



**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 009	Date 2016-01-18
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 009****Purpose:**

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

A) CHANGES**CHANGE #13**

In the electronic Proposal Submission Form, PR 8.2 (a):

Delete: The definitions for the specific costs listed below are here.

Insert: The descriptions for the specific costs listed below are in the Call 006 solicitation document, Part 3, section 4.5 Financial Proposal Cost Elements.

CHANGE #14

At Call 006 Part 5, section 4. Additional Quantities and Testing of BCIP Innovations:

Delete: in its entirety

Insert:

4. Additional Sales for Testing Innovations under the BCIP**4.1 Overview**

PWGSC may facilitate the award of one or more contracts for additional quantities and testing of the Innovation.

4.2 Additional Sales Period

The period to acquire additional quantities under the *additional sales for testing* component of the Build in Canada Innovation Program begins on the date indicated on page 1 of the initial BCIP contract and ends on the same date two (2) years later.

4.3 Objective

The objective of additional sales is to allow the same, different or several Government of Canada Testing Departments to conduct further testing of innovations acquired under BCIP either in an operational setting, a different environment, under different conditions or in order to broaden the test results.

4.4 Framework

This framework applies to all additional sales:

- a) Funding: The initial BCIP contract awarded under Call 006 will be funded using BCIP funds. Subsequent R&D contracts for additional quantities for testing under the *additional sales for testing* component of BCIP will be funded by the Government of Canada Testing Department (s).
- b) Contract Authority: Public Works and Government Services' Science Procurement Directorate (SPD) will be the Contract Authority.
- c) Eligible Innovations: Innovations eligible for additional sales must be the same or improved Innovation tested under the initial BCIP contract.
- d) Additional sales quantities: A limited quantity of the innovation may be tested. Mass production is not permitted. The definition of "limited quantity" and "mass production" are as defined under the BCIP program. Reference <https://buyandsell.gc.ca/initiatives-and-programs/build-in-canada-innovation-program-bcip/program-specifics/bcip-definitions>.

The Contract Authority will determine the acceptable quantity on a case by case basis.

- e) Duration of additional sales contract: Contract duration will be determined on a case by case basis. In general, the contract period for additional sales will not exceed 12 months. For software applications, including licenses, maintenance and support, the maximum period will be 12 months.

Parameters that could impact the contract duration include:

- i. Time required to conduct the test plan;
 - ii. Seasonal requirements;
 - iii. Manufacturing lead time;
 - iv. Testing Department operational requirements, financial resources & personnel availability;
 - v. Security Requirements.
- f) Terms and conditions: R&D contracts for additional sales for testing innovations

will be negotiated under the same terms, conditions and pricing structure as the initial BCIP contract.

B) QUESTIONS AND ANSWERS

Question #78

SC1.2(b) - Please clarify the requirements of question SC 1.2(b) - is the evidence required to support that our proposed innovation has indeed been developed, tested and works; or should evidence support the fact that our proposed innovation was development to the technical specification/requirements of our potential target clients (i.e. client validation of our proposed solution).

Answer #78

The Bidder's response to SC1.2 will help evaluators determine whether the innovation is an advance on the current state-of-the-art. The response to SC1.2 (a) should focus on the functioning of the innovation, while SC1.2 (b) should provide evidence that the technical specifications outlined in SC1.2 (a) were achieved. It is not necessary to discuss potential end-users in this section.

Question #79

SC 1.3(b) - requires a response for either a potential end user or investor. We see this question impacting our messaging of our entire proposal. From an overall perspective, please confirm from which viewpoint the proposal will be reviewed i.e. from the perspective of a potential investor or potential customer? These are two very different pitches.

Answer #79

The Bidder's response to SC 1.3 (b) should explain the value proposition to evaluators, to assist evaluators in determining whether the proposed good or service is an advance on the current state-of-the-art. In other words, what about this technology would bring end users to buy it or investors to invest in it? The value that an investor sees in a technology is a factor in their decision of whether to provide financing to a company.

Question #80

SC 2.2 (a) - Similar to SC 1.2(b), please clarify the requirement of question SC2.2(a) - is the performance validation conducted to support our technology readiness level (i.e. that our innovation has been tested and works) OR is the validation supporting the fact our innovation was developed to specification of clients.

Answer #80

The response to SC2.2 (a) should demonstrate through performance validation that the proposed innovation has reached the Technology Readiness Level indicated by the Bidder in SC2.1.

Question #81

SC 2.3 - Please clarify the requirements of this question. Are the certifications, licences, and approvals specific to those required by the governmental department who intends to tests our innovation? Or is this a general question relating to the certifications, licences, and approvals obtained for developing, testing and ultimately selling our innovation to customers, including the government?

Answer #81

SC 2.3 refers to the certifications, licences and approvals required to test the innovation in an operational setting. Please refer to question and answer 72 and Change # 11 in Solicitation Amendment 006.

Question #82

PR 8.1 - I had the following questions related to the BCIP test plan and related to the fact our innovation is generally most beneficial during core reporting periods (i.e. quarterly and annual):

- i) What is the typical length of the testing period and maximum allowable?
- ii) Are we able to use a staged test plan, where certain aspects/features of our innovation are tested at different times during the testing period?
- iii) Can our innovation be tested by more than one department simultaneously?

Answer #82

- i) As the BCIP purchases broad range of goods and services, the length of a testing period varies but typically does not exceed one year. Please refer to question and answer 15 in Solicitation Amendment 003.
- ii) Yes, this should be described in your proposal.
- iii) Yes multiple departments can test an innovation if all departments are identified in the BCIP contract and involved in the contracting process.

Question #83

PR 8.2 (a) - Please clarify what is included in general R&D as this can be very broad (i.e. R&D related to normal development, new features or customization requested by testing department, etc.). Also, does this include estimated costs to fix bugs/errors or update the innovation based on testing department feedback.

Answer #83

Note that PR 8.2 (a) makes no reference to R&D expenses. Costs related to R&D can be included in SC 3.4 (c), where the Bidder can account for expenses required to reach commercialization from the innovation's current state of readiness. Please refer to Change 13 in this solicitation amendment, as well as questions and answers 2, 13 and 16 in Solicitation Amendments 002 and 003.

Question #84

PR 8.4 - we are not clear on the difference between impact metrics and benefit metrics - Can you please define them more clearly? Does benefit metrics need to be more concerned with

cost benefit of acquiring the product, whereas impact benefit refers to how acquiring the product impact productivity, or methods of operation?

Answer #84

In PR 8.4, Bidders should identify the metrics that would be measured through a BCIP test and detail the proposed methods that would be used to measure these metrics. Benefit and impact metrics are both used to measure return on investment through changes which include (but are not limited to) performance, efficiency, cost, revenue, safety, and satisfaction. It may be helpful for Bidders to consider how their innovation is an advance on the state-of-the-art (reference Innovation requirements in SC1 and PR1) when formulating their response to PR 8.4. Bidders should also reference the Evaluation of the Proposed BCIP Test Plan section of PR8 to assist in drafting an answer to PR8.4.

Question #85

Part 5 - Page 13, item 4 - Are you asking the (contractor) supplier to hold their price for two additional years so additional units can be purchased if desired?

Answer #85

No. Pricing for the original BCIP proposal is for the original BCIP contract. Pricing for any subsequent contracts under additional sales will be in line with the pricing from the original BCIP contract, and negotiated based on the Statement of Work for the new additional sales contract. Reference Change 14 in this solicitation amendment.

ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME.