any additional topics they may wish to discuss. Annex C submissions not received one week prior to the industry day may not be discussed during the One-on-One sessions.

Note that the One-on-One sessions will be held with industry Participants individually and no content will be published on [www.BuyandSell.gc.ca](http://www.BuyandSell.gc.ca).

### **Element 3: MAISR In-Service Support**

It is Canada's intent to hold a separate Industry Day and One-on-One sessions beginning in December 2015.

## **NOTES TO INTERESTED INDUSTRY PARTICIPANTS**

This LOI is neither a call for tender nor a Request for Proposal (RFP), and no agreement or contract for the procurement of the equipment stated above will be entered into solely as a result of this LOI. This announcement does not constitute a commitment by Canada. Canada does not intend to award a contract on the basis of the notice or otherwise pay for the information solicited. Any and all expenses incurred by the Respondent in pursuing this opportunity, including the provision of information and potential visits, are at the Respondent's sole risk and expense.

Any discussions on this subject with project staff representing DND, PWGSC Industry Canada, or any other Government of Canada representative, or other personnel involved in project activities, shall not be construed as an offer to purchase or as commitment by DND, PWGSC, Industry Canada or the Government of Canada as a whole.

The documents / information / data collected may be provided as commercial-in-confidence; however, Canada reserves the right to use the information to assist them in

drafting performance specifications and for budgetary purposes in consultation with both national and international stakeholders. Requirements are subject to change, which may be as a result of information provided in response to this LOI. Participants are advised that any information submitted to Canada in response to this LOI may, or may not, be used by Canada in the development of the potential subsequent RFP. 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.

Participants responding to this LOI should identify any submitted information that is to be considered as either company confidential, proprietary or if the response contains controlled goods.

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.

There will be no short-listing of vendors 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 RFP.

Media cannot participate in the plenary session or One-on-One sessions.

No electronic recordings, audio or visual, will be permitted during the sessions.

The Statement of Work (SOW) 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.

**Point of Contact:**

Laura Franzini

Contracting Authority

Telephone: 819-956-1154

E-mail: [TPSGC.PRSRAP-MAISR.PWGSC@pwgsc.gc.ca](mailto:TPSGC.PRSRAP-MAISR.PWGSC@pwgsc.gc.ca)

**Attached Documents:**

Annex A – Rules of Engagement

Appendix 1 – Rules of Engagement Agreement

Appendix 2 – Sign-Up Sheet

Annex B – Non-Disclosure Agreement

Annex C – Response Template - One-on-One Sessions

**MANNED AIRBORNE INTELLIGENCE SURVEILLANCE AND RECONNAISSANCE (MAISR) SYSTEM**  
**LOI W8486-148564/E**  
**ANNEX A**  
**AIRCRAFT ACQUISITION RULES OF ENGAGEMENT**

**RULES OF ENGAGEMENT:**

1. This Industry consultative process will be conducted with the utmost fairness and equity between all Parties. No individual or organization must receive nor be perceived to have received any unusual or unfair advantage during this consultation.
2. Participation in this industry consultation process requires attendees to sign and return the Rules of Engagement Agreement attached at Annex A, Appendix 1 and the Non-Disclosure Agreement attached at Annex B. By signing Annex A, Appendix 1, Participants agree to abide by the Rules of Engagement (ROE) contained herein. By signing Annex B, Participants agree to abide by the terms set out therein. 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), [www.BuyandSell.gc.ca](http://www.BuyandSell.gc.ca).
3. In order to maximize the benefits of the consultative process, Canada will endeavor to solicit relevant feedback from Participants on various topics raised. Questions referenced are attached at Annex C.
4. Canada intends to communicate the content of the plenary session via [www.BuyandSell.gc.ca](http://www.BuyandSell.gc.ca).
5. Questions, clarifications and information of a proprietary nature must be clearly identified as "proprietary" or "Commercial-in-Confidence" by Participants.
6. Canada intends to distribute the names and coordinates of all participants to all those in attendance at the end of the Industry Interaction. Should a participant not want their name and coordinates distributed, please indicate so in Annex A, Appendix 1.

**Terms and Conditions:**

7. The following terms and conditions apply to the consultative process. In order to encourage open dialogue, Participants agree to the following:
  - a. Participants must register for the One-on-One sessions by signing and returning the Rules of Engagement Agreement, no later than 21 October 2015. Participants can indicate their preferred time slot in their request for registration by filling out Annex A, Appendix 1. The time slots of the One-on-One sessions are indicated in Annex A, Appendix 2. Participants are requested to identify if they will attend in person or by teleconference. A maximum of five (5) Participants can sign up to the One-on-One sessions;
  - b. Registration of participants must be submitted by e-mail to **TPSGC.PRSRAP-MAISR.PWGSC@tpsgc-pwgsc.gc.ca**;
  - c. Canada requires Participants to NOT reveal or discuss any information or documentation to the Media regarding the MAISR Project during this consultative process. If Participants receive a question from the Media, Participants are to direct the Media to contact the PWGSC Media Relations Office at 819-956-2315;

**MANNED AIRBORNE INTELLIGENCE SURVEILLANCE AND RECONNAISSANCE (MAISR) SYSTEM**  
**LOI W8486-148564/E**  
**ANNEX A**  
**AIRCRAFT ACQUISITION RULES OF ENGAGEMENT**

- d. Media cannot participate in the industry plenary session or One-on-One sessions;
  - e. Canada is not obligated to issue any RFP, or to negotiate any contract for the MAISR Project;
  - f. If Canada does release an RFP, the terms and conditions of the RFP must be subject to Canada's absolute discretion;
  - g. Canada will not reimburse any person or entity for any cost incurred in participating in this industry consultative process;
  - h. Participation is not a mandatory requirement. Should a company miss any part of the industry consultative process, they will still be eligible to participate in the consultation process and submit a proposal later on;
  - i. Failure to agree to and sign the ROE will result in the exclusion from participation in the industry consultation sessions and one-on-one sessions. For greater clarity, agreement with the ROE means compliance with the ROE, and;
8. The terms and conditions outlined above are to be respected by all Participants, in order to ensure a fair consultation process and generate a discussion that will be beneficial to both Canada and Industry. Failure to comply with any of those may result in the company becoming ineligible to continue as a participant of the MAISR industry consultative process.
9. By signing this document, the individual represents that he/she has full authority to bind the company listed below and that the individual and the company agree to be bound by all the terms and conditions contained herein.
10. A copy of the ROE must be signed by each individual representative participating in the One-on-One sessions.
11. Participation in the consultative process is not a condition or prerequisite for the participation in any RFP.



**MANNED AIRBORNE INTELLIGENCE SURVEILLANCE AND RECONNAISSANCE (MAISR) SYSTEM**  
**LOI W8486-148564/E**  
**INDUSTRY ENGAGEMENT SESSION**  
**APPENDIX 1 TO ANNEX A**  
**AIRCRAFT ACQUISITION RULES OF ENGAGEMENT AGREEMENT**

**RULES OF ENGAGEMENT AGREEMENT**

Attendance at the Plenary session and One-on-One industry engagement sessions for the MAISR 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. Time slots for the One-on-One sessions are attached at Annex A, Appendix 2.

