



## 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 0B2

Gatineau, Québec K1A 0S5

Bid Fax: (819) 997-9776

## 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

Clothing and Textiles Division / Division des  
vêtements et des textiles

11 Laurier St./ 11, rue Laurier

6A2, Place du Portage

Gatineau, Québec K1A 0S5

<b>Title - Sujet</b> RFI Consolidated Clothing Contract	
<b>Solicitation No. - N° de l'invitation</b> W8486-174014/A	<b>Amendment No. - N° modif.</b> 002
<b>Client Reference No. - N° de référence du client</b> W8486-174014	<b>Date</b> 2017-03-15
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$SPR-755-72650	
<b>File No. - N° de dossier</b> pr755.W8486-174014	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2017-04-18</b>	<b>Time Zone</b> <b>Fuseau horaire</b> Eastern Daylight Saving Time EDT
<b>F.O.B. - F.A.B.</b> Specified Herein - Précisé dans les présentes <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input type="checkbox"/> <b>Other-Autre:</b> <input checked="" type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Benoit, Patrick	<b>Buyer Id - Id de l'acheteur</b> pr755
<b>Telephone No. - N° de téléphone</b> (613) 864-9886 ( )	<b>FAX No. - N° de FAX</b> (819) 956-5454
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>	

Instructions: See Herein

Instructions: Voir aux présentes

<b>Delivery Required - Livraison exigée</b>	<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 téléphone</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/</b> <b>de l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b>	
<b>Signature</b>	<b>Date</b>

This amendment to the Request for Information is raised to publish a document containing information and questions regarding the Industrial and Technological Benefits Policy.

## **Consolidated Clothing Contract (C3) Replacement and the Industrial and Technological Benefits Policy**

For the Consolidated Clothing Contract (C3) Replacement, Canada may apply the Industrial and Technological Benefits (ITB) Policy including Value Proposition. Canada is seeking initial information through the Request for Information (RFI) in support of the Sustainment Business Case Analysis (SBCA) process with respect to determining how best Canada could leverage this procurement for economic benefits through the ITB Policy.

### **The ITB Policy including Value Proposition**

The ITB Policy is a powerful investment attraction tool and companies awarded defence procurement contracts are required to undertake business activities in Canada equal to the value of the contract. The ITB Policy encourages companies to establish or grow their presence in Canada, strengthen Canada's supply chains, and develop Canadian industrial capabilities.

The ITB Policy includes the Value Proposition (VP), which requires bidders to compete on the basis of the economic benefits to Canada associated with its bid. Winning bidders are selected on the basis of price, technical merit and their VP. VP commitments made by the winning bidder become contractual obligations in the ensuing contract.

The goal of the ITB Policy is to support the long-term sustainability and growth of Canada's defence sector, including small and medium-sized enterprises in all regions of the country, to enhance innovation through R&D in Canada, and to increase the export potential of Canadian-based firms. For more information regarding the ITB Policy, please visit:

[https://www.ic.gc.ca/eic/site/086.nsf/eng/h\\_00005.html](https://www.ic.gc.ca/eic/site/086.nsf/eng/h_00005.html)

### **C3 Replacement ITB/VP Questions**

The Government of Canada is seeking industry feedback on how to best leverage this procurement for economic benefit to Canada through the ITB Policy.

#### **Direct Work:**

The ITB Policy seeks to promote economic development and long-term sustainment of Canadian businesses engaged in the delivery of the managed clothing solution that Canada is procuring.

1. For the anticipated scope of work proposed by DND, describe what activities your company would foresee undertaking in Canada?
2. Please provide your views on what high-value activities Canada could motivate through the Value Proposition to increase the amount of direct work undertaken in Canada?

### Supplier Development:

The ITB Policy seeks to improve the competitiveness of Canadian industry. In particular, Canada wishes to motivate increased Canadian industrial participation by apparel, textile and footwear manufacturers in the supply chain for the C3 Replacement.

3. Please detail what apparel or footwear item(s) or inputs to these items your firm currently manufactures as part of the existing C3?
  - a. Where possible please indicate what is the Canadian Content Value as defined in the ITB Policy (reference article 9 of the model terms and conditions found at [http://www.ic.gc.ca/eic/site/086.nsf/eng/h\\_00011.html](http://www.ic.gc.ca/eic/site/086.nsf/eng/h_00011.html)) of the apparel or footwear item(s) or inputs to these items your firm currently manufactures as part of the existing C3?
4. Please explain what areas of supplier development would result in maximum benefit to your company by strengthening productivity and skills. For example:
  - a. Investments in new capital equipment
  - b. Contributions to, or creation of, skills and training initiatives (e.g. Six SIGMA, business to business mentoring)
5. Please detail what other areas of supplier development related to enhanced productivity and skills could be incentivized for investment through the Value Proposition?
6. Please detail what new supply chain opportunities could be available for Canadian suppliers in relation to the C3 replacement?

### Research and Development:

The ITB Policy promotes scientific investigation that explores the development of new goods and services, new inputs into production, and new methods of producing goods and services.

7. Please provide your views on what high-value R&D areas could be incentivized for investment through the Value Proposition that would result in maximum benefit to your company (e.g. novel technical yarns and textiles, performance technical apparel)?
8. Please provide your views on what types of R&D investment opportunities would support small and medium businesses in the Canadian apparel, textile and footwear industrial sector to develop and commercialize new or emerging technologies or products for commercial or military markets?

### Exports:

The ITB Policy seeks to increase the opportunities for Canadian industry to successfully access export markets.

9. Please detail what new export opportunities could be available for Canadian suppliers within the apparel, textile and footwear industrial sector in relation to the C3 replacement?