

**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  
Armoured Vehicles Support/Soutien des véhicules blindés  
11 Laurier St./11, rue Laurier  
Place du Portage Phase III 6C1  
Gatineau  
Québec  
K1A 0S5

<b>Title - Sujet</b> LONG TERM SUPPORT FOR LEOPARD 2 FOV	
<b>Solicitation No. - N° de l'invitation</b> W8486-141074/D	<b>Date</b> 2015-10-07
<b>Client Reference No. - N° de référence du client</b> W8486-141074	<b>GETS Ref. No. - N° de réf. de SEAG</b> PW-\$\$BL-299-25398
<b>File No. - N° de dossier</b> 299bl.W8486-141074	<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 2015-12-04</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> Proulx, Sylvain	<b>Buyer Id - Id de l'acheteur</b> 299bl
<b>Telephone No. - N° de téléphone</b> (819) 956-8958 ( )	<b>FAX No. - N° de FAX</b> ( ) -
<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

W8486-141074/D

Amd. No. - N° de la modif.

File No. - N° du dossier

299blW8486-141074

Buyer ID - Id de l'acheteur

299bl

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

W8486-141074

CCC No./N° CCC - FMS No/ N° VME

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**Please see attached Letter of Interest (LOI)**



## Letter of Interest (LOI)

### LONG-TERM SUSTAINMENT STRATEGY OF CANADA'S LEOPARD 2 FAMILY OF VEHICLES (FOV)

#### GENERAL

The Department of National Defence (DND) has a long-term requirement to maintain and sustain the Leopard 2 Family of Vehicles (Leo 2 FoV), a total of up to 112 vehicles are used by the Canadian Armed Forces for training and operations up until 2035.

#### BACKGROUND

Since April 2014, Public Works and Government Services Canada (PWGSC) published several LOIs on Buy&Sell.gc.ca with the objective of obtaining industry's feedback for the development of Canada's long-term sustainment strategy to support the Leo 2 FoV.

#### PURPOSE

The purpose of this Letter of Interest (LOI) is to continue to share information with Industry on the Leo 2 FoV Long Term Sustainment Strategy (Phase 2), expected to start in 2018.

#### Objectives of this LOI are:

1. to provide industry with information on the Industrial and Technological Benefits (ITB) policy including Value Proposition (VP); and
2. to seek feedback from industry on existing industrial capabilities located in Canada, to support the long term sustainment initiative of the Leo 2 FoV.

Canada will assess responses received as a result of this LOI. Future industry consultations will be conducted to develop the long-term procurement strategy.

#### QUESTIONS FOR INDUSTRY

##### 1. Economic Opportunities and Canadian Capabilities

1.1 Where do you see opportunities for your company to undertake work directly related to the Leo 2 FoV long-term sustainment in Canada?

1.1.1 To what extent do you see Canadian suppliers being able to participate directly in these areas of opportunity?

1.2 What capabilities do you currently have established in Canada that could support work directly related to the Leo 2 FoV long-term sustainment?

##### 2. Research and Development (R&D) Opportunities

2.1 What R&D activities related to the Leo 2 FoV long-term sustainment does your company plan to





undertake in Canada?

### 3. Export Opportunities

3.1 What future export opportunities in Canada do you foresee as a result of the Leo 2 FoV long-term sustainment?

### OTHER INFORMATION

The following links below are provided for additional information purpose:

1. ITB: Value Proposition Presentation:

[https://www.ic.gc.ca/eic/site/086.nsf/vwapj/proposition\\_pres\\_eng.pdf/\\$file/proposition\\_pres\\_eng.pdf](https://www.ic.gc.ca/eic/site/086.nsf/vwapj/proposition_pres_eng.pdf/$file/proposition_pres_eng.pdf)

2. VP Guide:

[https://www.ic.gc.ca/eic/site/086.nsf/vwapj/VPGuideEng.pdf/\\$file/VPGuideEng.pdf](https://www.ic.gc.ca/eic/site/086.nsf/vwapj/VPGuideEng.pdf/$file/VPGuideEng.pdf)

### NOTE TO POTENTIAL RESPONDENTS

This LOI is neither a call for tender nor a 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 Canada, nor as authority to potential respondents to undertake any work that could be charged to Canada.

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 Canada's requirements (which are subject to change) and for budgetary purposes.

Respondents are encouraged to identify, in the information they share with Canada, any information they feel is proprietary, third party or personal. 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://lawslois.justice.gc.ca/eng/acts/a-1/>).

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.

All enquiries, communication and responses regarding this LOI are to be submitted in writing by mail or by e-mail to the Public Works and Government Services Canada (PWGSC) Contracting Authority identified below.





## CONTRACTING AUTHORITY

Sylvain Proulx  
Public Works and Government Services Canada/Government of Canada  
Defence and Major Projects  
Procurement Support Team Armoured Vehicles - Life Extension Division Sector  
Place du Portage, Phase III, Floor 6C1 11 Laurier Street  
Gatineau, Quebec, K1A 0S5  
Tel.: (819) 956-8958 - Fax.: (819) 956-0648  
E-mail: [sylvain.proulx@tpsgc-pwgsc.gc.ca](mailto:sylvain.proulx@tpsgc-pwgsc.gc.ca)



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