**Name of Company:** \_\_\_\_\_

☐ In-person    ☐ Teleconference call Preferred date(s) & time(s): \_\_\_\_\_

Language of Preference: ☐ English    ☐ French

Distribution of Coordinates to other Industry Participants   ☐ Yes    ☐ No

If "No", which participants (please list): \_\_\_\_\_

1. Name and Title of individual: \_\_\_\_\_

Phone Number: \_\_\_\_\_ E-mail: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

2. Name and Title of individual: \_\_\_\_\_

Phone Number: \_\_\_\_\_ E-mail: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

3. Name and Title of individual: \_\_\_\_\_

Phone Number: \_\_\_\_\_ E-mail: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

4. Name and Title of individual: \_\_\_\_\_

Phone Number: \_\_\_\_\_ E-mail: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

5. Name and Title of individual: \_\_\_\_\_

Phone Number: \_\_\_\_\_ E-mail: \_\_\_\_\_

Signature: \_\_\_\_\_ Date: \_\_\_\_\_

**MANNED AIRBORNE INTELLIGENCE SURVEILLANCE AND RECONNAISSANCE (MAISR) SYSTEM  
LOI W8486-148564/E**

**APPENDIX 2 TO ANNEX A**

**AIRCRAFT ACQUISITION ONE-ON-ONE SESSION TIME SLOTS**

**October 26, 2015 to October 30, 2015**

# One-on-One Meetings

PWGSC	DND	Industry Canada	Fairness Monitor
Laura Franzini	Caroline Porter	Andrew Muir	Bruce Maynard
Dean Snow	Abraham Bach	Linda Piovesan	Peter Woods
	Kelvin Hamilton		
	Marc Ducharme		

**Monday October 26, 2015**

<b>8:30 – 10:30</b>	<b>Day 1</b>	<b>PLENARY SESSION</b>
<b>11:00 – 12:30</b>		<b>SLOT 1</b>
<b>12:30 – 13:15</b>		<b>LUNCH BREAK</b>
<b>13:30 – 15:00</b>		<b>SLOT 2</b>

**Location: Plenary Session - 11 Rue Laurier, Gatineau, QC, Place du Portage, Phase 3, Tower C.  
One-on-One Session – Place du Portage, Phase 3, Tower C.**

**Tuesday October 27, 2015**

<b>8:30 – 10:00</b>	<b>Day 2</b>	<b>SLOT 3</b>
<b>10:15 – 11:45</b>		<b>SLOT 4</b>
<b>11:45 – 12:30</b>		<b>LUNCH BREAK</b>
<b>12:30 – 14:00</b>		<b>SLOT 5</b>
<b>14:15 – 15:45</b>		<b>SLOT 6</b>

**Location: 11 Rue Laurier, Gatineau, QC, Place du Portage, Phase 3, Tower C.**

**MANNED AIRBORNE INTELLIGENCE SURVEILLANCE AND RECONNAISSANCE (MAISR) SYSTEM**  
**LOI W8486-148564/E**  
**APPENDIX 2 TO ANNEX A**  
**AIRCRAFT ACQUISITION ONE-ON-ONE SESSION TIME SLOTS**

**Wednesday, October 28, 2015**

8:30 – 10:00	<b>Day 3</b>	<b>SLOT 7</b>
10:15 – 11:45		<b>SLOT 8</b>
11:45 – 12:30		<b>LUNCH BREAK</b>
12:30 – 14:00		<b>SLOT 9</b>
14:15 – 15:45		<b>SLOT 10</b>

**Location: 11 Rue Laurier, Gatineau, QC, Place du Portage, Phase 3, Tower C.**

**Thursday, October 29, 2015**

8:30 – 10:00	<b>Day 4</b>	<b>SLOT 11</b>
10:15 – 11:45		<b>SLOT 12</b>
11:45 – 12:30		<b>LUNCH BREAK</b>
12:30 – 14:00		<b>SLOT 13</b>
14:15 – 15:45		<b>SLOT 14</b>

**Location: 11 Rue Laurier, Gatineau, QC, Place du Portage, Phase 3, Tower C.**

**Friday, October 30, 2015**

8:30 – 10:00	<b>Day 5</b>	<b>SLOT 15</b>
10:15 – 11:45		<b>SLOT 16</b>
11:45 – 12:30		<b>LUNCH BREAK</b>
12:30 – 14:00		<b>SLOT 17</b>
14:15 – 15:45		<b>SLOT 18</b>

**Location: 11 Rue Laurier, Gatineau, QC, Place du Portage, Phase 3, Tower C.**

**MANNED AIRBORNE INTELLIGENCE SURVEILLANCE AND RECONNAISSANCE (MAISR) SYSTEM**  
**LOI W8486-148564/E**  
**ANNEX B**  
**AIRCRAFT ACQUISITION NON-DISCLOSURE AGREEMENT**

**NON-DISCLOSURE AGREEMENT**

Distribution of the information package for the MAISR shall be conditional on the formal acceptance of this Non-Disclosure Agreement. Each participant who will have access to the information package must sign the Non-Disclosure Agreement.

I, \_\_\_\_\_ (name), recognize that in the course of my work as an employee of \_\_\_\_\_, I may be given access to information by or on behalf of Canada, pursuant to the LOI W8486-148564/E. For the purposes of this agreement, information includes but not limited to: any documents, instructions, guidelines, data, material, advice or any other information whether received orally, in printed form, recorded electronically, or otherwise and whether or not labeled as proprietary or sensitive, that is disclosed to a person or that a person becomes aware of during the Letter of Interest process.

I agree that I will not reproduce, copy, use, divulge, release or disclose, in whole or in part, in whatever way or form any information described above to any person other than a person employed by Canada. I undertake to safeguard the same and take all necessary and appropriate measures, including those set out in any written or oral instructions issued by Canada, to prevent the disclosure of or access to such information in contravention of this agreement.

I also acknowledge that any information provided to the Company Participant by or on behalf of Canada must be used solely for the purpose of responding to the LOI and must remain the property of Canada or a third party, as the case may be.

I agree that the obligation of this agreement will survive the completion of the LOI.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

**MANNED AIRBORNE INTELLIGENCE SURVEILLANCE AND RECONNAISSANCE (MAISR) SYSTEM  
LOI W8486-148564/E  
AIRCRAFT ACQUISITION ONE-ON-ONE SESSION  
ANNEX C  
RESPONSE TEMPLATE**

**Header Information in Company's format**

**MANNED AIRBORNE INTELLIGENCE SURVEILLANCE RECONNAISSANCE PROCUREMENT  
(MAISR)  
Industry Engagement  
Proposed Discussion Topics  
DATE  
Company ABC Response**

This template is being provided to assist Industry and Canada to prepare for One-on-One sessions and to facilitate the consultative process. Your written response to the following proposed discussion topics and questions and additional topics are encouraged but optional.

On this title page, please provide:  
Company Information (Company Name, Address, Web address, etc.)  
Contact Information (Name, Title, Phone, E-mail Address)  
Document Protection Level (Optional)  
Header Information in Company's format

Footer Information in Company's format Page X of X

**MANNED AIRBORNE INTELLIGENCE SURVEILLANCE AND RECONNAISSANCE (MAISR) SYSTEM**  
**LOI W8486-148564/E**  
**AIRCRAFT ACQUISITION ONE-ON-ONE SESSION**  
**ANNEX C**  
**RESPONSE TEMPLATE**

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 Canada's MAISR requirements. This collection of topics is by no means exhaustive and Canada encourages participants to bring forward any other key issues that they consider to be relevant.

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

**INSTRUCTIONS:**

1. This document template is intended to provide guidance to Industry in preparing for the MAISR 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.
2. Use the written format of your choice, but keep the same section numbering to facilitate Canada's analysis of all responses.
3. The number of pages of your response is not limited. However it is requested they not exceed 20 pages single sided standard business format.
4. 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 or a potential supplier/distributor.
- 1-2 Outline your interest in the aircraft procurement.
- 1-3 What products are you currently providing that are similar to the aircraft requirement?
- 1-4 Does your company currently have operations in Canada?
- 1-5 Insert your key conclusions and recommendations.

**Section 2: Delivery Solutions**

- 2-1 What would be a reasonable delivery schedule?

**Section 3: Request for Proposal**

- 3-1 How much time does your company believe that the RFP should be posted on BuyandSell.gc.ca?
- 3-2 Identify any issues or concerns that may be caused by Canada requesting either a new or like new King Air 350 ER aircraft.
- 3-3 Does your company have readily available three (3) like new aircraft in the King Air 350ER configuration?
- 3-3 Identify any issues or concerns that may be caused by Canada requesting a 2 year transferable warranty on a like new aircraft?

**Section 4: Contract Terms**

- 4-1 Please provide any suggestions that would allow for effective pricing strategy and Basis of Payment on this requirement.

**MANNED AIRBORNE INTELLIGENCE SURVEILLANCE AND RECONNAISSANCE (MAISR) SYSTEM**  
**LOI W8486-148564/E**  
**AIRCRAFT ACQUISITION ONE-ON-ONE SESSION**  
**ANNEX C**  
**RESPONSE TEMPLATE**

- 4-2** The standard PWGSC contract template for standard procurement will be used to develop this RFP and resulting contract, please indicate if there are any issues should your company provide a used aircraft.
- 4-3** Identify any issues and provide comments on potential exchange rate fluctuation.

**Section 5: Industrial and Technological Benefits and Value Proposition**

**5-1 Defence Sector Questions**

**In response to any RFP:**

- 5-1.1 What portion of work, directly related to the MAISR Aircraft Acquisition procurement, do you anticipate to commit to undertake in Canada? What percentage of bid price would this work represent?
- 5-1.2 Should the Value Proposition evaluation framework motivate bidders to undertake work in:
- a) Canada's defence sector aircraft production market?
  - b) Canada's defence sector in general?

**5-2 Supplier Development Questions**

**In response to any RFP:**

- 5-2.1 What portion of work directly related to the MAISR Aircraft Acquisition procurement do you anticipate undertaking with suppliers in Canada?
- 5-2.2 Would better economic outcomes be achieved by broadening the focus of supplier development to include non-defence activities? If so, please elaborate.
- 5-2.3 Up to what percentage of work on the MAISR Aircraft Acquisition procurement do you anticipate to source to SMEs in Canada?

**5-3 Research and Technology Development Questions**

- 5-3.1 In the past, have you conducted R&D activities related to aircraft similar to the King Air series? If so, what was R&D spending as a percentage of revenue on aircraft?
- 5-3.2 Should the MAISR Aircraft Acquisition Value Proposition evaluation framework motivate R&D activities? If so, how would you suggest R&D activity be measured and scored? For example:
- a) Should R&D activity be measured in:
    - i. Absolute monetary value; or
    - ii. Proportion to contract value?

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**ANNEX C**  
**RESPONSE TEMPLATE**

- b) Should greater value be placed on R&D activity with post-secondary institutions as opposed to R&D activity within industry.

**5-4 Exports Questions**

- 5-4.1 Do you have a World Product Mandate (WPM) to export exclusively from Canada?
- 5-4.2 Are there any other export activities outside of the MAISR Aircraft Acquisition procurement, such as non-defence applications, that could be leveraged?

**5-5 General Questions**

- 5-5.1 Are there other criteria that should be included in the Aircraft Acquisition VP evaluation framework? Please elaborate.
- 5-5.2 The Value Proposition is typically weighted at 10 percent of overall bid score, with price and technical merit compromising the rest of the bid score. What weighting would you recommend for the MAISR Aircraft Acquisition VP?
- 5-5.3 What proportional weighting would you assign to each of the evaluation criteria in order to maximize economic benefits to Canada from Aircraft Acquisition:
  - a) Defence Sector
  - b) Canadian Supplier Development
  - c) Research and Technology Development
  - d) Exports

**Section 6: Risks and Benefits**

- 6-1** 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 7: Other Comments**

- 7-1** Indicate any other areas of concern or suggested improvements to the proposed Statement of Work and evaluation criteria.
- 7-2** Are there any other key issues that your company considers relevant?