



**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 EN578-15BCIP/B	Amendment No. – N° modification 008	Date 2015-12-10
Client Reference No. - N° de référence du client EN578-15BCIP		
GETS Reference No. - N° de référence de SEAG PW-15-00695040		
File No. – N° de dossier 001sc.EN578-15BCIP	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 008****Purpose:**

A) To respond to questions regarding Call 006.

A) QUESTIONS AND ANSWERS**Question #74**

Section SC 3.3(b):

i. Cash on Hand & Working Capital: In the table provided, does working capital (WC) include cash-on-hand? My understanding is that typically WC equals *current assets less current liabilities*, however if cash-on-hand is included in WC then it'll be double counted in the table. Please advise.

ii. Government Programs: Should I included government-based funding that has been approved with a signed contract, but has yet to be spent?

Answer #74

i. Cash on hand is represented twice in the original table in the electronic Proposal Submission form. This was done to provide Evaluators with an indication of the amount of cash that make up the Bidder's short term assets. Bidder must account for their cash on hand twice, once as part of the equation for working capital, and once as a standalone item.

ii. Yes, this should be included under the heading 'Government programs'. If you would like to provide more context, please include this information in the text box provided for question SC 3.3 (c), which reads "please outline your plan to secure funds which have not been secured".

Question #75

I saw the TRL levels on the site and would like to clarify how will "prototype ready for demonstration in an appropriate operational environment" translate into therapeutic development stages- does this mean that that antibody's efficacy has to be demonstrated in an animal model in order for a project to fit the scope of BCIP?

Answer #75

The Technological Readiness Levels (TRL) measure the maturity of an innovation and are intended to be broad, recognizing that the phases of development for various sectors are not the same. It is the Bidder's responsibility to determine if their innovation meets the appropriate TRL. In Screening Criteria 2, the Bidder must demonstrate that they meet all five indicators for Readiness, one of which is being at a minimum of TRL 7.

Bidders should ensure their innovations have the health and safety / regulatory certifications required to ensure safe use by the testing department, and these should be in place before submitting their proposal. It is the Bidder's responsibility to determine the certifications that are required for safe use

by a testing department. Please refer to question and answer 72 in Solicitation Amendment 006.

In the electronic Proposal Submission form Bidders will be asked to identify whether the proposed innovation is a medical device, and if so, to indicate the class of medical device and whether they possess the appropriate licence (i.e. Medical Device Licence (MDL) or Medical Device Establishment Licence (MDEL)).

As indicated in Call 006 Part 3, section 4.4, the costs of obtaining health and safety / regulatory certifications must not be included in the Financial Proposal.

Question #76

- i. Regarding question and answer 4 in Solicitation Amendment 002, can you please provide further assistance regarding the NAFTA Rules of Origin, and the appropriate Canadian Customs Tariff Harmonized System (HS) codes for the components in our product, as it relates to determining Canadian Content? We are having difficulty determining if our product, manufactured outside of Canada but assembled in Canada, meets the Canadian Content requirements.
- ii. How can we ensure our innovation meets the Canadian Content requirements?

Answer #76

- i. In relation to the NAFTA Rules of Origin (<https://www.nafta-sec-alena.org/Home/Legal-Texts/North-American-Free-Trade-Agreement?mvid=1&secid=feb541cc-bfc2-4240-829f-b5a7ec26a08a>) unfortunately, BCIP cannot help you determine the Canadian Customs Tariff Harmonized System (HS). For more information on the HS codes please consult <http://www.cbsa-asfc.gc.ca/trade-commerce/tariff-tarif/2015/menu-eng.html> or contact Canada Border Services Agency (CBSA) directly.
- ii. The onus is on the Bidder to determine if their innovation meets the Canadian Content requirements. If your proposal is pre-qualified and a testing department match is identified, the Contracting Officer will request certification requirements from the Contractor (supplier) and will look closely at the price breakdown to determine the overall Canadian Content. The mix of goods/services must meet a minimum of 80% of the total proposal price consisting of Canadian goods and/or services as defined in the Canadian Content clauses. Shipping, travel & living, and taxes are not considered when determining Canadian Content.

Question #77

When an application is submitted under the “Build in Canada Innovation Program” (BCIP), the company and its innovation must meet mandatory criteria, including the intellectual property criterion. According to my information, the company must hold the intellectual property rights.

- i. Does this mean that the patent application must have been filed or that the patent must have been granted?
- ii. A provisional patent application for our innovation was filed for Canada and the U.S. (for North America) in March 2015. The standard patent application should be filed in March 2016. To what extent will the current patent situation affect the progress of our application?

Answer #77

In reference to Call 006 MC-3 and SC3:

- i. The Bidder must be the owner of the IP for the proposed innovation, or have a licence to the IP rights from a Canadian licensor for the proposed innovation and not be infringing on any IP rights. Your IP strategy for the proposed innovation must be appropriate for your respective sector or industry.
- ii. You can submit a proposal even if the patents are pending, but you still have to demonstrate that your IP strategy for the proposed innovation is appropriate for your respective sector or industry. For example, in some industries patents are uncommon or not appropriate and the bidder would be responsible for identifying why “trade secrets” or the lack of patents are appropriate for their innovation.

ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME.