



**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

<b>Title-Sujet</b> BCIP 006 – PICC 006		
<b>Solicitation No. - N° de l'invitation</b> EN578-15BCIP/B	<b>Amendment No. – N° modification</b> 013	<b>Date</b> 2016-07-22
<b>Client Reference No. - N° de référence du client</b> EN578-15BCIP		
<b>GETS Reference No. - N° de référence de SEAG</b> PW-15-00695040		
<b>File No. – N° de dossier</b> 008sc.EN578-15BCIP	<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 2018-03-29</b>		<b>Time Zone</b> <b>Fuseau horaire</b> Eastern Daylight Time EDT Heure avancée de l'Est (HAE)
<b>F.O.B. – F.A.B</b>		
<b>Plant-Usine :</b> <input type="checkbox"/> <b>Destination:</b> <input type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>		
<b>Address Enquiries to: - Adresser toutes questions à:</b> Jean-Luc Seguin		<b>Buyer Id – Id de l'acheteur</b> 008sc
<b>Telephone No. - N° de téléphone</b> 873-469-4801		<b>FAX No. - N° de FAX</b>
<b>Destination of Goods, Services and Construction:</b> <b>Destinations des biens, services et construction :</b>  To be determined À être déterminé		

**Instructions : See Herein**  
**Instructions : voir aux présentes**

<b>Delivery Required - Livraison exigée</b> See Herein	<b>Delivery Offered - Livraison proposée</b>
<b>Vendor/Firm Name and Address</b> <b>Raison sociale et adresse du fournisseur/de l'entrepreneur</b>	
<b>Telephone No. - N° de telephone</b> <b>Facsimile No. - N° de télécopieur</b>	
<b>Name and title of person authorized to sign on behalf of Vendor/Firm</b> <b>(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>

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**Call for Proposals - Call 006****Amendment 013****Purpose:**

- A) To identify changes to Call 006.
  - B) To respond to questions regarding Call 006.
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**A) CHANGES****CHANGE #19**

The following changes are effective July 31, 2015 and apply to all proposal submissions to date and subsequent proposal submissions.

1. At Call 006 Part 4 – Evaluation Procedures, Section 2.2 Stage Two – Point Rated Criteria:

**Delete:**

Phase 3 – Point Rated Criteria – in its entirety.

**Insert:**

Phase 3 – Point Rated Criteria

Proposals that have successfully completed Phase 2 will be evaluated against the Stage Two - Point Rated Criteria identified in the electronic Proposal Submission Form.

Proposals will be evaluated and assigned points based on the assessment of the Evaluators. To be declared responsive proposals must obtain a minimum overall pass mark of 96 points out of 192 points. Proposals not meeting the minimum overall pass mark requirements will be deemed non-compliant and given no further consideration.

2. At the electronic Proposal Submission Form, Overview of the Proposal Submission:

[Note to Bidders: the electronic Proposal Submission Form will be updated according to this CHANGE.]

**Delete:**

**Point Rated Criteria (PR)** in its entirety.

**Insert:**

**Point Rated Criteria (PR).** Proposals will be evaluated and assigned points based on the assessment of the Evaluators. To be declared responsive, proposals must obtain the minimum - overall pass mark requirement of 96 points out of 192 for the Point Rated Criteria. Proposals not meeting the minimum overall pass mark requirement will be deemed non-responsive and given no

further consideration.

To be declared responsive, a proposal must:

- (a) Comply with all the requirements of the Call for Proposals solicitation;
- (b) Meet all mandatory and screening evaluation criteria;
- (c) Obtain the required minimum overall pass mark of 96 points out of 192 for the Point Rated Criteria.

Responsive proposals will be “pre-qualified”, which are "approved in principle". This does not guarantee that a contract will be awarded.

#### **CHANGE #20**

At Call 006 Part 5, Basis of Selection, Section 4. Additional Sales for Testing Innovations under the BCIP:

**Delete:** In its entirety

**Insert:**

#### **4. Additional Sales for Testing of Pre-Commercial Innovations Acquired Under the Build In Canada Innovation Program (BCIP) Rev 1**

##### 4.1 Additional Sales Period

The period to award a research & development (R&D) Contract (also referred to as “additional sales Contracts”) to acquire additional quantities under the *additional sales for testing component* of the Build in Canada Innovation Program (BCIP) begins on the date indicated on page 1 of the initial BCIP contract and ends on the same date two (2) years later.

##### 4.2 Objective

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

##### 4.3 Framework

All additional sales contracts will be issued in accordance with the [Treasury Board of Canada Secretariat \(TBS\) Contracting Policy](#) and the following framework:

- a) **Funding:** R&D Contracts for additional quantities for testing Innovations will be funded by the Government of Canada Testing Department(s).
- b) **Maximum Contract Dollar value:** The Contract dollar value will respect the limits of the maximum per Contract dollar value under the initial BCIP Contract: \$500,000 CAD for Standard Component and \$1,000,000 CAD for Military Component (Applicable Taxes, shipping and Travel and Living expenses are extra, as applicable).

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.

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; and
- v. Security Requirements.

f) **Contract Authority:** Public Works and Government Services Canada, Scientific Commodities and Projects Division (SC Division) will be the Contract Authority.

g) **Required documents:** The Testing Department(s) will be responsible for the development of the Statement of Work (SOW) including the Innovation test plan, performance metrics and, if applicable, the Security Requirement Check List (SRCL).

h) **Testing Department Attestation:** For all additional sales, Testing Departments will be required to attest that their requirement fits under the scope of the BCIP and is meant to be for testing purposes.

i) **Support:** BCIP will support the Testing Department(s) by providing a SOW template, the original BCIP contract SOW and the Innovation Fact Sheet.

j) **Limitations of the Framework:**

- i. For Innovations that involve licenced software or software as a service (SaaS) subscription:
  - a. Entity (enterprise) licences will not be permitted;
  - b. Maximum period for a software licence or SaaS subscription will be 12 months, or less, based on term of Contract; and
  - c. Licences and SaaS subscriptions must be scaled to the test plan in the SOW.
- ii. Procurements under additional sales contracts will not create a fully installed or

permanent operating base for the purposes of sole-source justification for future procurements.

iii. For each Innovation, the Contracting Authority will determine the acceptable number of additional sales Contract per Testing Department.

k) 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.

\*See [BCIP Definitions](#) - configuration is an acceptable change under the program but customization is not acceptable.

## **B) QUESTIONS AND ANSWERS**

### **Question #90**

PR 3.1 - The form reads "describe the organizational impact (organizational change or resources required) of an end user installation" Our device is intended for a consumer such as a resident of a military base. What do you mean by "Organizational Impact"?

### **Answer #90**

The two sections of PR 3.1 work closely together. In the first section the Bidder should describe the requirements (time, resources, and technical) needed to adopt/ install the innovation, whereas the second section asks the Bidder to go into more detail about how those requirements would impact the organization in which the end user is based. If the innovation is not intended for wide uptake across an organization, this should be mentioned in your response.

### **Question #91**

PR 7.3 (a) When you say end user are you talking about the BCIP program or the actual aforementioned resident of the military housing or OUR targeted consumer?? And if it is BCIP is it the TOTAL contract or the total per military resident?

### **Answer #91**

This refers to the acquisition cost for the targeted consumer. The total cost of the BCIP contract should be detailed in PR 8.2 (a).

### **Question #92**

PR 9.3 (a) Again the term End User is used and I don't know if it's the BCIP program i.e.: Canadian Government or the individual military resident.

### **Answer #92**

This question is asking about annual costs to operate and maintain the innovation from an end-user perspective, i.e. the user of the final commercial product. Presumably these maintenance costs would be equivalent regardless of whether they are being calculated for the individual consumer or the federal government.

### **Question #93**

i) For section SC 3.3 (b), if we have received \$50,000 from venture capitalists, this money is deposited

into our bank account. Should this amount be included under cash on hand, or under Venture Capital?

ii) For the same section, what is meant by working capital?

**Answer #93**

Please reference question 74 in Solicitation Amendment 008

**Question #94**

For section PR 7.3 (a), we are asked for an estimate of the costs for end user adoption of our innovation. As we are providing a service, we have provided our base price for one contract. Is this correct?

**Answer #94**

That is correct, 7.3 should estimate the cost of a contract that is of a significant duration to generate the benefits described in the proposal. If further context around the duration of costs is required, these could be described in PR 9.3 (a)

**Question #95**

Regarding your definition of “employees”, do these individuals have to receive T4’s or is it sufficient that they are contributing effort to the project as Founders (services in kind)?

**Answer #95**

When determining the size of business, Bidders should consider the number of people that are employed for wages or salary. If other individuals are providing in-kind contributions (i.e. Founders), these individuals can be referenced in SC 3.2 Management Team Overview. If individuals that are not employees are referenced, it should be clearly stated how they are affiliated to the company.

**Question #96**

Specifically for PR8.3(a) in the standard application:

- Does the ‘Delivery, configuration and installation’ include everything from contract signing to full installation?
- Do the ‘activities related to direct costs’ refer only to things required to be done by the bidder, as ‘direct costs’ are defined within the ENFinancialBreakdown document?
  - If the testing department is doing the analysis, this should therefore be 0?
  - Or, does this include result analysis from testing department?
- Is the ‘total number of weeks required to test the proposed innovation’ starting from build/delivery (essentially the sum of the durations in the table)?

**Answer #96**

- Yes, ‘Delivery, configuration and installation’ includes everything from contract signing to full installation.
- Yes, ‘Activities related to direct costs’ refer only to things required to be done by the bidder. Testing department contributions must not form part of the financial proposal. Any costs

incurred by the testing department as a result of its involvement are assumed by the testing department.

- The 'total number of weeks required to test the proposed innovation' is the duration specific to the proposed test plan, after installation.

**ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME.**