



**RETURN BIDS TO:
RETOURNER LES SOUMISSIONS À:**

**Bid Receiving - PWGSC / Réception des
soumissions - TPSGC**

**Place du Portage, Phase III
Core 0B2 / Noyau 0B2
11 Laurier St./11, rue Laurier
Gatineau
Québec
K1A 0S5
Bid Fax: (819) 997-9776**

**LETTER OF INTEREST
LETTRE D'INTÉRÊT**

Comments - Commentaires

Vendor/Firm Name and Address

**Raison sociale et adresse du
fournisseur/de l'entrepreneur**

Issuing Office - Bureau de distribution

Shared Systems Division (XL)/Division des systèmes
partagés (XL)
4C1, Place du Portage Phase III
11 Laurier St./11, rue Laurier
Gatineau
Québec
K1A 0S5

Title - Sujet LOI-SMART MARINE NAV. TRAFFIC MGT	
Solicitation No. - N° de l'invitation F7048-160045/A	Date 2016-10-21
Client Reference No. - N° de référence du client F7048-160045	GETS Ref. No. - N° de réf. de SEAG PW-\$\$\$XL-129-30542
File No. - N° de dossier 129x1.F7048-160045	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2016-11-18	
Time Zone Fuseau horaire Eastern Standard Time EST	
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: Riopel, Andrea	Buyer Id - Id de l'acheteur 129x1
Telephone No. - N° de téléphone (819) 956-1318 ()	FAX No. - N° de FAX (819) 953-3703
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction: Specified Herein Précisé dans les présentes	

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 téléphone 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



Destination Code - Code destinataire	Destination Address - Adresse de la destination	Invoice Code - Code bur.-comptable	Invoice Address - Adresse de facturation
D - 1	200 Kent Street Suite 7S029 Ottawa Ontario K1A 0E6	I - 1	N/A



Item Article	Description	Dest. Code Dest.	Inv. Code Fact.	Qty Qté	U. of I. U. de D.	Destination	Unit Price/Prix unitaire FOB/FAM	Plant/Usine	Delivery Req. Livraison Req.	Del. Offered Liv. offerte
1	LOI - Smart Marine Navigation Traf fic Management System. • The purpose of this requisition is to issue a Letter of Interest (LOI) for the Smart Marine Navigation Traffic Management System in order to invite Vessel Traffic Services (VTS) System Manufacturers Vendors to demonstrate the available vessel traffic situational awareness, HMI, risk management and alerting functionalities developed and available in their existing proven in-service systems.	D-1	I-1	1	Each	\$	\$		See Herein	

LETTER OF INTEREST REGARDING
SMART MARINE NAVIGATION TRAFFIC MANAGEMENT SYSTEM
FOR
DEPARTMENT OF FISHERIES AND OCEANS
CANADIAN COAST GUARD

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LETTER OF INTEREST REGARDING SMART MARINE NAVIGATION TRAFFIC MANAGEMENT SYSTEM FOR DEPARTMENT OF FISHERIES AND OCEANS CANADIAN COAST GUARD

1. Background and Purpose of this Letter of Interest (LOI)

The Vessel Traffic Services (VTS) System is used in Marine Communication and Traffic Services (MCTS) Centres all over Canada for the last 50 years. The current VTS System is in production since 2002. This System is mainly used for Vessel Traffic Management and to exchange maritime data between MCTS and their internal and external partners and clients.

The mandate of MCTS is to ensure the safe movement of marine traffic through Canadian waters. The mission of MCTS is to provide communications and traffic services for the marine community and for the benefit of the public at large to ensure:

- Safety of life at sea in response to international agreements;
- Protection of the environment through traffic management;
- Efficient movement of shipping; and,
- Information for business and the national interest.

In the future, Canadian Coast Guard (CCG) would like to modernize its VTS System such that most of the features associated with modern SMART Marine Navigation Traffic Management Systems be available.

The objective of this Letter of Interest is to invite Vessel Traffic Services (VTS) System Vendors to demonstrate the available vessel traffic situational awareness, Human Machine Interface, risk management and alerting functionalities developed and available in their existing proven in-service systems. The focus of the risk management features to be demonstrated should be aimed primarily towards vessel collision and grounding avoidance. From this process, Vendors are to be invited to participate in a workshop during the fall of 2016. Participation would consist in:

- A one-on-one meeting in Ottawa or by video conference with the CCG Project Team where the vendor is invited to demonstrate their system. The intent of these meetings is to provide an opportunity for an open discussion between Canada and the supplier concerning components and functions of the system, and suggestions or alternative approaches to material presented in conjunction with this LOI, and;
- A 3 month trial license. Access to the trial license can be done in the CCG test environment in Quebec City or via a non-production sandbox access environment. All software provided is provided at vendor's sole risk and the Government of Canada specifically disclaims all liability for loss, damage

or injury suffered by or from any person's use or inability to use the software provided, whether or not resulting from negligence or willful misconduct.

2. Nature of Letter of Interest

This is not a bid solicitation. This LOI will not result in the award of any contract. As a result, potential suppliers of any goods or services described in this LOI should not reserve stock or facilities, nor allocate resources, as a result of any information contained in this LOI. Nor will this LOI result in the creation of any source list. Therefore, whether or not any potential supplier responds to this LOI will not preclude that supplier from participating in any future procurement. Also, the procurement of any of the goods and services described in this LOI will not necessarily follow this LOI. This LOI is simply intended to solicit feedback from industry with respect to the matters described in this LOI.

3. Nature and Format of Responses Requested

Respondents are requested to provide their comments, concerns and, where applicable, alternative recommendations regarding how the requirements or objectives described in this LOI could be satisfied. Respondents are also invited to provide comments regarding the content, format and/or organization of any material presented in this LOI. Respondents should explain any assumptions they make in their responses.

4. Response Costs

Canada will not reimburse any respondent for expenses incurred in responding to this LOI, included but not limited to, expenses incurred for participating in post submission meetings.

5. Treatment of Responses

- a) Use of Responses: Responses will not be formally evaluated. However, the responses received may be used by Canada to develop or modify procurement strategies or any draft documents contained in this LOI. Canada will review all responses received by the LOI closing date. Canada may, in its discretion, review responses received after the LOI closing date.
- b) Review Team: A review team composed of representatives of the client (where applicable) and PWGSC will review the responses. Canada reserves the right to hire any independent consultant, or use any Government resources that it considers necessary to review any response. Not all members of the review team will necessarily review all responses.
- c) Confidentiality: Respondents should mark any portions of their response that they consider proprietary or confidential. Canada will handle the responses in accordance with the Access to Information Act.
- d) ON-SITE Vendor Sessions: Follow-up Activity:
 - i. Canada will meet with respondents who indicate in their responses that they wish to participate in a follow-up meeting. Canada currently anticipates holding any such meetings during the week of November 28, 2016, in Ottawa.

Fisheries and Oceans Canada
Canadian Coast Guard
200 Kent St
Ottawa, ON

- ii. In order to allow PWGSC to establish the schedule for such meetings, respondents are requested to include in their responses an indication of whether they wish to meet with

Canada, together with a list of the individuals from their organization (maximum 3) in person) who would be attending the meeting, and their three preferred meeting times (see the grid below). PWGSC cannot guarantee that any respondent will be allocated any of its preferred meeting times. The Contracting Authority will advise respondents in due course of the time slot that is available for their meeting.

	Date During week of: November 28, 2016	Time Morning Session: between 9:00 and 12:00	Time Afternoon Session: between 13:00 and 16:00
Preferred Time Slot #1			
Preferred Time Slot #2			
Preferred Time Slot #3			

- iii. Canada may meet again with respondents who indicate in their responses that they wish to provide Canada with a trial license. Canada currently anticipates holding any such meetings during the months of November and December, 2016, in Quebec City or via video conference.

Fisheries and Oceans Canada
Canadian Coast Guard
101 Champlain Blvd, Building 400, Room 4-226
Quebec, QC
G1K 7Y7

6. Contents of this LOI

This LOI also contains specific information Industry is being asked to address in their LOI submission.

7. Requested Information

1. As part of their response to this LOI and in order to reserve a time slot for a one-on-one Vendor Session, Vendors are asked to submit:
 - a. A statement indicating their willingness or not, at no cost to Canada, to participate in the aforementioned one-on-one vendor sessions and by which method, on-site or by video conference, they wish to participate;
 - b. A statement indicating their willingness or not, at no cost to Canada, to provide Canada with a 3 month trial license via one of two methods, on-site test environment or a non-production sandbox access environment;
 - c. Submit their 3 Preferred times slots for the vendor sessions in Ottawa for the one-on-one vendor sessions;
 - d. Submit a Company Profile;
 - e. An overview of the VTS systems that will be presented in Ottawa and demonstrated in the trial license;
 - f. A list of sites where the VTS systems have been implemented; Canada reserves the right to limit vendors to those that can demonstrate at least 2 operational installations world-wide.

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- g. Identify VTS Authorities that currently use their system and provide contact information;
2. During the one-on-one Vendor Sessions that will be held in Ottawa, as a minimum, Vendors are requested to present the following:
- a. Presentation of the Company Profile;
 - b. CCG would like to be provided with an introduction to a list of components and functions already in-service such as, but not limited to:
 - i. Identification of risks linked to Under Keel Clearance;
 - ii. Identification of risks linked to meteorological and/or hydrographical conditions;
 - iii. Identification of risks linked to channel width and possible passing / crossing;
 - iv. Route Management / Consideration for ferries predicted routes;
 - v. Identification of risks linked to CPA-TCPA (Closest Point of Approach – Time to Closest Point of Approach) (Collisions)
 - vi. Manual or automatic target acquisition and drop;
 - vii. Manual or automatic target identification;
 - viii. Target simulation (creation, modification, tracking) / Target pairs mutual calculations/operations (target pairs table, target pairs operations) / Target maneuver prediction (radar tracking in “shadow areas”)
 - ix. Sophisticated zone configuration – e.g. traffic, guard, auto-acquisition, jurisdiction, etc;
 - x. Sailing plan compliance;
 - xi. Grounding alerts/avoidances for charted obstacles (ie. shallow water alert);
 - xii. Area related (areas to be avoided, etc.);
 - xiii. Management of information sent to ships via AIS/VDES and reduction of voice communications;
 - xiv. Multi-radar tracking integration;
 - xv. Multi-sensor (Radar and AIS) tracking integration;
 - xvi. Radar, AIS, CCTV, RDF, Meteo-Hydro sensors support and control;
 - xvii. Anchor watch;
 - xviii. Speed limitations;
 - xix. AIS static and dynamic data integrity verification / validation;
 - xx. Radar video presentation;
 - xxi. Extensive chart functionality, including chart editing and S-57/S-100 support;
 - xxii. Electro Optical Systems (EOS) integration; and,
 - xxiii. Management reports generation from alert statistics and VTS officer actions for analysis.
 - xxiv. Radio Direction Finder (RDF) integration;
 - xxv. External information layers integration / connectivity using web service (WMS/WFS).
 - xxvi. Recording and Playback; and,
 - xxvii. Comprehensive configurable Alarm Management, including Navigation and Sensor/ Systems Alarms;
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- c. A CD copy of the demonstration (Section 7 2b i-xxvii) that will be retained by the CCG Technical team.
3. During the Vendor sessions, Vendors who wish to provide CCG with a 3 month Trial License may have the opportunity to discuss the technical details of infrastructure, sensor connectivity and interfaces available in the Quebec City demo environment. Vendors may be invited to discuss or present the following, including any other relevant information the Vendor feels is beneficial or required for CCG to move forward with a Trial license;
- Provide a list of the features (see 2b above) they would like to highlight and provide a short description of each.
 - Propose a trial license and discuss with CCG the connectivity, the schedule and hardware requirements for the demonstration.
 - Requirements for the Trial license software to be installed in the Quebec environment in person or remotely with the assistance of CCG personnel
 - Requirements for the trial license software, such as but no limited, to, login and password information if CCG is set up using a non-production sandbox access environment.
 - Demonstrate and explain (in person or remotely) the risk management features available in their software.
 - Exchange questions with CCG personnel on the operational and technical side of the demonstrated features in a one-on-one environment.
 - Provide a temporary 3 month license to trial the features on a longer basis, as well as providing a contact if we have any questions during the trial; and,
 - Inform Canada of training strategies and capabilities including simulation equipment.
4. Vendors who respond to the LOI and who wish to provide CCG with a 3 month Trial License may be provided with the opportunity to set up a second meeting to discuss the technical specifications required for the CCG 3 month trial license either through an on-site connection or through a non-production sandbox access environment;
5. Vendors are also encouraged to provide the following information, if available, on or before the day of the scheduled session:
- A copy of a User Manual ([If available, both English and French versions are being requested](#))
 - A copy of an Administration Manual or relevant technical references such as a system concept document.

If this information is not available directly from the supplier, but is available from a third party, please provide information on how to obtain such documentation.

8. Format of Responses

- Cover Page:** If the response includes multiple volumes, respondents are requested to indicate on the front cover page of each volume the title of the response, the solicitation number, the volume number and the full legal name of the respondent.
- Title Page:** The first page of each volume of the response, after the cover page, should be the title page, which should contain:
 - the title of the respondent's response and the volume number;

-
- ii) the name and address of the respondent;
 - iii) the name, address and telephone number of the respondent's contact;
 - iv) the date; and
 - v) the LOI number.
- c) **Numbering System:** Respondents are requested to prepare their response using a numbering system corresponding to the one in this LOI. All references to descriptive material, technical manuals and brochures included as part of the response should be referenced accordingly.
- d) **Number of Copies:** Canada requests that respondents submit 1 copy of their responses.

9. Enquiries

Because this is not a bid solicitation, Canada will not necessarily respond to enquiries in writing or by circulating answers to all potential suppliers. However, respondents with questions regarding this LOI may direct their enquiries to:

Contracting Authority: Andrea Riopel
E-mail Address: andrea.riopel@pwgsc.gc.ca
Telephone: 873-469-3984

10. Submission of Responses

- a. **Time and Place for Submission of Responses:** Suppliers interested in providing a response should deliver it to the following location by the time and date indicated on page 1 of this document:

Department of Public Works and Government Services Bid Receiving Unit
Portage III, 0A1
11 Laurier Street
Gatineau, Quebec K1A 0S5

Responses should not be sent directly to the Contracting Authority.

- b. **Responsibility for Timely Delivery:** Each respondent is solely responsible for ensuring its response is delivered on time to the correct location.
- c. **Bid Receiving Unit Address Solely for Delivery of Responses:** The above address is only for bid submission. No other communications are to be forwarded to this address.
- d. **Identification of Response:** Each respondent should ensure that its name and return address, the solicitation number and the closing date appear legibly on the outside of the response.