



## 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> 003
<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> Fuseau horaire 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> 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</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 #3 of the Request for Information is raised to publish questions from the Department of National Defence about the replacement of the Consolidated Clothing Contract.

# **DND Questions which will be included in the Industry Engagement presentation to be held on 20 March 2017**

## **Options for Approaches**

1. Structure:
  - 1 contract (1,400 items)
  - 2 ‘mirror’ contracts (all items; 2 x integrators; 50/50 or 70/30 split)
  - 2+ contracts defined by clothing types (i.e. footwear, general clothing, ceremonial dress)
  - 2+ contracts defined by client groups (i.e. Regular/Reserve Force, Cadets, Rangers)
2. Utilizing an online “Front Desk” interface – If utilizing two or more contracts, engaging one contractor to manage demands and route them to the appropriate MCS contractor:
  - Based on nature of product being ordered (clothing type based)
  - Based on person ordering (client group based)
- Note:
  - One consideration is the ability of a member to conduct one stop shopping for a complete uniform head to toe
  - Comment on efficiency and economies of scale
3. Duration:
  - Long term, performance based using the Rolling Wave approach (i.e. 6 + 1 + 1...)
  - More ‘traditional’ firm period plus several options years (i.e. 3 years + 3 x 2 year options)
  - Long contract (i.e. 10 years) with no options

## **Questions for Industry**

4. How many years firm would be required to meet Return of Investment (ROI):
  - if the contract follows a ‘traditional’ firm + options approach?
  - if contract is long term with an initial firm period plus options for a total of 20 years?

5. How do you see performance measurement being applied:
  - R&D
  - Canadian Industry
  - Customer Satisfaction
6. What metrics/performance indicators would you recommend for a contract of this nature?
7. How long to become operational (transition-in) for a contract with a variety of commodities totaling 1,400 items, 1,000 items, 800 items?
8. What mechanisms would you recommend to promote innovation in the apparel and textiles sectors?
9. Which mechanism is more beneficial in promoting high performance:
  - Asking bidders to commit to standards and awarding points in the evaluation process?
  - Setting standards and applying incentives during the contract for exceeding established minimum requirements?