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Place du Portage, Phase III

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Gatineau, Québec K1A 0S5

Bid Fax: (819) 997-9776

Revision to a Request for a Standing Offer

Révision à une demande d'offre à commandes

National Individual Standing Offer (NISO)

Offre à commandes individuelle nationale (OCIN)

The referenced document is hereby revised; unless otherwise indicated, all other terms and conditions of the Offer remain the same.

Ce document est par la présente révisé; sauf indication contraire, les modalités de l'offre demeurent les mêmes.

Comments - Commentaires

Vendor/Firm Name and Address

Raison sociale et adresse du
fournisseur/de l'entrepreneur

Issuing Office - Bureau de distribution

Defence Communications Division. (QD)

11 Laurier St./11, rue Laurier

Place du Portage, Phase III, 8C2

Gatineau, Québec K1A 0S5

| | | |
|--|--|--|
| Title - Sujet VHF/UHF AM/FM Radios | | |
| Solicitation No. - N° de l'invitation W8474-167196/C | | Date 2017-04-06 |
| Client Reference No. - N° de référence du client W8474-167196 | | Amendment No. - N° modif. 005 |
| File No. - N° de dossier 038qd.W8474-167196 | CCC No./N° CCC - FMS No./N° VME | |
| GETS Reference No. - N° de référence de SEAG PW-\$\$QD-038-26219 | | |
| Date of Original Request for Standing Offer Date de la demande de l'offre à commandes originale | | 2017-03-03 |
| Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2017-04-12 | | Time Zone Fuseau horaire Eastern Daylight Saving Time EDT |
| Address Enquiries to: - Adresser toutes questions à: Debidin, Vidia | | Buyer Id - Id de l'acheteur 038qd |
| Telephone No. - N° de téléphone (819) 420-2699 () | | FAX No. - N° de FAX (819) 953-4510 |
| Delivery Required - Livraison exigée | | |
| Destination - of Goods, Services, and Construction: Destination - des biens, services et construction: | | |
| Security - Sécurité This revision does not change the security requirements of the Offer. Cette révision ne change pas les besoins en matière de sécurité de la présente offre. | | |

Instructions: See Herein

Instructions: Voir aux présentes

| | | |
|--|--|---|
| Acknowledgement copy required Accusé de réception requis | Yes - Oui <input type="checkbox"/> | No - Non <input type="checkbox"/> |
| The Offeror hereby acknowledges this revision to its Offer. Le proposant constate, par la présente, cette révision à son offre. | | |
| Signature | Date | |
| Name and title of person authorized to sign on behalf of offeror. (type or print) Nom et titre de la personne autorisée à signer au nom du proposant. (taper ou écrire en caractères d'imprimerie) | | |
| For the Minister - Pour le Ministre | | |

THE FINAL DATE TO SUBMIT QUESTIONS IS 07 APRIL 2017. ANY QUESTIONS RECEIVED AFTER THIS DATE MAY NOT BE ANSWERED.

OFFEROR WHO INTEND TO SUBMIT AN OFFER MUST REQUEST ANNEX C AND ANNEX E FROM THE STANDING OFFER AUTHORITY AS SOON AS POSSIBLE.

The purpose of this amendment is to:

1. Modify Annex A – Statement of Requirement;
2. Modify Annex C – Basis of Payment; and,
3. Respond to questions received from industry.

The following shall form part of the RFSO:

1. In Annex A – Statement of Requirement (SOR)

At section 2.2 - Ancillary Equipment Requirements:

Insert Item 11 and 12 at the end of the table, as shown below;

- Item 11 - Device to upload operational waveforms (HaveQuick I/II) in the 225 to 400 MHz band.
- Item 12 - Crypto Software: Device to load AES 256 Software.

2. In Annex C – Basis of Payment

Delete in it's entirety.

Insert Annex C – Basis of Payment, Revision 02.

Questions Received as of 14 March 2017 for Solicitation No W8474-167196/C

Q1. Can you confirm the digital protocol DND requires for this RFSO? P25 or DRM?

A1. P25 protocol is not a requirement of this RFSO but if provided, it will be accepted.

Q2. **Reference: Annex B – Technical Specifications, Table IV – Non-Essential Ancillary Equipment.**

2a. What is the instantaneous bandwidth for the HaveQuick I/II requirement? Does it have to hop instantaneously from 30 to 512MHz? Or can the instantaneous hopping be in smaller sub-bands, such as 30-88, 88-225 and 225 to 512MHz (examples only)?

A2a. Bandwidth for the HaveQuick capability must be between 225 to 400 MHz. See modified Annex A and B and E.

2b. What is the maximum hopping RATE requirement?

A2b. Hop rate should be the standard one used so we can communicate with aircraft when required.

Q3. Given that the requested equipment and ancillaries are off-the-shelf products, we would like to request the application of SACC clause N0001C Limitation of Contractor's Liability for Damages to Canada.

A3. Regrettably, the proposed clause cannot be incorporated into the RFSO. All terms and Conditions of this RFSO remain unchanged.

Q4. Is it possible to get a list of the operational waveforms that are requirements for this program?

A4. DND will not accept any other operational waveforms other than specified in the RFSO.

Questions Received as of 22 March 2017 for Solicitation No W8474-167196/C

Q5. We cannot find any document which provides information on HaveQuick. Can you advise how to obtain the HaveQuick I and II specifications?

A5. HaveQuick is a frequency hopping software that military aircraft and their contacts on the ground can use to avoid unauthorized eavesdropping. Defence companies that have previous experience in providing this technology should be able to satisfy this requirement based on information already provided in the RFSO.

Below links provide information of HaveQuick.

1. https://en.wikipedia.org/wiki/HAVE_QUICK

2. <http://air2airshare.com/milaircomms/havequick.html>

Questions Received as of 31 March 2017 for Solicitation No W8474-167196/C

Q6. On page 18 of the subject solicitation, under 4. References:

The following link is corrupted and we cannot get to the referenced site:

4.2 DND Management of the Radio Spectrum <http://img.mil.ca/nls-snn/sm-gs/index-eng.asp>

Please provide a working link.

A6. Offerors are to complete the attached DND552 form and submit it with their technical offer. Also attached is an instruction sheet for completing the DND552. Form DND552 is available in MS Word format from the Standing Offer Authority, if requested.

Questions on DND Spectrum Management can be addressed to:
SpectrumManagement@forces.gc.ca

Q7. In the RFP's Annex A, Section 2.2 for ancillary equipment; as we understand the specifications of item 1, it refers to more than 1 item (Multi-Port and/or single port battery charger). In the corresponding line of the Basis of Payment table in Annex C, there is only one item pricing possible; which one of the two is requested? Please clarify whether you would like a quotation for a single port or multi-port?

A7. Offerors must provide pricing for Single Port Battery Charger. The pricing for multi-port battery chargers can be submitted in the technical offer but it will not be part of the financial evaluation.

Q8. In the RFP's Annex A, Section 2.2 for ancillary equipment; as we understand the specifications of item 2, it refers to more than 1 item (Lapel, speaker and/or headset microphone). In the corresponding line of the Basis of Payment table in Annex C, there is only one item pricing possible; which one of the three is requested? Please clarify whether you would like a quotation for the Lapel, Speaker or the headset?

A8. Additional rows have been added in the Annex C to accommodate both type of chargers. Offerors must provide pricing for all items.

Q9. In Annex A, section 2.3 there is a request for several non-essential ancillaries. According to the section "with its offer, the Offeror must submit price and availability for the equipment." Please clarify whether the Offeror must submit quotations for non-essential items which do not currently exist in its inventory?

A9. Offerors should submit prices for all non-essential items. Offerors may not submit prices that they do not carry in their inventory. The pricing for non-essential ancillaries will not be part of the financial evaluation criteria.

- Q10. In Annex A, section 2.3 there is a request for “special tools that will be required for maintenance of the equipment as applicable”. Please clarify what is the level of maintenance indicated in the description.
- A10. In the Technical Offer, Offerors should submit information on any diagnostic equipment that they can provide and feel DND might need it to provide third line maintenance on the radios offered. DND will hold further discussions with the successful Offeror after the standing offer award.
- Q11. In Annex A, section 2.3 there is a request for “Manufacturer’s Recommended Spare Parts kit for Field Level repairs”. Please provide an indication of the radio sets quantities the spare kits will be required for. We also assume that by field level repair, you mean Level A maintenance.
- A11. This Request for Standing Offer does not have any firmed up quantities as quantities are never guaranteed through this procurement vehicle. Quantities will be firmed up upon issuance of each call-up by the client department/s.
- Level A or first line is correct for field level repair.
- Q12. In Annex B, Section 3.2 there is a requirement that the software driven radio will be capable of utilizing operational waveforms. Does a capability to utilize proprietary operational waveforms such as LMN a narrow band (25 kHz) proprietary WF with the ability to transmit voice and data simultaneously or WMA a wide band (1.2 MHz) proprietary WF with the ability to transmit voice, data and video simultaneously, complies with this requirement?
- A12. Offerors must provide radios that are compatible with Have Quick I/II. Offerors may offer radios that are compatible with other waveforms, however, they will not be evaluated for technical compliance in accordance with the mandatory requirement of HaveQuick.
- Q13. In section 3 of part 3 of the Request for a standing offer – “Section 2: Financial Offer”, it is mentioned that prices submitted shall be DDP (Delivery address anywhere within Canada) incoterms 2010. By stating “delivery address anywhere within Canada” Do you mean that the Offeror may chose a place of delivery or that the quotation should take into consideration delivery places all around Canada?
- A13. Delivery destinations can anywhere be in Canada. Delivery addresses will be defined in the call-up/s upon issuance.

Questions Received as of 06 April 2017 for Solicitation No W8474-167196/C

Q14. Our understanding of this RFSO, is to have a mechanism to provide non-CCI radios to the remainder of Canada's Army Reserve units (not just those in 2 Div), who do not always have the facilities in place to store CCI. Please clarify why HaveQuick has been identified as a mandatory requirement as our understanding is the following:

1. The vast majority (if not all) of A/G/A comms to Canadian assets is fixed frequency AM.
2. We are not sure how frequently the Army Reserves conduct joint training with fast air platforms, but I would think very seldom...
3. Operationally (when arguably frequency hopping would be required) the jets would also be using Type 1 encryption which wouldn't be supported in an export handheld from any company.

A14. HaveQuick is a proprietary software that is a mandatory requirement of this RFSO. DND requires HaveQuick's capabilities including the hopping frequency that Canadian Forces aircraft. It is our understanding that there is more than one company in the market place that can fully satisfy this requirement.

1. The statement is essentially correct but we are unable to discuss it further to protect operational capabilities and its associated information.
2. This requirement pertains to Air Force and does not concern the Army.
3. DND does not concur with this statement. Further, DND is unable to explain operational use of communications beyond the requirement and performance specifications already published through this RFSO.

Q15. **Ref: Annex B, para 2.5 (d) Immersion in Water**

Will DND accept a 1 m immersion test with a time duration (e.g. 2 hours)?

Is any time duration associated with a 2 m immersion specification?

A15. Please refer to paragraph 4b of Annex B. The referenced Mil-Std-810G is available in public domain and provides all of the environmental required information. DND is unable to provide copies of the MIL-Std.

All other terms and conditions of the RFSO remain unchanged.

Notes:

- See the attached Annex C – Basis of Payment, Revision 02.
- Revisions are displayed in green font.



ANNEX A

STATEMENT OF REQUIREMENT

VHF/UHF AM/FM HANDHELD RADIOS

AND

ANCILLARY EQUIPMENT

Issued By:

National Defence Headquarters

Joint Strategic Communications Support Services

Date: 05 December 2016

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1 GENERAL

This document is the Statement of Requirement (SOR) for a Standing Offer (SO) put forward by the Department of National Defence (DND) for Very High Frequency (VHF) and Ultra High Frequency (UHF) Amplitude Modulation (AM) Frequency Modulation (FM) handheld radio systems to be used for command and control of air/ground assets.

1.1 Scope

This documentation covers the minimum DND requirements for the supply of VHF/UHF AM/FM handheld transceiver capable of operating in the 30 – 512 MHz band.

1.2 General Description

The primary purpose of this requirement is to provide DND with a handheld transceiver that will provide line-of-sight two-way voice and data communications between personnel on the ground and aircraft, vehicles, fixed sites and other personnel equipped with VHF/UHF AM/FM 30 – 512 MHz radio equipment.

1.3 ITAR/CTAT

For all items listed under this SO, the Manufacturer must provide the Technical Authority (TA) with a list of ITAR/CTAT applicable codes. Where the code refers to either a Hazardous Material or special disposal requirements, the Offeror must identify both the hazardous material and the disposal code in its offer.

1.4 Hazardous Material

All hazardous material must be clearly marked in all technical publications and bulletins by hazardous material and part number. Disposal instructions must be provided as an Annex to either the technical publication or the bulletin.

1.5 Discontinuation of Production

The Manufacturer must identify, to the TA and Standing Offer Authority, any item that is scheduled for discontinuation, throughout the life of the SO. Within one month of a decision to discontinue an item, the Manufacturer must identify to the TA, new components that are form, fit and functional replacements. This would allow the TA to procure extra units prior to production termination. The technical data, of the replacement items, must be forwarded to the TA for verification of acceptability.

2 REQUIREMENTS

2.1 Transceiver Package Requirements

The Contractor must deliver radio packages on “as and when requested” basis that must consist of:

| <u>Item</u> | <u>Quantity</u> | <u>Description</u> |
|-------------|-----------------|--|
| 1 | 1 | VHF/UHF AM/FM Handheld Transceiver; |
| 2 | 1 | Rechargeable Battery; |
| 3 | 1 | Antenna; |
| 4 | 1 | Carrying Case with belt clip or loop; and |
| 5 | 1 | Operating manual (English and/or French in electronic format.) |

2.2 Ancillary Equipment Requirements

The Contractor must deliver the following Ancillary equipment on “as and when requested” basis. These items may be purchased as supplemental ancillary equipment, as needed.

| Item | Description | Specification |
|------|-----------------|---|
| 1 | Battery Charger | Multi-Port Single Port |
| 2 | Microphones | Lapel Speaker Headset |
| 3 | Spare Batteries | Identical to battery that comes with the radio kit. |
| 4 | Radio | Transceiver only |
| 5 | Programming Kit | Containing software, cables, and all other accessories needed to make the kit complete and fully program a transceiver with software. |
| 6 | Software | For programming/control of the transceiver or other major components. Must be compatible with Microsoft Windows 7. |
| 7 | Carrying Case | Identical to accommodate unit issued with offered package. |

| | | |
|----|-----------------------|---|
| 8 | Antenna | Identical to unit issued with offered package. |
| 9 | Standard Cable | As per the radio design requirements. |
| 10 | Standard Connector | As per the radio design requirements. |
| 11 | Operational Waveforms | Device to upload operational waveforms (HaveQuick I/II) in the 225 to 400 MHz band. |
| 12 | Crypto Software | Device to load AES 256 Software. |

2.3 Non-Essential Ancillary Equipment Requirements

With its offer, the Offeror must submit price and availability for the equipment shown in the below table. These items may be incorporated in the standing offer by the Standing Offer Authority.

| Item | Description |
|------|---|
| 1 | Any other types of Spare Batteries that may be available for supply. |
| 2 | Any other types of Carrying Case that may be available for supply. |
| 3 | Any other types of Antennas that may be available for supply. |
| 4 | Any special tools that will be required for maintenance of the equipment as applicable. |
| 5 | Not Used. |
| 6 | Not Used. |
| 7 | Manufacturer's Recommended Spare Parts Kit for Field Level Repairs. |

3 INFORMATION AND PUBLICATIONS

3.1 Technical Bulletins

Technical bulletins relating to modifications, repairs and operation of the equipment must be provided to the TA throughout the life of the SO. Bulletins are to be forwarded to the TA in MS-Word or PDF format and should be within 3 months of bulletin release.

3.2 Maintenance Manuals

Maintenance Manuals must be provided for all major equipment, such as transceivers, power supply and vehicle adapters. The manuals must provide as a minimum the following;

- a) Operation and Testing Detail: This manual must contain all applicable cautions and warnings, theory of operation and maintenance instruction, both preventative and corrective. It must be an all-inclusive and detailed concept of operation, testing and repair procedures.
- b) Block Diagram: An all-inclusive and detailed Block Diagram of the equipment, together with an accurate technical description, including that of any varying configurations with the appropriate connections must be included.
- c) Schematics: An all-inclusive Schematic Diagram of the equipment with all of the components and test points clearly indicated must be included.
- d) Sketches: Sketches or photographs showing the general configuration, dimensions, weight and layout must be included.
- e) Parts List: An all-inclusive Parts List, including electrical or mechanical description of each part, OEM part numbers, circuit references and associated costs must be included.
- f) Media: The manuals are to be in English or French and can be in either MS-Word 2003 or compatible or Adobe portable documents format (PDF) files.

4 EXTENDED WARRANTY

The Offeror must provide extended warranty. All extended warranty periods must contain the same conditions as the initial manufacturer's warranty. They can be for 5 and 10 year periods. The extended warranty must be available for purchase at the time of equipment purchase, or any time after initial purchase until the expiry of the manufacturer's warranty.

5 GLOSSARY

| | |
|---------|--------------------------------------|
| AES 256 | Advanced Encryption Standard 256 bit |
| AGA | Air Ground Air |
| AM | Amplitude Modulation |
| C | Celsius |

| | |
|----------|---|
| CCI | Controlled Crypto Device |
| CTAT | Canadian Technology Access and Transfer |
| db | Decibel |
| DC | Direct Current |
| DES Proc | Directorate of Electronics Procurement |
| DND | Department of National Defence |
| FM | Frequency Modulation |
| ITAR | International Traffic in Arms Regulations |
| ISED | Innovation, Science and Economic Development Canada |
| JSCSS | Joint Strategic Communications Support Services |
| kHz | Kilohertz |
| MHz | Megahertz |
| OEM | Original Equipment Manufacturer |
| PC | Personal Computer |
| PDF | Portable Document Format |
| PPM | Parts Per Million |
| RF | Radio Frequency |
| SINAD | Signal-to-noise and distortion ratio |
| SOA | Standing Offer Authority |
| SOR | Statement of Requirements |
| TA | Technical Authority |
| UHF | Ultra High Frequency |
| VHF | Very High Frequency |

| Item No. | Description | Unit of issue | SOR Reference | Year-1 Price | | | Year-2 Price | | | Year-3 Price | | | Option Period-1 Price | Option Period-2 Price |
|--|---------------------------------|---------------|---------------|-------------------------------|---------------------------------|----------------------------------|-------------------------------|---------------------------------|----------------------------------|-------------------------------|---------------------------------|-----------------------------------|-----------------------|-----------------------|
| | | | | Offered Price for Qty. 1 to 9 | Offered Price for Qty. 10 to 25 | Offered Price for Qty. 26 and up | Offered Price for Qty. 1 to 9 | Offered Price for Qty. 10 to 25 | Offered Price for Qty. 26 and up | Offered Price for Qty. 1 to 9 | Offered Price for Qty. 10 to 25 | Offered Prices for Qty. 26 and up | | |
| 1 | General Equipment | | | | | | | | | | | | | |
| 1 | Transceiver Package | Lot | Annex A | | | | | | | | | | TBD | TBD |
| 2 | Warranty | | | | | | | | | | | | | |
| 2a | Extended Warranty for 5 years | Each | Annex A | | | | | | | | | | | |
| 2b | Extended Warranty for 10 years | Each | Annex A | | | | | | | | | | | |
| 3 | Ancillary Equipment | | | | | | | | | | | | | |
| 3.1 | Single Port Battery Charger | Each | Annex A | | | | | | | | | | TBD | TBD |
| 3.2 | Headset Microphone | Each | Annex A | | | | | | | | | | TBD | TBD |
| 3.3 | Spare Battery | Each | Annex A | | | | | | | | | | TBD | TBD |
| 3.4 | Radio | Each | Annex A | | | | | | | | | | TBD | TBD |
| 3.5 | Programming Kit | Each | Annex A | | | | | | | | | | TBD | TBD |
| 3.6 | Software | Each | Annex A | | | | | | | | | | TBD | TBD |
| 3.7 | Carrying Case | Each | Annex A | | | | | | | | | | TBD | TBD |
| 3.8 | Antenna | Each | Annex A | | | | | | | | | | TBD | TBD |
| 3.9 | Standard Cable | Each | Annex A | | | | | | | | | | TBD | TBD |
| 3.10 | Standard Connector | Each | Annex A | | | | | | | | | | TBD | TBD |
| 3.11 | Lapel Microphone | Each | Annex A | | | | | | | | | | | |
| 3.12 | Speaker Microphone | Each | Annex A | | | | | | | | | | | |
| 3.13 | HaveQuick (I/II) Loading Device | Each | Annex A | | | | | | | | | | | |
| 3.14 | Crypto Software | Each | Annex A | | | | | | | | | | | |
| Total of Year 1, 2 and 3 Prices Excluding Option Years | | | | | | | | | | | | | | |
| Total Offer Price (Aggregate total of all offered unit and lot prices for all items) | | | | | | | | | | | | | | |

*Should any Offeror wish to supply an item at no charge, they must indicate this by inserting "N/C" (no charge) in the appropriate cell.