



**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 003	Date 2015-10-14
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 003****Purpose:**

A) To respond to questions regarding Call 006.

A) QUESTIONS AND ANSWERS**Question #6:**

Innovations happen all the time; can you consider removing the BCIP intake timing? Can you accept all submissions of products at any time during the year and then periodically review and nominate products?

Answer #6:

As identified in Call 006 Part 1, section 1 Summary, 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. Please reference Call 006 Amendment 002 Change 3 (where continuous intake was added to the NPP and Call 006). Please also reference the following BCIP web page <https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/submit-a-proposal#improvements>.

Question #7:

The BCIP program has, in my opinion, unreasonable requirements, for example providing audited statements just in order to apply to the BCIP program. Can you consider simplifying the program and removing many of the initial requirements to apply for BCIP?

Answer #7:

In reference to the Financial Proposal outlined in Call 006 Part 4 and the Financial Requirements outlined on the BCIP web page identified below, the Bidder must have the financial capability to fulfill potential contract requirements under BCIP. The Bidder may be required to submit some or all of the financial information detailed in the Financial Requirements section 2 Financial Capacity; which may include audited or unaudited financial statements, or the other financial information listed in Call 006 and here (Financial Requirements section 2 Financial Capacity): <https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/submit-a-proposal/financial-requirements>.

The financial requirements are an integral part of the Government of Canada (GC) procurement processes and remain part of the BCIP Call 006.

Suppliers that have requests for changes to the Call 006 requirements are asked to submit the

requests to the PICC.BCIP@tpsgc-pwgsc.gc.ca email and identify the specific requirements and the suggested revisions. This will assist the GC in responding to supplier enquiries.

Question #8:

After we develop a product, we offer it for sale - worldwide; when dealing with government purchases we deal with purchasing agents of a specific organization who purchase from us and then fill the required government paper work. Can BCIP use purchasing agents to interface between the business and government?

Answer #8:

It should be noted that only pre-commercial innovations are eligible under the BCIP as specified in the Call 006 document and Phase 1 - Mandatory Criteria MC-5. The good and/or service cannot be considered for the program if it is openly available in the marketplace. Reference the definition of Pre-Commercial Innovation here: <https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/program-specifics/bcip-definitions>.

For innovations that meet all of the criteria and pre-qualify under Call 006, the BCIP assists with the process of matching innovations with government departments. Reference Call 006, section 2.1 Step 1 - BCIP Testing Department match.

Question #9:

What do we need to include in the proposal and in what quantity? These questions concern an innovation which acts as an optional addition to a device already commercially available.

A) Is it possible to include the commercialized device in the proposal? (This commercialized product is 3 times more expensive than the one in development).

B) If it's not possible to include the commercialized equipment, how should the proposal be formulated to restrict the innovation's use to clients that have already purchased the commercialized equipment? (For example, can we use the program for three military colleges who already have the equipment?)

C) If a piece of equipment already in the tester's possession must be modified to be compatible with the innovation, and these modification services will be part of the offer when marketing, is it possible to include this service in the proposal?

D) Can they have more than one tester? (i.e. 3 Military Colleges they are already working with) If yes, what are the conditions?

E) What is the amount of accepted equipment for each tester? Is more than one equipment can be provided to the tester (e.g. Equipment used in laboratories as part of a course more equipment would be needed for all students complete the lab)

F) In the event that several units of the same equipment can be part of the program. Do we have to produce all the equipment before submitting the application, or is only one prototype necessary (the others being produced when the total number to be purchased will be known)?

Answer #9:

A) No, it is not possible to include a commercialized device in the proposal. Reference question

and answer 8 in this amendment.

B) The mandate of the BCIP is to support pre-commercial, innovative goods and services. The Intellectual Property status of the innovation is as an important qualification to determine if an innovation is eligible for the program. In the case of additions to a commercial product, the IP typically resides with the commercial product and not the add-on. Thus, an addition to an existing product is unlikely to meet the Mandatory Criteria of the program. To help determine if an innovation is eligible Bidders should reference the definition of "Innovation" here:

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

C) If an innovation is eligible for the BCIP then support services including installation are eligible costs and should be clearly indicated in the Bidder's proposal.

D) Innovations can be tested by more than one user under most conditions. If more than one test department is involved, the BCIP requires a lead department to coordinate the test.

E) The onus is on the Bidder to specify the parameters of an ideal test scenario in their proposals. Bidders can suggest a scope for the BCIP test including the number of units that should be used to demonstrate results. It should be noted that this section of the proposal is for illustrative purposes only, and the precise scope of any BCIP test scenarios will be determined through negotiations with the pre-qualified Bidder, the test department, and the BCIP once the matching process has been completed.

F) Bidders are required to demonstrate in their proposal that the innovation can be delivered and is ready to test with an acceptable amount of configuration. Thus, the Bidder should have sufficient quantities of the prototype produced in order to carry out a test before they submit their proposal.

Question #10:

Development in phases?

We have a device in development that is an optional addition to a commercialized product. The equipment used to teach some radar technique that can locate using two different technologies. We have provided two devices, one for each technology. The first is almost ready to be offered to the BCIP while the other is in the preliminary stages of development.

A. How should we present our proposal in order to benefit from the program for both products, knowing that they fill the same need (or a similar need) but a real customer would acquire both devices? Would it be best to submit two proposals? How can we avoid being refused when submitting the second proposal?

Answer #10:

Please reference question and answer 9 in this amendment.

Question #11:

When to apply?

It is specified that once the annual budget passed, bidders will have to wait until next year.

- a. When is the start time of year? January 1st?
- b. Is there any budget remaining for this year?

- c. Is it wise to send an application late in the year for the following year or would it be better to wait until early this year?
- d. Is it wise to at least pre-qualify in advance?

Answer #11:

- a. The federal fiscal year spans from April 1 to March 31.
- b. Yes there is budget remaining for this fiscal year, and additional funding will be available on April 1st, 2016.
- c. Bidders should submit proposals as soon as their innovations are ready. Reference question and answer 6 in this amendment.
- d. Yes.

Question #12:

The close date of 2018 seems a very long way ahead. Am I missing something as to why it's so far in the future? I want to make sure I do not miss an opportunity to submit a proposal.

Answer #12:

Reference question and answer 6 in this amendment.

Question #13:

SC 3.4(c)

Based on the values listed in 3.4(b), please provide a breakdown of the costs of reaching commercialization.

Does this refer to the cost of the goods sold to the government through the BICP or does this include the cost of all the goods sold to reach commercialization? What scale should be used regarding the goods sold (small scale or large scale)?

Answer #13:

As indicated in SC 3.4(b), the total amount of the breakdown is a dollar value estimate of the total financial investment required to reach commercialization from the proposed innovation's current state of readiness. This includes the cost of the goods sold (materials and labour), operating costs, administrative expenses, R&D costs and carrying charges. This makes up the total cost.

Question #14:

Is there a database or any other way to find which government agencies are already considered testing departments? Who tends to be the decision maker within these agencies or does it differ?

Answer #14:

Testing Departments (or Agencies) must be listed in the Financial Administration Act Section I, I.1 & 2. Decision makers in the Testing Departments/Agencies vary by entity.

Question #15:

What time-frame is there generally between signing and fulfilling a contract? Do products need to be ready to immediately ship or is there an allowance for manufacturing and assembly of the purchase order (assuming it's a product)?

Answer #15:

As outlined in Call 006, contracts are negotiated between the Bidder and the Testing Department, this includes the deliverable dates. In accordance with Call 006 Part 1 section 1, Canada reserves the right to require that all Work, including delivery of the Innovation, to be completed within 12 months from date of contract award.

Question #16:

Are payments generally made upon receipt of product/service or are they made on the purchase order/staggered? How does the allowance for R&D work?

Answer #16:

There are options for methods of payment at the time of any resulting contract. Please reference the Draft Resulting Contract Clauses section 7.3 Method of Payment, by accessing the web link included in Call 006, Part 1, section 1.

For information related to Research & Development (R&D) costs please reference the Draft Resulting Contract Clauses, section 2.1 SACC 2040 General Conditions - Research & Development 2040 01 Interpretation "Cost" and Contract Cost Principles 1031-2 located here: <https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual/3/2040/15#payment-period> and <https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual/3/1031-2/active>; as well as the PWGSC Supply Manual Chapter 10 Cost and Profit Annex 10.5.7: Cost Interpretation Bulletin - Number 07 Research and Development Expenses located here: <https://buyandsell.gc.ca/policy-and-guidelines/supply-manual/section/10#annex-10.5.7>.

Question #17:

How do you tend to determine the size of the purchase order? Is that decision made by the testing departments?

Answer #17:

As outlined in Call 006, contracts are negotiated between the Bidder and the Testing Department, this includes negotiating the scope of work and the size of the order. Any resulting contract must align with the Call 006 Part 2, section 5 Maximum Funding and the Bidder's Financial Proposal.

Question #18:

1. In reference to Call 006, Part 5 section 2.1, "identifying a federal government department", is

there an option for this Call for proposals to submit a proposal *without* the supplier identifying a Testing Department?

2. Does the Testing Department have to be at the federal department level?
- Would a partner on the crown corporation, provincial government, or municipal government level be in any way acceptable?

Answer #18:

1. Yes a proposal can be submitted without the Bidder identifying a Testing Department. The context of the referenced section means that if a Bidder identifies a federal government department they have already communicated with, and who are willing to be the test department, then that Bidder's matching process may be accelerated as the Bidder identified the match instead of waiting for BCIP to find a match.
2. Reference question and answer 14 in this amendment.

ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME.