



**RETURN BIDS TO:  
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11 Laurier St. / 11, rue Laurier  
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Core 0B2 / Noyau 0A1  
Gatineau, Québec  
K1A 0S5 (or K1A0C9 if using FedEx)

**Amendment #10  
REQUEST FOR  
PROPOSAL**

**Amendment n ° 10  
DEMANDE DE  
PROPOSITION**

Proposal to: Public Works and Government Services  
Canada

We hereby offer to sell to Her Majesty the Queen in  
right of Canada, in accordance with the terms and  
conditions set out herein, referred or attached hereto,  
the supplies and services listed herein or on any  
attached sheets at the price(s) set out therefore.

Propositions aux: Travaux publics et Services  
gouvernementaux Canada

Nous offrons par la présente de vendre à sa Majesté la  
Reine du chef du Canada, aux conditions énoncées ou  
incluses par référence dans la présente et aux annexes  
ci-jointes, les articles et les services énumérés ici et sur  
toute  
feuille ci-annexée, au(x) prix indiqué(s).

**Comments - Commentaires**

Questions and answers/ Les questions  
et les réponses.

**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  
Marine Systems and Small Vessels Sector  
Major Projects Directorate – Sea  
AJISS Project Office  
Gatineau, Quebec

<b>Title-Sujet</b> Arctic Offshore Patrol Ship (AOPS) and Joint Support Ship (JSS) In-Service Support/Le soutien en service (SES) du navire de patrouille extracôtier et de l'Arctique (NPEA) et du navire de soutien interarmées (NSI)	
<b>Solicitation No. - N° de l'invitation</b> W8476-133818/C/B	<b>Date</b> September, 21 2016/le 21 septembre 2016
<b>Client Reference No. - N° de référence du client</b> W8482-156698	
<b>GETS Reference No. - N° de référence de SEAG</b> PW-16-00738522	
<b>Solicitation Closes – L'invitation prend fin</b>  October 25, 2016 at 14 :00 /le 25 octobre 2016	<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> Ryan Gigliotti	
<b>Telephone No. - N° de téléphone</b> <a href="mailto:NPEANSISES.AOPSJSSISS@tpsgc-pwgsc.gc.ca">NPEANSISES.AOPSJSSISS@tpsgc-pwgsc.gc.ca</a>	<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>



This Amendment #10 is being issued to make changes to the Arctic Offshore Patrol Ship (AOPS) and Joint Support Ship (JSS) In-Service Support RFP and to answer questions received against this solicitation.

### **Part 1 Amendments to the RFP**

1. Included with this amendment is the attached electronic Transaction Template for ITB and Value Proposition transactions
2. Included in this amendment is a signed copy of the Naval ISS Key Principals letter that replaces the unsigned draft letter included in the PWS as Appendix V. There is no change to the information contained in the letter. **Delete in it's entirety** the unsigned draft letter and **insert in it's entirety** the new signed letter.
3. In amendment #8 it was stated that the AJISS SRCL Security Check list would be attached to the Solicitation documentation. It was inadvertently omitted. This has been corrected with this amendment. See attachment SRCL Security Check list and add it to Annex C solicitation document

**4. Reference:** AJISS PWS Version 3.0 CDRL  
Line Item ID: CDRL-13 (CDRL No. PM-009) Relationship Management Plan

Under "Date – Preliminary" Column:  
**Delete in its entirety:** *With Proposal*

**5. Reference:** AJISS PWS Version 3.0 CDRL  
Line Item ID: CDRL-13 (CDRL No. PM-009) Relationship Management Plan

Under "Date – Draft" Column:  
**Delete in its entirety:** *1 MACA*  
**Insert in its entirety:** *With Proposal*

**6. Reference:** RFP Attachment 1 to Part 4, Item 1b, No.4 – Preliminary Risk Management Plan

Under "Assessment Criteria" Column:  
**Delete in its entirety:**

The Bidder will be evaluated on their Preliminary Risk Management Plan. It should outline how the Bidder plans to manage risks and ensure continued readiness to maintain the In-Service Support Program for AJISS Vessels. The Bidder **must** produce a Preliminary Risk Management Plan in accordance with DID-AJISS-PM-006.

A written submission not to exceed 20 pages in total is required and it should outline the Bidder's Preliminary Risk Management Plan for the contract. The plan should include specific risks and mitigations identified within the start-up and transition phases.

**Insert in its entirety:**

The Bidder will be evaluated on their Preliminary Risk Management Plan. It should outline how the Bidder plans to manage risks and ensure continued readiness to maintain the In-Service Support Program for AJISS Vessels. The Bidder **should** produce a Preliminary Risk Management Plan in accordance with DID-AJISS-PM-006.

A written submission not to exceed 20 pages in total is required and it should outline the Bidder's Preliminary Risk Management Plan for the contract. The plan should include specific risks and mitigations identified within the start-up and transition phases.



7. **Reference Annex K 3.1.5.6** the definition of Contract Value in the ITB Terms and Conditions to provide clarity to Bidders:

**Delete in its entirety:**

“Contract Value” means, for the purposes of the ITB Commitments, the amount specified in the Limitation of Expenditure Clause set out in the Contract (applicable taxes extra);

**Insert in its entirety:**

“Contract Value” means, for the purposes of the ITB Commitments, the amount reflecting the sum of all payments made by Canada to the Contractor, up to and including the last Reporting Period, but not higher than the amount specified in the Limitation of Expenditure Clause set out in the Contract (applicable taxes extra);

8. **Reference: Part 4, Attachment 2, Section 5.3.1** the first sentence.

**Delete in its entirety:** The Proposal should include the Bidder’s Commitment to achieve Transactions involving Supplier Development. The Commitment should be expressed as a percentage of the Contract Value, including options, measured in CCV. This Commitment will become an Obligation to be completed within the Achievement Period.

**Insert in its entirety:** The Proposal should include the Bidder’s Commitment to achieve Transactions involving Skills Development. The Commitment should be expressed as a percentage of the Contract Value, including options, measured in CCV. This Commitment will become an Obligation to be completed within the Achievement Period.

**Part 2 Questions and Answers**

**Q130 Reference Attachment 1 to Part 4, M6**

The requirement is to submit “The Relationship Management Plan”, not a “Preliminary Relational Management Plan”, as required for all other submitted plans. DID AJISS-PM-009 has to address many topics. It is stated in Attachment 1 to Part 4, Item 2 that “Only the first 25 pages of the RMP will be looked at for the purpose of the Evaluation of Relational Elements. Could Canada please confirm that a preliminary plan is required and that there is a 25 page limit?”

**A130 Reference:** PWS Section 2.7 Relationship Management Framework (PWS-1453 and PWS-1272)  
The submitted Relational Management Plan (RMP) is not preliminary. Elements of the successful Bidder’s RMP will be incorporated into a draft of the Relationship Charter, which will be used as a starting point for joint development of the Charter. Over the course of the contractual relationship, the Charter will be the living, guiding document, not the RMP.

Canada confirms that only the first 25 pages of the RMP will be looked at for the purposes of the evaluation. Bidders should include the aspects of their plan that are also rated criteria (RFP Attachment 1 to Part 4, Item 2) within the first 25 pages.

**Q131: Reference: Answer 19**

If Canada elects not to exercise its option to extend the Contract beyond 8 years, or if at any time Canada allows the Contract to end will Canada relieve the Contractor of its obligation to fulfil its ITB commitments which were identified in the Bidder’s and/or Contractor’s Transaction sheets for the whole period following the Contract’s end, understanding that the Contractor would still remain obligated to fulfil all its ITB and VP commitments for the period up to the end of the Contract.



**A131:** The Bidder's Commitments will be based as a percentage of the Contract Value (including options). If options are not exercised, the Contractor's obligation will be equal to the percentage of the Contract Value, excluding options.

**Q132: Reference RFP Part 7, Article 7.5.9**

Paragraph 7.5.9 states that "... these tasks may be performed at the level of SECRET including an IT Link at the level of SECRET"

a) Please clarify "may be performed" and "IT Link". Does the entire WAN and IT Infrastructure need to be classified to a SECRET level, or will there be a requirement to handle IT Media to a SECRET level (e.g. on non-networked laptops in a SECRET facility)?

b) Is there a requirement from Canada to physically segregate AJISS specific data from other Canada contract data, or will virtual segregation suffice (i.e. same racks, physical servers and WAN utilising the latest advances in virtual technology to virtually separate AJISS related IT Infrastructure from other Canada contracts)?

c) If accreditation to SECRET level (for IT Link and IT Infrastructure) is required, will assistance be provided from Canada to expedite the accreditation process with CISD?

d) If data is classified SECRET, when does Canada anticipate that SECRET level data will need to be held on the network (i.e. is SECRET classified data handed over immediately on contract award or at ship delivery, or somewhere in between)?

**A132:** a) "may be performed" means the system may in the future need to operate, access, process at the level of SECRET. Currently, Canada does not anticipate such a need. However, if such a need arises in the future any additional costs that may result from an associated change in scope will be negotiated between Canada and the Contractor.

"IT Link" describes the connectivity that occurs when an organisation interacts electronically with a Government of Canada network, using an ID and Password.

IT requirements within the security clause include the organisation passing a CISD inspection for Classified data transfer to electronic components and networks used for the purpose of the contract.

b) There is no requirement from Canada for the Contractor to physically segregate AJISS specific data from other contract data for data transferred through the Electronic Information Environment (EIE) / Electronic Data Exchange (EDE).

c) All organisations are under the same rules and regulation to get their facility clear to the required security level. If there is a need to expedite a clearance, the DND Procurement Officer would be required to justify the need and impact.

d) If there is a need to transfer Classified data to the Contractor, it could happen during any phase of the AJISS Project, i.e. Start-Up, Transition or Steady State. Currently, Canada does not anticipate such a need.

**Q133.** How does a Bidder declare in its submission that it is bidding as a joint venture.

**A133:** See Article 17 Joint Venture, of clause 2003, Standard Instructions - Goods or Services - Competitive Requirements, found in the Standard Acquisitions Clauses and Conditions (SACC) manual



at the following address: <https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual/1/2003/21#joint-venture>.

Q134: During the site visits there seemed to be an increased emphasis on the role the FMFs will play in the execution of the AJISS Contract. Can Canada clarify the role of the FMFs?

A134: As stated at the beginning of the optional site tours by PSPC, any change to the AJISS RFP would be communicated through an amendment on buyandsell.gc.ca. The purpose of the site visit was to demonstrate present FMF capability. Canada did not communicate any commitment on capacity or the role the FMF would play in AJISS. There is no increase to the emphasis on the role of the FMFs. Annex J was mentioned as a reference document that outlines the FMFs strategic capabilities and does not alter the requirements set out in the AJISS RFP or the role the ISSC would play in the execution of the AJISS contract. AJISS RFP Part 3 Article 3.3.1 a) remains unchanged.