



**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 0A1  
Gatineau, Québec  
K1A 0S5 (or K1A0C9 if using FedEx)

**REQUEST FOR  
INFORMATION**

**DEMANDE DE  
RENSEIGNEMENTS**

Comments - Commentaires

**Vendor / Firm Name and Address  
Raison sociale et adresse du  
Fournisseur /de l'entrepreneur**

**Issuing Office - Bureau de distribution**  
Acquisitions Branch / Direction générale des  
approvisionnements  
11C1, Phase III  
Place du Portage  
Gatineau, Québec

<b>Title-Sujet</b> DRDC Call for Proposals	
<b>Solicitation No. - N° de l'invitation</b> W7714-16ADSA/B	<b>Date</b> 2016-06-21
<b>Client Reference No. - N° de référence du client</b> W7714-16ADSA	
<b>GETS Reference No. - N° de référence de SEAG</b>	
<b>File No. - N° de dossier</b> 052ss.W7714-16ADSA	<b>CCC No./N° CC - FMS NO. / N° VME</b>
<b>Solicitation Closes - L'invitation prend fin</b>  <b>at - à 2:00 PM</b> <b>on - le 2016-07-12</b>	<b>Time Zone / Fuseau horaire</b> Eastern Daylight Time (EDT) / Heure avancé de l'est
<b>F.O.B. - F.A.B</b>  Plant-Usine: <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Brooke Taylor	<b>Buyer Id - Id de l'acheteur</b> 052ss
<b>Telephone No. - N° de téléphone</b> (873) 469-4792 Brooke.Taylor@tpsgc-pwgsc.gc.ca	<b>FAX No. - N° de FAX</b>
<b>Destination of Goods, Services and Construction: Destinations des biens, services et construction :</b>  Specified Herein Précisé aux présentes	

**Instructions : See Herein**

**Instructions : voir aux présentes**

<b>Delivery Required - Livraison exigée</b> See Herein - voir aux présentes	<b>Delivery Offered - Livraison proposée</b>
<b>Vendor/Firm Name and Address</b> Raison sociale et adresse du fournisseur/de l'entrepreneur	
<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 (type or print)</b> <b>Nom et titre de la personne autorisée à signer au nom du fournisseur/de l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b>	
<b>Signature</b>	<b>Date</b>

## 1. PURPOSE

The purpose of this Request for Information (RFI) is to notify industry, academia and other stakeholders of some of the proposed Science and Technology (S&T) Challenges for which Canada intends to seek proposals under an upcoming Call for Proposals (CFP). The RFI also seeks information and feedback from industry and academia, and other stakeholders on their interest, capacity and ability to provide research and development services to Defence Research and Development Canada (DRDC), an agency of the Department of National Defence (DND).

## 2. BACKGROUND

DND plans to conduct research and analysis to support the development of options for enhanced domain awareness of air, maritime surface and sub-surface approaches to Canada, and in particular those in the Arctic. This research and analysis will be delivered through contractual arrangements with other government departments (OGDs), academia, industry and allies. Surveillance solutions explored will support the Government of Canada's ability to exercise sovereignty in the North, and will provide a greater whole-of-government awareness of safety and security issues, transportation and commercial activity in Canada's Arctic.

## 3. REQUIREMENT

DRDC is seeking research and development proposals to identify, assess and validate technologies in support of situational awareness across air, maritime surface and sub-surface domains, particularly in the North, with a focus on the following areas:

1. Strategic surveillance of airborne traffic and aerospace warning;
2. Awareness of maritime traffic in Canadian approaches and Arctic littoral regions;
3. Awareness of sub-surface activity approaching or in Canada's North; and
4. Analysis of sensor mixes and information integration and sharing for all domain awareness to enable detection of modern threats beyond the threshold of the current systems.

The objective across the three identified domains (air, maritime surface and sub-surface) is to deliver assessments and advice on the performance and viability of existing and future concepts, technologies and methodologies that could contribute to improved awareness in these domains. The concepts and technology solutions to be considered for the Arctic must be suitable to a remote setting subject to limited power sources, limited access and re-supply, harsh weather, limited communications and vulnerability to capture.

DRDC has identified S&T Challenges to guide the investment decision-making for this requirement. These S&T Challenges emphasize specific gaps and objectives that are relevant to Canada's situational awareness of air, maritime surface and sub-surface domains. The upcoming CFP will seek proposals that demonstrate how they respond to and address one of the identified S&T Challenges. The proposed S&T Challenges are identified in the draft CFP document, at Annex B.

## 4. ACQUISITION STRATEGY

Canada may release a competitive CFP on the Government Electronic Tendering Site (GETS), namely the Buy and Sell website ([buyandsell.gc.ca](http://buyandsell.gc.ca)). It is intended to have a three-stage procurement process:

Stage 1: Synopsis Proposal

Stage 2: Full Proposal

Stage 3: Contracting

Synopsis Proposals submitted under the CFP will be assessed against the Synopsis Evaluation Criteria identified in the CFP. Synopsis Proposals which meet all criteria will be considered responsive and will proceed to Stage 2: Full Proposals.

Bidders with responsive Synopsis Proposals will be requested to submit Full Proposals. Full Proposals will be evaluated in accordance with the Full Proposal Evaluation Criteria identified in the CFP. Full Proposals that meet all criteria will be considered responsive and placed in a Pool of Pre-qualified Proposals. Placement into the Pool does not guarantee that a contract will be awarded.

If a proposal is selected from the Pool by the Proposal Selection Committee (PSC), recommended by the Selection Committee (SC) and approved by the DND Assistant Deputy Minister of S&T, a contract will be negotiated with the specific supplier. If negotiations are successful a contract will be awarded.

Multiple contracts may be awarded.

The maximum funding available for any project type is as follows:

Project Types	Studies	Concepts	Research & Development	Technology Demonstration	Technology Pilot
<b>Funding Range per Project</b>	≤ \$200K	≤ \$500K	≤ \$2.0M	≤ \$2.5	≤ \$3.0M

The maximum funding available for any contract resulting from this Call for Proposals is \$3M, Applicable Taxes included.

For more information on these types of projects please refer to the draft CFP.

The total value of all contracts awarded will not exceed \$100M, Applicable Taxes included.

The requirement is excluded from the North American Free Trade Agreement (NAFTA) as per Annex 1001.1b-2 Research and Development, all classes, and excluded from the application of the World Trade Organization – Agreement on Government Procurement (WTO-AGP) under Appendix 1, Annex 4.

This requirement is subject to the Agreement on Internal Trade (AIT).

## 5. GOVERNMENT OF CANADA APPLICABLE POLICIES

This requirement is subject to the Federal Contractor's Program for Employment Equity and Bidders will be required to submit a duly signed certificate of commitment, as applicable.

The Canadian Content Policy applies to this requirement. Refer to the draft CFP for more information.

## 6. SECURITY CONSIDERATIONS

Valid security clearances may be required to perform the Work. DRDC will determine the level of security required for the project, as applicable.

The Code of Conduct for Procurement and PWGSC's Integrity Provisions will apply.

## 7. INTELLECTUAL PROPERTY

For the majority of contracts, the Contractor will own the Intellectual Property in any Foreground Information developed under the contract. Canada will have a license to use the Foreground Information

in accordance with the standard Intellectual Property clauses found in the current *2040 General Conditions – Research and Development*. These terms and conditions can be viewed in the *Standard Acquisition Clauses and Conditions (SACC) Manual*, <https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual>.

There may be instances where Canada wishes to own the Intellectual Property in accordance with the *Policy on Title to Intellectual Property Arising under Crown Procurement Contracts*, <http://www.ic.gc.ca/eic/site/068.nsf/eng/00005.html>. In these cases, Intellectual Property terms and conditions will form part of the negotiations during the contracting phase.

## **8. ENGAGEMENT ACTIVITIES AND OBJECTIVES**

This RFI is being posted on GETS to allow for the public and private sectors to review the CFP and provide feedback. The responses received will be used to assist Canada in finalizing the requirement and in developing achievable objectives and deliverables.

Canada intends to host an Industry Day Information Session to provide Industry with general information on the requirement, and obtain industry comments on the draft CFP. One-on-one meetings may be held following the Industry Day. Both events will be held in the Ottawa area at a time and place to be confirmed. The terms and conditions applicable to this engagement process are in Attachment 1 of this document.

In order to facilitate the one-on-one meetings, Participants are encouraged to provide written comments and recommendations on the draft CFP as well as any additional topics they may wish to discuss.

Canada will analyze and summarize all input and post a feedback report on GETS (Buyandsell.gc.ca).

As per Attachment 2, it is requested that responses to this RFI indicate potential interest in attending the Industry Day and/or one-on-one session. Once all RFI responses are received, the Contracting Authority will contact any interested parties with an official invite including details for the events.

Attendance at these Engagement Activities is not required in order to submit a proposal to any subsequent CFP.

## **9. RECOMMENDATIONS FROM INDUSTRY**

Industry recommendations that do not restrict the level of competition nor favour a particular solution or company will be given consideration. However, Canada will have the right to accept or reject any or all recommendations.

## **10. REVIEW OF THE RFI**

Canada reserves the right to request additional information for clarification during the review of the responses to this RFI, and/or to consider a subsequent modification of the response put forward by a participant.

No payment will be made for costs incurred in the preparation and submission of a response to the RFI. Costs associated with preparing and submitting a response, as well as any costs incurred by the participant associated with the evaluation of the RFI, are the sole responsibility of the Participant.

## **11. NO OBLIGATION**

The issuance of this RFI does not create an obligation for Canada to issue a subsequent CFP and does not bind Canada legally or otherwise, to enter into any agreement or to accept any suggestions from Participants.

This industry engagement process is not a bid solicitation and a contract will not result from this request.

Participants are advised that any information submitted to Canada in response to this industry engagement process may be used by Canada in the development of a subsequent competitive CFP. However, Canada is not bound to accept any expression of interest or to consider it further in any associated documents such as a CFP.

**12. Submission Date**

Responses to this RFI should be submitted directly to the Contracting Authority on or before July 12, 2016, at 2:00 pm EDT.

**13. CONTRACTING AUTHORITY**

All enquiries and other communications related to this RFI must be directed to the Contracting Authority as follows:

Brooke Taylor  
Supply Team Leader  
Public Works and Government Services Canada  
Acquisitions Branch  
Life and Earth Sciences Division

Telephone: 873-469-4792  
E-mail: [brooke.taylor@tpsgc-pwgsc.gc.ca](mailto:brooke.taylor@tpsgc-pwgsc.gc.ca)

## ATTACHMENT 1

### RULES OF ENGAGEMENT PARTICIPATION AGREEMENT

An overriding principle of the industry consultation is that it be conducted with the utmost of fairness and equity between all parties. No one person or organization will receive nor be perceived to have received any unusual or unfair advantage over the others.

#### TERMS AND CONDITIONS:

The following terms and conditions apply to the Industry Engagement Process. In order to encourage open dialogue, Participants agree to:

- a. Discuss their views concerning the requirement and to provide positive resolutions to the issues in question. Everyone will have equal opportunity to share their ideas and suggestions;
- b. NOT reveal or discuss any information to the MEDIA/NEWSPAPER regarding the requirement during this consultative process. Any Media questions will be directed to the PWGSC Media Relations Office at 819-420-5501;
- c. Media cannot participate in the Industry Day or the one-on-one meetings;
- d. Canada is not obligated to issue any CFP, or to negotiate any contract for the requirement;
- e. Throughout the entire Industry Engagement Process, all questions from industry, exchanges of information and all the industry feedback must be provided in writing to the Contracting Authority. In accordance with and subject to the Access to information Act, R.S., 1985, c. A-1, and any other legislative or legal requirement, all information which is provided by a Participant and which is clearly marked as "Proprietary" will not be released or disclosed;
- f. The information gathered from Industry Day will be summarized and provided to all Participants;
- g. If Canada does release a CFP, the terms and conditions of the CFP will be subject to Canada's absolute discretion;
- h. Canada will not reimburse any person or entity for any cost incurred in participating in this industry consultative process;
- i. All inquiries with regards to the procurement are to be directed to the Contracting Authority;
- j. Participation in this Industry Engagement Process will not be a mandatory requirement for any subsequent CFP. An entity will not be precluded from submitting a proposal under any subsequent CFP on account of they not being a Participant;
- k. At any point within this process, a Participant may provide notice to the Contracting Authority that they no longer wish to participate in the Industry Engagement Process. Upon the Contracting Authority's receipt of such notice, the Participant will not be scheduled for participation in any future one-on-one meetings;
- l. Failure to agree to and sign the Rules of Engagement will result in the exclusion from participation in the one-on-one meetings. This Industry Engagement Agreement must be signed by a duly authorized officer of the Participant in this respect;
- m. No more than 2 representatives of the company may attend at any given time due to space limitation; and

- n. A dispute resolution process to manage impasses throughout this consultative process must be adhered to as follows:

**Dispute Resolution Process**

- 1- By informal discussion and good faith negotiation, each of the parties must make all reasonable efforts to resolve any dispute, controversy or claim arising out of or in any way connected with this Industry Engagement.
- 2- Any dispute between the Parties of any nature arising out of or in connection with this Industry Engagement must be resolved by the following process:
  - a. Any such dispute must first be referred to the Participant's Representative and the PWGSC Manager managing the Industry Engagement. The parties will have 3 Business Days in which to resolve the dispute.
  - b. In the event the representatives of the Parties specified in Article 2.a. above are unable to resolve the dispute, it must be referred to the Participant's Project Director and the PWGSC Senior Director of the Division responsible to manage the Industry Engagement. The parties will have 3 Business Days to resolve the dispute.
  - c. In the event the representatives of the Parties specified in Article 2.b. above are unable to resolve the dispute, it must be referred to the Participant's President and the PWGSC Director General, who will have 3 Business Days to resolve the dispute.
  - d. In the event the representatives of the Parties specified in Article 2.c. above are unable to resolve the dispute, it must be referred to the Participant's CEO and the PWGSC Assistant Deputy Minister, Acquisitions Branch who will have 5 Business Days to resolve the dispute.
  - e. In the event the representatives of the Parties specified in Article 2.d. above are unable to resolve the dispute, the Contracting Authority will within 5 Business Days render a written decision and will include a detailed description of the dispute and the reasons supporting the Contracting Authority's decision. The Contracting Authority will deliver a signed copy thereof to the Participant.

By signing this document, the individual represents that he/she has full authority to bind the company listed below and that the individual and the company agree to be bound by all the terms and conditions contained herein.

Name of Company (Print): \_\_\_\_\_

Name of individual (Print): \_\_\_\_\_

Title or Position (Print): \_\_\_\_\_

Telephone: \_\_\_\_\_

E-mail: \_\_\_\_\_

Signature: \_\_\_\_\_

(I have the authority to bind the Company)

Date: \_\_\_\_\_

## ATTACHMENT 2

### INDUSTRY ENGAGEMENT QUESTIONS

The questions contained in the Sections below are intended to elicit feedback of interest to Canada and provide guidance to industry in preparing for the Industry Day. It is not expected that all questions will elicit a response, neither should submissions be constrained by the questions.

Respondents are encouraged to submit a response to the Industry Engagement Questions in electronic format (MS Word or Adobe PDF preferable as long as copy/paste or printing of text functions are not restricted in any way) by the RFI closing date or shortly thereafter, as it will be requested by Canada.

#### Response Format

All submissions should be clearly marked "DRDC RFI". The name and address of the Participant must be identified in the e-mail with a primary point of contact. One electronic copy, compatible with MS Word 2003, or a PDF file of the response is to be submitted by e-mail to the Contracting Authority at the following address: [brooke.taylor@tpsgc-pwgsc.gc.ca](mailto:brooke.taylor@tpsgc-pwgsc.gc.ca).

**The inclusion of general marketing material is discouraged unless used to provide specific information relevant to a response. In this instance, it is requested that supporting text cross-reference the marketing material to the appropriate area of the RFI.**

Responses will not be returned.

The number of pages of your response is not limited. However, the expected length should not exceed 5 pages double sided standard letter business format.

#### Language of Response

Responses may be in English or French, at the preference of the Participant.

#### Response Parameters

Participants are reminded that this is an RFI and not a CFP and, in that regard, Participants should feel free to provide their comments and concerns with their responses.

Canada reserves the right to seek clarifications from a Participant for any information provided in response to this RFI, either by telephone, in writing or in person.

#### Confidentiality

Participants are requested to clearly identify those portions of their response that are company confidential or proprietary in nature. The confidentiality of each Participant's response will be maintained. Items that are identified as proprietary will be treated as such except where Canada determines that the enquiry is not of a proprietary nature. Canada may edit the questions or may request that the Participant do so, so that the proprietary nature of the question is eliminated, and the enquiry can be answered with copies to all interested parties.

#### **SECTION 1: ADMINISTRATIVE REQUIREMENT SUMMARY**

1. Identify your Legal Name and Procurement Business Number, if applicable.
2. Please indicate your interest in attending an Industry Day and/or one-on-one meeting.



3. If attendance via a webinar is available for the Industry Day would this be preferred over attendance in person in Ottawa?
4. As per Attachment 1, please provide a signed copy of the Rules of Engagement Participation Agreement.

## **SECTION 2: REQUIREMENT**

1. Please provide a statement regarding your capacity and ability to meet the requirements. Please indicate what S&T challenge you would be interested in, and what project type you would consider applying to. Please indicate if there are other S&T challenges and gaps related to all-domain situational awareness in the Arctic that you think DRDC should consider.
2. Are any aspects of the draft CFP unclear?
3. Is the current draft call for proposal is unduly restrictive (i.e. bidding process, project types, funding limits, statement of work or evaluation criteria) please explain why and suggest alternatives.
4. Please state your preference of a 2-stage proposal submission process where under Stage 1, suppliers submit a Synopsis Proposal, then under Stage 2, compliant suppliers submit a full proposal (as per the draft CFP document); or a 1-stage proposal submission process where suppliers only submit one full proposal. Please also indicate the reason(s) for your preference.

## **SECTION 3: EVALUATION and BASIS OF SELECTION**

1. Is it clear how Canada proposes to evaluate the bids?
2. Does the Basis of Selection seem fair and reasonable?
3. Provide any suggestions that, in your opinion, could improve the evaluation and proposal selection methodology and criteria.
4. Please provide feedback on the mandatory and point rated evaluation criteria that are described in the draft Call for Proposals. In your opinion, is each of the criteria appropriate given the work described? Would any of these criteria not be attainable for your organization?
5. Would you be open for recommendation from DRDC to combine your bid with that of another bidder following the Synopsis Proposal stage for a more comprehensive Full Proposal?

## **SECTION 4: OTHER**

1. Please describe the research and scientific networks that your company or institution can access to recruit resources (i.e. university graduates, centres of excellence, head hunters).
2. Is the 50% Canadian Content requirement reasonable (as opposed to the standard 80%)?
3. Should Canada Solely Limit Canadian content to 50% for all proposals? Or should Canadian Content be Conditionally Limited (also at 50%) within each individual S&T Challenge?
4. Please identify any other issues, concerns, recommendations not addressed above.