



PROGRAMME D'INNOVATION  
**CONSTRUIRE AU CANADA**

**BUILD IN CANADA**  
INNOVATION PROGRAM

## Build in Canada Innovation Program (BCIP)

### Call for Proposals (CFP) – Call 007

**Date:** January 10, 2017

**Solicitation No.:** EN578-17BCIP/A

**GETS Reference Number:** PW-17-00762630

**Closing date:** Please refer to the tender notice on [BuyandSell.gc.ca](http://BuyandSell.gc.ca)

**Proposal Submission details are included in this Call for Proposals document herein.**

#### Issuing Office:

Public Works and Government Services Canada  
Space, Innovation and Informatics Projects Directorate  
11C1, Phase III  
Place du Portage  
11 Laurier St.  
Gatineau, Québec K1A 0S5  
Email: [PICC.BCIP@pwgsc.gc.ca](mailto:PICC.BCIP@pwgsc.gc.ca)



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### Attachments

- Attachment 1 – Questions and Answers
- Attachment 2 – Evaluation Grid
- Attachment 3 – Draft Resulting Contract Clauses and Conditions
- Attachment 4 – Certifications and Additional Information



## PART 1 - GENERAL INFORMATION

### 1.1 Summary

Public Works and Government Services Canada (PWGSC), Office of Small and Medium Enterprises and Stakeholder Engagement (OSME-SE), under the Build in Canada Innovation Program (BCIP) has a requirement to procure:

- a) Research and Development (R&D) innovative pre-commercialized goods and services (referred to as Innovations) that are in late stage of development; and
- b) Support services such as installation, training and testing support services for the pre-commercial Innovations procured under the Build in Canada Innovation Program.

The BCIP is a R&D procurement program aimed at procuring, testing and evaluating R&D pre-commercialized goods and services in the late stage development. The Program has two components: Standard (consisting of 4 Priority Areas) and Military (consisting of 6 Priority Areas).

The Priority Areas include:

#### STANDARD COMPONENT

- Enabling Technologies
- Environment
- Health
- Safety and Security

#### MILITARY COMPONENT

- Arctic and Maritime Support
- Command & Support
- Cyber-Security
- In-Service Support (ISS)
- Protecting the Soldier
- Training Systems

Specific information on Priority Areas can be found here: <http://canada.ca/sellyourinnovation>

The approximate program funding available for all BCIP Contracts up to March 31, 2018 is:

Standard Component	\$25M
Military Component	\$15M
Total	\$40M

The funding is in Canadian Dollars. This disclosure is made in good faith and does not commit Canada to contract for the total approximate funding.

Should fiscal funding no longer be available, Bidders will be notified directly and a notice will be published on the Government Electronic Tendering Service (GETS), pending new fiscal year or until funds are available. The Contract Award Process will continue and proposals under contract negotiations will take priority when funding is available. The continuous intake of proposals, the evaluation process and the pre-qualification of proposals will continue.



## 1.2 Call for Proposals Procurement Approach

This Call for Proposals (CFP) process involves a two-stage procurement process:

Stage 1: Proposal submission and evaluation

Stage 2: Contract Award Process

Stage 1 will result in a Pool of Pre-Qualification for both the Standard and Military Components.

The Pre-qualified proposals are “approved in principle” and will not constitute a guarantee on the part of Canada that a contract will be awarded. Approved in principle for contract consideration is defined as conditional acceptance of the proposal subject to meeting the requirements of Part 5 – Basis of Selection and the availability of funding.

Bidders are encouraged to view the Draft Resulting Contract Clauses that forms part of this Call for Proposals Call 007, at Attachment 3 – Draft Resulting Contract Clauses and Conditions, which will be used under Section 5.2 Contract Award Process. Canada reserves the right to require that all Work, including delivery of the Innovation, be completed within 12 months from the date of contract award.

## 1.3 Trade Agreements

The Agreement on Internal Trade (AIT) applies to this procurement.

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.

Notes regarding application of the *Agreement on Internal Trade* to this Call for Proposals:

The process described in this Call for Proposals has the unique outcome that the types of innovative goods and services that are being proposed are not responding to an already identified government requirement, but rather are informing that need. Therefore, only one supplier, the proponent of a pre-qualified proposal will be considered to meet the requirements of the associated procurement. Therefore, in accordance with *Agreement on Internal Trade* Articles 506 (12) (h), this procurement may use procedures that are different from those described in Article 506 (1) through (10).

## 1.4 Canadian Content

This procurement is limited to Canadian goods and Canadian services. The Bidder must be Canadian. A Canadian bidder is defined as a Bidder having a place of business in Canada where the Bidder conducts activities on a permanent basis that is clearly identified by name and accessible during normal working hours.

## 1.5 Conflict of Interest

The Contractor, its subcontractor(s) or any of their agent(s) directly or indirectly involved in the performance of the Work and/or in the production of the deliverables under any resulting Contract will not be precluded from bidding on any potential future proposal solicitation related to the production or exploitation of any concept or prototype developed or delivered.



## 1.6 Potential Conditions

The following may apply to the resulting contract(s), based on the Innovation and the Testing Department requirements:

### 1.6.1 Security Requirements

A security requirement may be associated with this requirement. For more information on personnel and organization security screening or security clauses, Bidders should refer to the [Industrial Security Program \(ISP\)](http://ssi-iss.tpsgc-pwgsc.gc.ca/index-eng.html) of Public Works and Government Services Canada (<http://ssi-iss.tpsgc-pwgsc.gc.ca/index-eng.html>) website.

### 1.6.2 Controlled Goods Program

Any resulting contract may be subject to the Controlled Goods Program. Refer to [Controlled Goods Program Website](#).

### 1.6.3 Employment Equity

The Federal Contractors Program (FCP) for employment equity may apply to this procurement. Refer to Attachment 3 – Certifications and Additional Information.

### 1.6.4 Comprehensive Land Claim Agreements (CLCA)

The region of delivery for the goods and/or services may be subject to Comprehensive Land Claims Agreements (CLCAs).

## 1.7 Bidder's Teleconference

Multiple Bidder teleconferences will be held throughout the year. Bidders are encouraged to check the [BCIP website](#) for the date, time, and language profile of the event. The scope of the requirement outlined in this CFP solicitation will be reviewed during the conference and questions will be answered. It is recommended that Bidders who intend to submit a proposal participate. Any clarifications or changes to the CFP solicitation resulting from the Bidder Teleconference will be published as an amendment to the CFP solicitation. All responses to questions or general clarifications provided during the bidder teleconference will be published under Attachment 1, Questions and Answers, to the CFP solicitation document.

## 1.8 BCIP Definitions

The BCIP definitions outline the terminology employed throughout the solicitation and are complementary to the terms and conditions of the solicitation and any resulting contract award. The BCIP definitions can be found here: <http://canada.ca/sellyourinnovation>.



## PART 2 - BIDDERS INSTRUCTIONS

### 2.1 Standard Instructions, Clauses and Conditions

All instructions, clauses and conditions identified in the proposal solicitation by number, date and title are set out in the *Standard Acquisition Clauses and Conditions Manual* (<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual>) issued by Public Works and Government Services Canada.

Bidders who submit a proposal agree to be bound by the instructions, clauses and conditions of this Call for Proposals solicitation and accept the clauses and conditions of the resulting contract.

In this document, the term “bid” conveys “proposal.”

The 2003 (2016-04-04) Standard Instructions - Goods or Services - Competitive Requirements, are incorporated by reference into and form part of the proposal solicitation, and are amended as follows:

- a) Section 05, Submission of Bids, subsection 2(d)

**Delete:** In its entirety.

- b) Section 05, Submission of Bids, subsection 4:

**Delete:** Proposals will remain open for acceptance for a period of not less than 60 days from the closing date of the proposal solicitation, unless specified otherwise in the proposal solicitation.

**Insert:** Proposals will remain open for acceptance for a period of not less than 16 months from the date of proposal submission.

Proposal Validity Extension:

Pre-qualified Bidders may be requested to extend the validity of their proposal beyond the 16 month period if the following conditions are met:

1. Step 1 – Testing Department Match has been successful; and
2. Step 2 – Statement of Work Development has been initiated with the Testing Department.

If the two above conditions are not met, the Bidders will not be requested to extend the validity of their proposal and the proposal validity period will expire.

- c) **Delete:** The following Sections in their entirety:
- Section 06 Late Bids
  - Section 07 Delayed Bids
  - Section 08 Transmission by Facsimile
  - Section 09 Customs Clearance

- d) Section 14, Price Justification:



**Delete:** In the event that the Bidder's proposal is the sole responsive proposal received, the Bidders must provide, on Canada's request, one or more of the following price justification:

**Insert:** For all pre-qualified proposals eligible for Contract award, the Bidders must provide, on Canada's request, one or more of the following price justification:

## 2.2 Submission of Proposals

All proposals submitted will be bound by the same terms, conditions and limitations as the electronic Proposal Submission Form. For all proposals submitted, any text submitted above the limit specified in the electronic Proposal Submission Form will not be evaluated.

### 2.2.1 Unclassified Proposals

Bidders are requested to complete and submit their proposals using the electronic Proposal Submission Form on the Online Submission site at <https://bcip-picc007.fluidreview.com>

This website also provides instructions on how to use the electronic Proposal Submission Form and the capability to view the Form.

Bidders who are not able to submit their proposal using the online submission site must contact the Contracting Authority to arrange delivery of their proposals.

### 2.2.2 Classified Proposals

Bidders submitting a proposal that may contain classified information must contact the Contract Authority to arrange delivery of the proposal using procedures designed to protect the sensitivity of the content.

## 2.3 Enquiries - Proposal Solicitation

All enquiries must be submitted in writing to the Contracting Authority. Bidders should reference as accurately as possible the numbered item of the proposal solicitation to which the enquiry relates. Care should be taken by Bidders to explain each question in sufficient detail in order to enable Canada to provide an accurate answer. Technical enquiries that are of a proprietary nature must be clearly marked "proprietary" at each relevant item. Items 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 question(s) or may request that the Bidders do so, so that the proprietary nature of the question(s) is eliminated and the enquiry can be answered to all Bidders. Enquiries not submitted in a form that can be distributed to all Bidders may not be answered by Canada.

## 2.4 Contracting Authority

The Contracting Authority for this Call for Proposals solicitation is:

Public Works and Government Services Canada  
Acquisitions Branch  
Innovative Research Solutions Division



E-mail address: [PICC.BCIP@pwgsc.gc.ca](mailto:PICC.BCIP@pwgsc.gc.ca)

## 2.5 Applicable Laws

Any resulting contract must be interpreted and governed, and the relations between the parties determined, by the laws in force in Ontario.

Bidders may, at their discretion, substitute the applicable laws of a Canadian province or territory of their choice at time of the Contract award process.

## 2.6 Communications Notification

As a courtesy and in order to coordinate any public announcements pertaining to any resulting contract, the Government of Canada requests that successful Bidders notify the Contracting Authority 5 business days in advance of their intention to make public an announcement related to a pre-qualification, a contract award, or any information related to the contract. The Government of Canada retains the right to make primary contract announcements.

## PART 3 – PROPOSAL PREPARATION INSTRUCTIONS

### 3.1 Electronic Proposal Submission Form

- 3.1.1 Bidders are requested to submit their proposal using the electronic Proposal Submission Form at the website specified at paragraph 2.2.1. In order to complete and submit a proposal, Bidders must first register and obtain a username and password.
- 3.1.2 Should there be technical difficulties accessing or using the web-based system, Bidders must contact [support@fluidreview.com](mailto:support@fluidreview.com). Technical Assistance support is restricted to issues associated with mechanics of the online system. Technical Assistance Support personnel are not associated with the solicitation and are not in a position to comment on or provide interpretation on the Call for Proposals document. All non-technical assistance for proposal submission is to be directed to the Contracting Authority at [PICC.BCIP@pwgsc.gc.ca](mailto:PICC.BCIP@pwgsc.gc.ca).
- 3.1.3 The BCIP incorporates two components: Standard and Military. The online submission site has two electronic Proposal Submission Forms, one for each component. Proposals do not have to be completed and submitted in one sitting. Bidders can save their progress and return to it at another time. Once the electronic Proposal Submission Form has been completed and submitted, Bidders will receive a system generated confirmation of receipt including a time stamp of receipt.
- 3.1.4 If a large number of Bidders access the web-based system at the same time, electronic submission of proposals may be delayed. Bidders are solely responsible for ensuring their proposal is submitted properly in its entirety and on time. Due to the nature of the proposal solicitation, proposals transmitted by facsimile to PWGSC will not be accepted.

### 3.2 Technical Proposal





- 3.2.1 The Bidder's responses to the criteria presented in the electronic Proposal Submission Form will form the Bidder's Technical Proposal. Bidders should respond to each criterion in a thorough, concise and clear manner within the allotted character count for each criterion. The Bidders should provide Technical Proposal content that clearly addresses in sufficient depth the points that are subject to the evaluation criteria against which the proposal will be evaluated.
- 3.2.2 To maintain the integrity of the evaluation, Evaluators will consider only information presented in the proposal. No information will be inferred and personal knowledge or beliefs will not be utilized in the assessment. Bidders should explicitly demonstrate, in sufficient detail, how all criteria are met.
- 3.2.3 Bidders must only submit one proposal per Innovation for either the Standard Component or Military Component, not both. Any proposal(s) submitted more than once for the same Innovation under this Call for Proposals will not be considered. The first proposal submission will be determined by the system time stamp. Bidders may submit multiple proposals only if each proposal is for a different Innovation. All other proposals for the same Innovation will be set aside and given no further consideration. For Innovations previously assessed as non-responsive, subsequent proposals submitted for the same Innovation will be evaluated in accordance with the terms set out in this Call for Proposals. Each proposal will be evaluated separately on its own merit.
- 3.2.4 Bidders will only be awarded one contract per Innovation under the BCIP Program. Proposals submitted for an Innovation that has previously been awarded a BCIP or Canadian Innovation Commercialization Program (CICP) contract will be declared as non-responsive. A proposed Innovation that has previously been identified in a Pre-Qualified Pool will be accepted only if the bid validity period for that proposal has expired.
- 3.2.5 Bidders who have submitted proposals under Call 006 which are still under the evaluation process cannot submit a proposal for the same Innovation under this Call for Proposals until the evaluation for their Call 006 proposal is complete.

### 3.3 Financial Proposal

- 3.3.1 Bidders must complete the Financial Proposal set out at Section Four: Financial Proposal, in the electronic Proposal Submission Form. Responses provided in the electronic Proposal Submission Form will form the bidder's financial proposal under the CFP.
- 3.3.2 The Bidder's Financial Proposal must not exceed the Component maximum contract funding level. The maximum funding available for any contract resulting from this Call for Proposals is: \$500,000.00 CAD for the Standard Component; and \$1,000,000.00 CAD for the Military Component (applicable taxes, shipping, and travel and living expenses are extra, as applicable). Any dollar value exceeding the maximum contract funding amounts will be the Bidder's commitment of co-investment funding to a resulting contract.
- 3.3.3 Should a proposal be pre-qualified and a Testing Department match identified, the Financial Proposal submitted will be negotiated in accordance with the Statement of Work (SOW) and must be in accordance with the PWGSC Contract Cost Principles 1031-2. More information can be found at:  
<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual/3/1031-2/6>



3.3.4 The Financial Proposal must not include costs for commercial development activities such as quantity production, supply to establish commercial viability, integration, customization, incremental adaptations and improvements to existing products or processes that have been previously commercialized, third party testing or the cost of obtaining health and safety / regulatory certifications.

### 3.4 Certifications and Additional Information

Certifications required with the Bidder's proposal are identified in the Proposal Submission Form.

Certifications and additional information that may be required precedent to contract award are identified in Attachment 4 to this document.

## PART 4 - EVALUATION PROCEDURES

### 4.1 Evaluation Procedures

- 4.1.1 Proposals will be assessed in accordance with the entire requirement and the evaluation criteria identified in the electronic Proposal Submission Form in accordance with Attachment 2-Evaluation Grid.
- 4.1.2 An evaluation team ("Evaluators") composed of the National Research Council – Industrial Research Assistance Program (NRC-IRAP), PWGSC and/or subject matter experts from other government departments will evaluate the proposals for both the Standard and Military components. If required, Canada may use external subject matter experts to evaluate any proposal. External subject matter experts will be required to confirm they are not in a conflict of interest, and sign a non-disclosure agreement. The process for selecting evaluators is outlined on the [BCIP website](#).
- 4.1.3 For the purposes of this solicitation, Canada will utilize a Two-Step Proposal Evaluation Process as described in Section 4.2 Two-Step Proposal Evaluation Process. All proposals will be assessed in accordance with this process.
- 4.1.4 Requests for Clarifications: In addition to any other time periods established in the solicitation if Canada seeks clarification or verification from the Bidder, the Bidder will have up to 2 working days (or a longer period if specified in writing by the Contracting Authority) to provide the necessary information to Canada. Failure to meet this deadline may result in the proposal being declared non-responsive.
- 4.1.5 Bidders are and will remain solely responsible for the accuracy and completeness of their proposals and Canada does not undertake, by reason of the Two-Step Proposal Evaluation process, any obligations or responsibility for identifying errors or omissions in proposals submitted nor does Canada undertake to identify any or all such errors or omissions. Bidders are and will remain solely responsible for ensuring consistency of the information submitted in their proposals at all times and for ensuring that any information provided in response to a Proposal Assessment Report (PAR) is consistent with any other information originally submitted in their proposal. Failure to do so may prejudice the evaluation of previously submitted information.



- 4.1.6 This Two-Step Proposal Evaluation Process shall not limit Canada's rights under SACC 2003 (2016-04-04) Standard instructions – Goods or Services – Competitive Requirements nor Canada's right to request or accept any information during the solicitation period or after solicitation closing in circumstances where the solicitation expressly provides for this right.

## **4.2 Two-Step Proposal Evaluation Process**

### **4.2.1 Process**

The evaluation of proposals will be conducted in two steps:

- Step 1 – Proposal Review and Proposal Assessment Report (PAR) of the Mandatory Evaluation Requirements; and
- Step 2 – Proposal Evaluation.

- 4.2.1.1 Evaluators will review and assess the proposal in accordance with Step 1 – Proposal Review and Proposal Assessment Report at 4.2.2 to determine if the proposal requires clarification or additional supporting data to comply with the Mandatory Evaluation Requirements.
- 4.2.1.2 If the Contracting Authority determines that clarification or additional supporting data is needed, he/she will identify those in a Proposal Assessment Report ("PAR") that will be issued to the Bidder for response within the timelines identified therein by the Contracting Authority.
- 4.2.1.3 Responses to the PAR are at the Bidder's sole discretion and will be made solely by the Bidder. Canada will not provide information about any other proposal or any information as to how a Bidder should complete its response, if any, to the PAR.
- 4.2.1.4 For those instances where a Bidder chooses not to submit a response to the PAR, only the original response for that criterion will be considered in order to complete the proposal evaluation process. The Bidder will only be provided with one opportunity to respond to the PAR.
- 4.2.1.5 Bidders' response to the PAR will be deemed to supplement only the information identified in the PAR and will be considered during Step Two – Proposal Evaluation, to finalize the proposal evaluation process.
- 4.2.1.6 Canada requests that Bidders clearly indicate, for each response, which requirement identified in the PAR is being responded to, by using the "Bidder Response" column of the PAR.
- 4.2.1.7 Proposals that do not require clarification or additional supporting data during Step One – Proposal Review and PAR, will proceed to Step Two – Proposal Evaluation, without notification to the Bidder and without a PAR being issued.



#### **4.2.2 Step 1: Proposal Review and Proposal Assessment Report of the Mandatory Evaluation Requirements**

4.2.2.1 In Step 1, all proposals will be assessed for their compliance with the Mandatory Evaluation Requirements identified at section 4.3.1 of the CFP.

4.2.2.2 Following the compliance review, should clarifications or additional supporting data be required for the proposal to be deemed compliant, the Contracting Authority will issue a PAR to the Bidder describing the issue that lead to a determination of non-compliance.

##### 4.2.2.3 Step 1 – Compliance Review

The compliance review will identify the following information in the PAR:

- i. Which mandatory and screening criteria that the Bidder has specifically failed to meet.

##### 4.2.2.4 Step 1 - Proposal Review Parameters

4.2.2.4.1 The PAR will include an overview of areas of the Bidder's proposal that require clarification(s) or additional supporting data:

- i. Where information provided in the proposal is not sufficient for evaluators to make a determination;
- ii. Where there appears to be an administrative omission, which is defined as something that the Bidder inadvertently did not reference in their proposal that was required at the time of proposal submission, such as reference to a patent or certification they have but did not mention, etc.

##### 4.2.2.4.2 Permitted Bidder Response to the PAR:

- i. Bidders may submit a response only to those items specifically identified in the PAR. The response must be in accordance with the evaluation requirements stated for that particular criteria. Any other information submitted will not be considered;
- ii. The Bidders response to items specifically identified in the PAR may include:
  - a. additional or different information to clarify and demonstrate to Canada, in accordance with the CFP, that the proposal is responsive to the CFP requirements; and/or
  - b. any administrative omissions regarding information that was available and valid at the time of proposal submission but inadvertently not referenced in the proposal.
- iii. Bidders will be provided only one opportunity to respond to a PAR.



#### 4.2.2.5 Proposal Assessment Report (PAR)

The PAR will be issued by email to the Bidder's identified point of contact in its proposal. Bidders who have received a PAR are requested to provide written confirmation of receipt of the PAR to the Contracting Authority within 24 hours following receipt of the PAR.

4.2.2.6 Bidders must submit all information in response to a PAR to the Contracting Authority by email at the email address identified in the PAR.

4.2.2.7 Bidders will have two business days following the receipt of the PAR to provide information in response to the non-compliance(s) as identified in the PAR. If a Bidder chooses not to submit information in response to a PAR, the Bidder shall be deemed to have provided a "No Change" response and the original information submitted in the original proposal shall continue to apply for all purposes of the evaluation procedures.

4.2.2.8 Bidders may only submit information necessary to render their proposal compliant with the Mandatory Evaluation Requirements which they have failed to meet as identified in the PAR. Canada will not consider any information submitted in response to a PAR that would result in the Bidder proposing a new or different solution from what was proposed in its original proposal.

### 4.2.3 Step 2: Proposal Evaluation

4.2.3.1 Evaluators will complete the evaluation of the Mandatory Evaluation Requirements for all proposals in accordance with section 4.3.1 – Mandatory Evaluation Requirements

4.2.3.2 If Canada determines that, where applicable, notwithstanding the information received in response to a PAR, a proposal continues to be non-compliant with the Mandatory Evaluation Requirements, or should information submitted by a Bidder render other parts of the proposal non-compliant, Canada will declare the proposal non-responsive and the proposal will receive no further consideration.

4.2.3.3 The proposals that meet all of the Mandatory Evaluation Requirements will be evaluated against the Point Rated Evaluation Criteria set out at 4.3.2.

4.2.3.4 Only referenced material included within the Bidder's proposal, or clarified upon request by the Contracting Authority, will be evaluated. Outside reference material included in the Bidder's proposal (such as links to websites, client references, 3rd party opinions, etc.) will not be considered. It is the sole responsibility of the Bidder to provide sufficient information so that their proposal can be adequately evaluated.

### 4.3 Evaluation Criteria



#### **4.3.1 Mandatory Evaluation Requirements**

The mandatory evaluation requirements consist of mandatory criteria and screening criteria.

##### **4.3.1.1 Mandatory Criteria**

Proposals must meet all mandatory criteria requirements identified in the online Proposal Submission Form in accordance with the evaluation grid at Attachment 2.

##### **4.3.1.2 Screening Criteria**

Proposals must meet all screening criteria requirements identified in the Online Proposal Submission form in accordance with the evaluation grid at Attachment 2.

Proposals that fail to meet all mandatory evaluation requirements will be declared non-responsive.

#### **4.3.2 Point-Rated Evaluation Criteria**

Proposals that meets all of the mandatory evaluation requirements will be evaluated and scored in accordance with the point-rated evaluation criteria identified in the evaluation grid at Attachment 2. Proposals must obtain a minimum overall pass mark of 18 points out of 35 points. Proposals not meeting the minimum overall pass mark will be deemed non-responsive and given no further consideration.

#### **4.4 Pool of Pre-Qualified Proposals**

Proposals that satisfy all of the mandatory evaluation requirements, achieve the minimum overall pass mark for the point-rated evaluation criteria, and meet all other requirements of the CFP will be placed in a pre-qualified pool. The establishment of pre-qualified pools does not constitute a commitment on the part of Canada to award contracts. Contract award is conditional in accordance with Section 5.1 – Basis of Selection. Section 5.2 Contract Award Process outlines the requirements to be considered for contract award. The pre-qualified pool for each Component, Standard and Military, will be published on the BCIP website.

#### **4.5 Debriefing**

Each Bidder will be issued a detailed debrief letter noting the final results of the evaluation. Upon receipt of the evaluation results, Bidders may contact the Contracting Authority to discuss the results of their proposal evaluation within 10 working days of the date of receipt of the debrief letter.

### **PART 5 – BASIS OF SELECTION**

#### **5.1 Basis of Selection**

To be considered for contract award a proposal must:

- a) comply with all the requirements of the Call for Proposals solicitation;
- b) be placed in the Pre-Qualified Pool; and



- c) successfully complete the Contract Award Process as detailed in section 5.2 – Contract Award Process in this Call for Proposals.

## **5.2 Contract Award Process**

Recommendation for contract award will be determined based on the available budget and the success in completing the following elements:

### **5.2.1 Testing Department Match**

BCIP will seek a Testing Department match to identify a Technical Authority who will be responsible for the testing and assessment of the Innovation. Information provided in the proposal will be used to promote the Innovation to potential Testing Departments and may be made publicly available to assist in finding a Testing Department. Testing Departments participate on a voluntary basis. It is important to note that the BCIP will procure Innovations based on operational needs of and for goods and services that support the Testing Departments' mandate.

The Defence Validation Committee (DVC), which is composed of the Department of National Defence (DND) and the Canadian Armed Forces (CAF) members, will be the primary means of identifying a strategic match within the DND/CAF during the Contract Award Process for the Military Component only. DND/CAF will have right of first refusal as a Testing Department under the Military Component. For proposals pre-qualified under the Military Component that are not supported by DND/CAF, BCIP will seek a Testing Department match with other government organizations.

Innovations that are not matched with a Testing Department during the proposal validity period will be given no further consideration.

### **5.2.2 Statement of Work (SOW)**

Once a Testing Department match has been identified, the BCIP will facilitate collaboration between the Testing Department's Technical Authority and the Bidder to develop a Statement of Work (SOW), based on the proposed BCIP Test Plan and the Financial Proposal. The SOW is negotiated to ensure both the Bidders' and Testing Departments' needs are met within the framework of the Program. The SOW must represent a benefit to Canada.

Once accepted by the Testing Department and the Bidder, the final SOW will be presented to the BCIP Client Authority for approval. If approved, the SOW will be sent to the Contracting Authority for review and inclusion into the Contract.

### **5.2.3 Financial Capability and Certifications**

The Contracting Authority may undertake the following:

- a) obtain financial information to verify the Bidder's capacity to undertake the Work; and
- b) request certifications and other information required before contract award.



If a Bidder fails to demonstrate adequate financial resources to complete the Work, or fails to provide the certifications and additional information, the proposal will be considered non-responsive and given no further consideration.

#### **5.2.4 Contract Negotiations**

Upon completion of the SOW, the Contracting Authority will initiate the negotiations for the following:

- a) contract terms and conditions, as applicable noting the following;
  - i. Canada reserves the right to require that all Work be completed within 12 months from date of contract award
- b) pricing and cost breakdown; and
- c) the provision by the Bidder of price support to substantiate the costs to Canada.

Failure to achieve consensus on any aspect of the negotiations or where the result of negotiations do not represent a fair offer to Canada will result in the proposal being set aside and not given any further consideration.

#### **5.2.5 Contract Award**

Upon successful completion of the Contract Award Process, approval will be sought and the Bidder's proposal will be recommended for contract award.

### **5.3 Subsequent Purchases for Testing of BCIP Pre-Qualified Innovations**

#### **5.3.1 Subsequent Purchases Period**

The period to award a research and development (R&D) Contract (also referred to as "subsequent purchases Contracts") to acquire additional quantities under the subsequent purchases 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.

#### **5.3.2 Objective**

The objective of subsequent purchases 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.

#### **5.3.3 Framework**

All subsequent purchases Contracts will be issued in accordance with the Treasury Board of Canada Secretariat (TBS) Contracting Policy and the following framework:

- a) Funding: Subsequent purchases R&D Contracts 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 subsequent purchases must be the same or improved Innovation tested under the initial BCIP contract.
- d) Subsequent purchases 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 definitions](#).
- e) Duration of subsequent purchases contract: Contract duration will be determined on a case by case basis. In general, the contract period for subsequent purchases 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) Contracting Authority: Public Works and Government Services Canada, Innovative Research Solutions 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 subsequent purchases, 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 and the original BCIP contract SOW.
  - 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 subsequent purchases contracts will not create a fully installed or permanent operating base for the purposes of sole-source justification for future procurements.



- iv. There will be a limit of three subsequent purchases Contracts per Innovation.
- k) Terms and conditions: R&D contracts for subsequent purchases for testing Innovations will be negotiated under the same terms, conditions and pricing structure as the initial BCIP contract.