



**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
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Title-Sujet BCIP 006 – PICC 006		
Solicitation No. - N° de l'invitation EN579-15BCIP/B	Amendment No. – N° modification 005	Date 2015-11-04
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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 005****Purpose:**

- A) To identify changes to Call 006.
 - B) To respond to questions regarding Call 006.
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A) CHANGES**CHANGE #6**

At Call 006, Part 1 Draft Resulting Contract Clauses, section 1.2 Additional Quantities and Testing of Build in Canada Innovation Program (BCIP) Innovations:

Delete: in its entirety

B) QUESTIONS AND ANSWERS**Question #26**

If a Government of Canada department has already been identified and is interested in an innovation and the evaluation project is accepted by this department, how much time does it take between the date of the submission of the project proposal and the award of the contract?

Answer #26

The time between the submission and the award of the contract depends on many factors. If suppliers identify a potential testing department this may assist in accelerating the matching process. In general, the anticipated timelines for the process include approximately 2 to 3 months from proposal submission to receipt of results, approximately 2 to 3 months for the matching process and SOW development, and approximately 2 to 3 months for contract negotiation. In the event a complex innovation is proposed, if there are security clearance requirements, or if the testing requires third parties (i.e. subcontractors) the process to award will likely exceed the approximate timelines mentioned above. In addition, at certain times of the year the timelines may be impacted by the volume of submissions; and PWGSC continue to assess the timelines based on the new continuous intake approach in effect for Call 006.

Question #27

If a Government of Canada department has two types of institutions whose characteristics are so different that they may affect the performance of an innovation, is it possible to submit the same innovation twice in a project proposal in order to assess the impact of two different environments on its performance?

Answer #27

Bidders can specify in their test plan that one or more units of the innovation can be tested in multiple locations or environments. Only one proposal per innovation can be submitted.

Question #28

What is the incentive for a department under this program?
Is the contribution of a partner department added to with additional support and how is this done and what is the %? Is it possible to find out so that we can better inform our partner buyer stakeholders in departments?

Answer #28

The BCIP is a win-win opportunity for government and for businesses. Government departments can access and test innovations that are not yet available on the market, while the BCIP pays the costs up to the maximum funding identified in Call 006. The BCIP also handles the contracting process on behalf of the Testing Department, allowing testers to focus on the innovation.

Question #29

Can we apply for more than one product for the same business or firm?

Answer #29

Bidders may submit one or more Innovations, but must submit a separate proposal for each proposed Innovation. Each proposal will be evaluated separately on its own merit. Reference Call 006 Part 3, section 3.3.

Question #30

With respect to the military component, can we talk to a stakeholder in this field in order to validate certain aspects of the needs of the armed forces in the field?

Answer #30

Suppliers may contact testing departments to confirm their interest in testing an innovation. Suppliers should specify to the test department whether this is an innovation that has already been pre-qualified, or if it is an innovation that you are considering submitting to the program. Reference the electronic Proposal Submission Form PR 8 and Call 006 Part 5 section 2.1.

Question #31

Would it be possible for you to provide the processing deadlines for each of the following phases?

- Validation of eligibility criteria
- Evaluation of the proposal
- Assignment of a partner
- Receipt of the contract

Answer #31

Please reference question and answer 26 in this solicitation amendment.

Question #32

The proposal must be submitted before commercialization begins. Can commercialization start after the proposal is submitted but before the contract is received?

Answer #32

Yes, Bidders are free to, and encouraged to, commercialize their innovation after they have submitted their proposal.

Question #33

Can we apply for the 2 components?
Military, plus other sectors if applicable?

Answer #33

Bidders may only submit an innovation in one component, either standard or military. Furthermore, Bidders may only submit the innovation in one “priority area”. Reference Call 006 Part 3, section 3.2.

Question #34

- a. My client is finalizing the prototype of a pole for the composite transmission of electricity in collaboration, notably, with Université de Sherbrooke.
I realize that this is not one of your priority areas, but I was thinking that the Department of Indian and Northern Affairs Canada (INAC) might possibly be interested in this innovation. Could you advise me of this possibility?
- b. A second client is working on a procedure for producing ecologically innovative insulation structural panels for buildings. Could the client meet the requirements of this program?
- c. Lastly, do priority areas change with each invitation to tender?

Answer #34

- a. It is the Bidder’s responsibility to determine the Priority Area that their innovation falls under. Please reference the detailed Priority Areas available on the website to determine the best fit for your proposed innovation. <https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/program-specifics/priority-areas>
- b. Please reference the definition of Innovation here: <https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/program-specifics/bcip-definitions>
- c. It is possible priority areas may change in future Calls for Proposals.

Question #35

The stated justification in Section SC3.3 is that the company should have the necessary funds to commercialize the innovation. My company’s innovation is software for military use. It’s at TRL 7. If testing under the BCIP program achieves pre-qualified status then it’s ready to go with no significant additional costs. Do we still need to go into all this detail?

Answer #35

It should be noted that the pre-qualified pools are based on the evaluation of the proposal, and the testing of any pre-qualified innovations happens during the potential contract award process following the matching process.

To be considered responsive Bidders must provide the requested information and meet all requirements as stipulated in the Call 006 solicitation documents, which includes completing all sections of the electronic Proposal Submission Form.

The purpose of SC3.3 b) is to determine the availability and sources of funds to support the Bidder's commercialization of the proposed innovation. Please note that funds identified in this section do not form part of the financial proposal.

Question #36

- 1) If a proposed test partner is identified in the proposal submission (which submitters are encouraged to do), does NRC-IRAP discuss the proposal with the proposed Test Partner as part of NRC IRAP's evaluation, or do they execute their evaluation independent of proposed Test Partner input?
- 2) Who are the members of, or organizations represented on the Defence Validation Committee (DVC) and how often do they meet?

Answer #36

- 1) Testing Departments are not involved in the proposal evaluations. Reference Call 006 Part 5, section 2.1 Step 1 – BCIP Testing Department Match.
- 2) Reference Call 006 Part 5, section 2.1 Step 1 – BCIP Testing Department Match. The DVC will be engaged as required during the BCIP Call 006 process.

Question #37

- 1) Is it mandatory for Bidders to engage a federal government test department prior to proposal submission?
- 2) Are provincial or municipal governments accepted as test departments?

Answer #37

- 1) Please reference question and answer 18 in Solicitation Amendment 003.
- 2) Provincial and municipal departments may only participate in partnership with a valid Testing Department (reference question and answer 14 in Solicitation Amendment 003), as long as the lead remains the valid Testing Department and the partnership falls within the mandate of the valid Testing Department.

Question #38

Can proposals offered in the Military Component that are not accepted by the Defence Validation Committee be considered as a Standard Component proposal for matching with a potential test partner?

Answer #38

For Military Component proposals not supported through the Defence Validation Committee (DVC), BCIP will seek a Testing Department match with other government organizations using the same matching process as that used for the Standard Component proposals. Reference Call 006 Part 5, section 2.1 Step 1 – BCIP Testing Department Match.

Question #39

Can a project previously funded by IRAP be considered by BCIP funding?

Answer #39

Yes it can. Funding previously received by other programs does not impact the level of funding provided by the BCIP. All other funding programs are separate from the BCIP program.

Question #40

- 1) Who would technically be doing the procurement of the innovation product on the part of the Federal Government Partner? Would it be PWGSC or the Federal Government Partner?
- 2) How are funds disbursed for the BCIP contract? Does PWGSC directly disburse funds to the proponent, or the federal government partner?

Answer #40

- 1) PWGSC has a specific procurement branch that handles contracting. The contract is between PWGSC and the pre-qualified Bidder (Contractor). The Testing Department is the Technical Authority under the PWGSC contract.
- 2) The Contractor is paid directly by PWGSC in accordance with the terms and conditions of the contract, including the financial proposal.

Question #41

The BCIP application asks for details about the innovation and also financial information about the company.

Do we need to submit all company financials at the time of the initial application? Or could that be submitted after the innovation is evaluated?

Answer #41

Please reference question and answer 35 in this solicitation amendment.

Question #42

What if the product is a significant improvement over the product we currently offer for sale? I.e. like a revision 2.0 product? Is the 2.0 eligible for BCIP?

Answer #42

Please reference question and answer 9(B) in Solicitation Amendment 003.

Question #43

I know it's very difficult to give the time range as it case by case basis but I am more interested in understanding the approximate processing time/ timeline from the day we submit proposal to the day we get the contract.

Answer #43

Please reference question and answer 26 in this solicitation amendment.

Question #44

If a government department is already evaluating an innovation, with a small fee being paid to the company during this R&D phase, does this count as "commercialization"?
Could the company still apply to the BCIP since the innovation is still being developed and evaluated, and has not been offered for sale to the general public?

Answer #44

Please reference question and answer 8 in Solicitation Amendment 003.

Question #45

1) To date, what has been the approximate amount of time between the proposal submission and pre-qualification?
2) What happens if a product becomes commercially available during the process? For example, after it has been pre-qualified or after a contract has been awarded?

Answer #45

1) Please reference question and answer 26 in this solicitation amendment.
2) If a product becomes commercially available after bid submission there is no impact on the proposed innovation or the BCIP process. The requirement is that the innovation must be considered pre-commercial prior to bid submission.
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>.

Question #46

Where can we find the prequalified testing facilities?

Answer #46

Please reference question answer 14 in Solicitation Amendment 003.

Question #47

1) Regarding commercialization: does this mean no money should have been received for the service or is there a threshold?
2) Is BCIP going to pay for the equipment we need to do the service? Such as the needed sensors?
3) What do you mean when you say we need to be financially okay before starting the contract? Can we use the money from the BCIP to buy equipment to be able to do our service?

Answer #47

1) The concept of commercialization refers to mass commercialization following an official launch into the marketplace. There can be a small, limited number of sales for Research & Development purposes as per the definition of Pre-Commercial Innovation (<https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/program-specifics/bcip-definitions>).
2) Any direct costs associated with the BCIP test should be included in the electronic Proposal Submission Form PR 8.2 (a) Financial Proposal Cost Breakdown, and Contractors will be paid in accordance with the negotiated contract fee schedule. Reference Call 006 Part 3, section 4.5 Financial Proposal Cost Elements.
3) Please reference question and answer 7 in Solicitation Amendment 003. Contractors are paid after delivery, as such Contractors must have their own financing for material required to deliver the

contract work.

Question #48

Is a letter from a potential Testing Department enough or is more required?

Answer #48

A letter is not required. If you have made a contact, this should be noted in your bid submission. This will help accelerate the matching process in the event that the innovation is pre-qualified.

Question #49

Is there a typical cycle time from submission to decision?

Answer #49

Please reference question and answer 26 in this solicitation amendment.

Question #50

Does a previous BCIP contract award prohibit or disqualify the innovator from applying for a second BCIP application (for an improved version of the innovation)?

Answer #50

If a supplier has received a contract for an innovation, the same innovation is not eligible under BCIP. A proposal may be submitted for a different innovation. Please also reference question and answer 9(B) in Solicitation Amendment 003.

Question #51

Can we do a project in Montreal? Can we work with city of Montreal?

Answer #51

Testing can be conducted anywhere the test department has operations and can support the test (in Canada or internationally). Reference question and answer 37 in this solicitation amendment.

Question #52

At the time of submitting the proposal, the Innovation is not commercialized. Can we start commercializing it during the time of evaluation, or after receiving the pre-qualification to other customers than the Federal Government?

Answer #52

Please reference question and answer 8 in Solicitation Amendment 003.

Question #53

For certain products (e.g. software), vendors may sometimes use a base product and then over the years develop and sell new modules which are add-ons to the base product. Could a new module be considered an eligible innovation for the BCIP (assuming the company owns the IP and the module is not a small feature addition)? Or is it only entire new products that can be considered an innovation?

Answer #53

Please reference question and answer 9(B) in Solicitation Amendment 003.

Question #54

1) Product 'A' is being submitted to BCIP for consideration. As I understand, once submitted to BCIP it will be date stamped. At that point we can commence marketing the product for sale or lease?

2) Will Product 'B' still qualify under BCIP guidelines after we start selling product 'A'? In other words, does each product qualify on its own within our company under BCIP guidelines? If so, then once it's submitted to BCIP it will also be date stamped and ready to market openly?

3) Then product 'C' is a joint venture with another Canadian start-up company that we plan to market in Canada.

We'd like to submit another BCIP application for this (conforms with all existing requirements including use of IP). Does it still qualify even after sales of product 'A & B' have commenced?

Answer #54

1) Yes Bidders can commercialize their innovation after bid submission.

2) & 3) If it meets the requirements in the Call 006 solicitation documents, including the definitions of Innovation and Pre-Commercial Innovation, then yes, your second product will also be considered.

Each innovation must be completely different and will be evaluated on its own merit. Please also reference question and answer 9(B) in Solicitation Amendment 003.

Question #55

For section SC 3.3 (b) can you please clarify if they are asking about funds/assets we currently have or what we are capable of drawing on (ie: Line of credit – are they asking if there are any line of credits outstanding or how much line of credit we could potentially draw upon)?

Answer #55

In accordance with SC 3.3(b) Bidders are to provide details on available funds and sources of funds at the time of bid submission to support commercialization. The source of funds could include a line of credit. Please also reference question and answer 35 in this solicitation amendment.

Question #56

Under SC 3.5(d) – it asks if the IP license has been obtained from a third party an exclusive license. Choices are yes/no/don't know. If we developed it ourselves then do we just leave these item blank?

Answer #56

The electronic proposal submission form requires a response to 3.5 (d) only if the Bidder confirmed in question 3.5 (a) that they have licensed the IP. If a Bidder has developed the IP themselves and indicated this in 3.5 (a), they will not be prompted to answer the questions under 3.5 (d).

Question #57

How, if an innovation is selected to go ahead through the BCIP program, how typical funding processes work (schedules for payment, any special terms etc.).

Answer #57

Please reference questions and answers 16 and 17 in Solicitation Amendment 003.

Question #58

In trying to determine eligibility as a “pre-commercial”, we’re uncertain how to interpret and apply “some limited sales” in combination with “not readily available in the marketplace”?

In our case, phase 1 of our development and commercialization plan requires testing of the device with at least 200 typical, randomized users to get a wide sample of user experience and phase 2, a larger testing base to secure certification by key industry drivers. We put up a website two months through which orders can be placed to test market interest and secure user experience developmental sales. To date, we have sold less than 50 units with a total value under \$30,000 and are receiving valuable user feedback which is feeding into our development program.

Our specific questions:

1. Is that level of activity acceptable as “pre-commercial”?
2. Does having a website through which orders can be placed automatically constitute being “readily available in the marketplace”?
3. Given the limited activity/success generated, if the website/web orders is the only barrier to being considered pre-commercial, would disabling the “buy now” functionality of the website restore an innovation’s status as “pre-commercial”?

Answer #58

Responsiveness against the Call 006 requirements can only be confirmed through the evaluation process.

1. During the evaluation of a bid Evaluators will determine if the proposed innovation meets the definition of Pre-Commercial Innovation, based on material provided in the bid submission.
2. No.
3. What is described in the question is not a defined barrier.

Question #59

Is there a BCIP advisor available to assist suppliers in preparing their proposal submissions, similar to the IRAP process?

Answer #59

It is understood that the IRAP initiatives provided suppliers with access to someone who assists them in manoeuvring through the grants/contribution process. There is no such role for BCIP as the BCIP process is a contracting process and not a grants/contribution process. As identified in Call 006 Part 1, section 4 all enquiries related to this solicitation are to be sent to the PWGSC Contracting Authority at the following email address:

PICC.BCIP@pwgsc.gc.ca

Question #60

Section 8.2 (a) Our total financial cost excludes related time & labour costs for evaluating the Test Plan. We plan to work with the Test Department to evaluate the install against our objectives. However, we have not included a provision in our Financial Cost Plan for this piece. Is this correct?

Answer #60

The approach outlined in the question is incorrect.

In accordance with the electronic Proposal Submission Form section 8.2 (a) Bidders must provide a

financial proposal for their proposed BCIP test plan. The Bidder's costs for all elements of the proposed test plan must be included in the financial proposal.

Question #61

Section 9.1 Who is the end user here? Is it the test department or any planned end user/customer we will have in the future?

Answer #61

In reference to the electronic Proposal Submission Form PR 9.1, the end user refers to the commercial customer.

Question #62

Section 9.3(a) & (b) Are these questions referring to the Annual Service Fee (I.e. Annual Maintenance Fee) we will charge should the Test Department decide to continue on contract with us after this Test Plan Project has finished?

Answer #62

It should be noted that the responses to PR 9.3(a) and (b) do not form part of the Bidder's Financial Proposal, and they are not related to a departments requirements outside of the BCIP. The electronic Proposal Submission Form PR 9.3 (a) and (b) are for evaluation proposes only based on the evaluation criteria stipulated. The Bidder should include all costs that are required for the operation and maintenance of the innovation in a given year. This may include a maintenance or service fee, but should also account for other costs relating to the operation of the innovation. If the innovation has different levels of durability, the Bidder should estimate costs according to the level of functionality that is necessary to generate the end user benefits described in PR 9.1.

ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME.