



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

Proposal submission details are included in this Call for Proposals document.

Les détails concernant la soumission des propositions sont inclus dans le présent document d'appel de propositions.

**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
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 BCIP 006 – PICC 006		
Solicitation No. - N° de l'invitation EN579-15BCIP/B	Amendment No. – N° modification 002	Date 2015-09-25
Client Reference No. - N° de référence du client EN579-15BCIP		
GETS Reference No. - N° de référence de SEAG PW-15-00695040		
File No. – N° de dossier 001sc.EN579-15BCIP	CCC No./N° CC – FMS NO. / N° VME	
Solicitation Closes – L'invitation prend fin at – à 2:00 PM on – le 2018-03-29		Time Zone Fuseau horaire Eastern Daylight Time EDT Heure avancée de l'Est (HAE)
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: Karen Moore		Buyer Id – Id de l'acheteur 002sc
Telephone No. - N° de téléphone 819-956-1688		FAX No. - N° de FAX
Destination of Goods, Services and Construction: Destinations des biens, services et construction : To be determined À être déterminé		

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 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

Call for Proposals - Call 006

Amendment 002

Purpose:

- A) To identify changes to Call 006.
 - B) To respond to questions regarding Call 006.
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A) CHANGES

[Note to suppliers: Changes #1 and #2 are included in Call 006 Amendment 001.]

CHANGE #3

In the Notice of Proposed Procurement (NPP):

Move: The “On-going Opportunity for Qualification” section has been moved from the bottom of the NPP page to the top.

Inserted – the following text has been added to the “On-going Opportunity for Qualification” section:

A continuous intake approach is in effect for Call 006, which means suppliers can submit proposals at any time prior to the solicitation close date.

CHANGE #4

At Part 3 – Proposal Preparation Instructions:

Insert:

0. Submission of Proposals

Proposals must be submitted only to Public Works and Government Services Canada (PWGSC) as identified in section 1 to 5 below, by the date and time indicated on page 1 of the Call 006 document.

A continuous intake approach is in effect for Call 006, which means suppliers can submit proposals at any time prior to the solicitation close date.

CHANGE #5

In the Notice of Proposed Procurement (NPP) and the front page of the solicitation document in reference to the “Contact” and “Address Enquiries To”:

Delete: François Pageau

Insert: Karen Moore

Delete: 819-956-3563

Insert: 819-956-1688

B) QUESTIONS AND ANSWERS

Question #1

The Call 006 Part 1, section 3 references BCIP Bidders' Conferences. Please confirm the schedule for the conferences.

Answer #1

BCIP will host the first of three National Bidders' Conferences on October 6, 2015. Details regarding this session and registration requirements can be found here:

<https://buyandsell.gc.ca/event/national-bidders-teleconference-english>

Two additional teleconferences are planned for January and May 2016. Details regarding these sessions will be made available closer to the sessions.

Question #2

Please help me understand something about the BCIP application. I'm confused about the financial proposal section. At times, it seems like I'm supposed to describe the cost to us of the innovation. For example, the FAQ says that "bidders are allowed to submit as part of their overhead costs an element of general research and development expenses". However, I understand BCIP to be a "procurement program", and that the funds available go to pay for units of our innovation. If that's the case, then we're not being reimbursed for our costs, but rather getting paid for units of our product at its selling price. How do I reconcile that with the inclusion of R&D costs?

Section 8.3(a) asks me to break down the cost in terms of weeks, with each section having a percentage of the total cost. Is this the same total cost as in the previous section? I don't understand how our product price can be expressed in terms of weeks of testing. This section suggests that BCIP is to cover the costs to us (or maybe to the testing department) during the test period. What place then for R&D cost?

Answer #2

The BCIP is a procurement program. BCIP pays the fees in accordance with any resulting contract under the Program. The contract price must be fair and reasonable. Before contract award, Bidders will have to certify that they are offering BCIP their most favorable customer price. Before contract award, Bidders will also have to support their prices in accordance with terms and conditions of BCIP Call 006 (EN578-15BCIP/B).

For more information on R/D recovery please see:

<https://buyandsell.gc.ca/policy-and-guidelines/supply-manual/section/10#annex-10.5.7> .

In summary: general R/D is not allowable, specific product R/D is allowable.

For more information on the cost and profit, see: <https://buyandsell.gc.ca/policy-and-guidelines/supply-manual/section/10> .

If an innovation is pre-qualified and matched, the Financial Proposal submitted will be negotiated in accordance with Canada's standard Contract Cost Principles 1031-2. More information can be found at: <https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual/3/1031-2/6> .

At section 8.2(a) of the Online Submission Form, Bidders must indicate the high level breakdown for the five cost elements as identified in Call 006 Part 4, section 4.5 Financial Proposal Cost Elements; specific R/D recovery costs should be included under Innovation Cost at 8.2(a).

Yes the percentage of the total cost associated with each section is a percentage of the total costs at 8.2(a). Please reference the Online Submission Form identified in Call 006 Amendment 001 issued on BuyandSell August 28/15.

Question #3

- a. We know that the program has two Components: Standard and Military; could you please advise what component would better suit our product?
- b. There are several Priority Areas within the program; could you please advise which one would better suit our product? Possibly a GSIN related to our product could be used to assist in this determination.

Answer #3

As per the Frequently Asked Questions (FAQ) page (<https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/frequently-asked-questions-for-bcip>):

“It is the Bidder's responsibility to choose the priority area and Component that is the best match for the innovation.”

Innovations submitted under the Standard Component can be matched with Department of National Defence (DND), but funding is limited to \$500,000.00 (excluding shipping, travel & living, and applicable taxes). The innovation must fall within one of the Standard Component Priority Areas.

Innovations submitted under the Military Component will go through the Defence Validation Committee (DVC) once included within a pre-qualified pool. If not supported by DND/CAF, BCIP will seek Testing Department match with other government organizations. Funding is

limited to \$1,000,000.00 (excluding shipping, travel & living, and applicable taxes). The innovation must fall into one of the Military Component Priority Areas.

For more details on Priority Areas, please see the following link:

<https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/program-specifics/priority-areas>

Selecting an appropriate GSIN is not required when completing the online Proposal Submission Form.

Question #4

I am assisting a company in preparing a proposal for the current BCIP Call and I have a question about Canadian Content.

Their prototype innovation is being produced in the United States to the specification of the Canadian corporation using 100% Canadian IP. The reason that it is being produced in the US is that comparable production facilities do not exist in Canada.

The intent of the corporation is to develop production capabilities in Dartmouth, NS. They are currently pursuing that aim. Thus, the final commercialized product will meet the Canadian Content requirement in that it is Canadian IP transforming components into a new tariff class within Canada.

Is the innovation eligible for the BCIP based on this information?

Answer #4

At the time of bid submission against BCIP Call 006 (EN578-15BCIP/B), the Bidder must certify that 80% of the total proposed price consists of Canadian goods and Canadian services, in accordance with the Canadian Content Certification (available at <https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/submit-a-proposal/certifications#canadiancontent>) and the definition of Canadian content in the PWGSC Standard Acquisition Clauses and Conditions (SACC) Manual A3050T paragraph 5 (available at <https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual/5/A/A3050T/3>). For more information you may reference the PWGSC Supply Manual, 3.6 Annex: Canadian Content Policy at <https://buyandsell.gc.ca/policy-and-guidelines/supply-manual/annex/3/6>. If the innovation does not meet the above noted requirements at the time of bid submission it will not pass the Call 006 evaluation criteria and will not be eligible for BCIP. Intellectual Property does not factor in to the determination of Canadian Content.

Question #5

I have a quick question pertaining to costs and the "Support Services" option. I just would like to know if this would be the support of one of our employees that is sent during the test or the support received remotely by us. Or both.

Answer #5

“Support Services” related to the section 4.5 Financial Proposal Cost Elements of Call 006 (EN578-15BCIP/B) are outlined in section 4.5.3 of the Call documents. In response to your enquiry, both situations you identify could fall under Support Services.

ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME.