



**RETURN BIDS TO:**  
**RETOURNER LES SOUMISSIONS À:**  
See RFI Section 8.0  
(Part 2 of 2 - Page 6 of 7)

**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**  
Armoured Vehicles Support/Soutien des véhicules  
blindés  
11 Laurier St./11, rue Laurier  
Place du Portage Phase III 6C1  
Gatineau  
Québec  
K1A 0S5

<b>Title - Sujet</b> RFI - ENHANCED RECOVERY CAPABILITY	
<b>Solicitation No. - N° de l'invitation</b> W8476-175567/A	<b>Amendment No. - N° modif.</b> 001
<b>Client Reference No. - N° de référence du client</b> W8476-175567	<b>Date</b> 2017-04-27
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$\$BL-298-26297	
<b>File No. - N° de dossier</b> 298bl.W8476-175567	<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 2017-06-09</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> Dadashzadeh, Feridon	<b>Buyer Id - Id de l'acheteur</b> 298bl
<b>Telephone No. - N° de téléphone</b> (873) 469-4772 ( )	<b>FAX No. - N° de FAX</b> ( ) -
<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 adds the attached Annex C to this RFI.

**All other terms and conditions of the RFI remain the same.**

## **PROJECT VALUE PROPOSITION QUESTIONS**

### **Application of the Industrial and Technological Benefits Policy**

The Industrial and Technological Benefit (ITB) Policy is being considered for application on the Enhanced Recovery Capability (ERC) contract. Engagement through the Request for Information (RFI) will help determine the ITB Policy's application and how Canada could leverage this procurement for economic benefit.

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

Under the ITB Policy, 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 Value Proposition (VP) requires bidders to compete on the basis of the economic benefits to Canada associated with each bid. Winning bidders are selected on the basis of price, technical merit and their VP. After a contract is awarded, the contractor is required to start fulfilling their ITB obligation and the commitments made through the VP. 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)

### **ERC ITB/VP Questions**

#### **1. Defence Sector:**

The ITB Policy seeks to promote economic development and long-term sustainment of Canadian businesses engaged in the manufacturing and delivery of products and services for use in government defence and security applications.

1.1. What Canadian capabilities could be used to directly support the production and maintenance of the ERC platform?

1.1.1. What are the highest value areas in which Canadian capabilities could be used to support the ERC platform?

1.2. On your company's platform/product, what type of Global Value Chain work (exports on the platform) could you offer to Canada?

#### **2. Research and Development:**

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

2.1. In what high-value R&D areas related to the ERC, including emerging areas of growth in either the commercial or defence sectors, should Canada encourage investment? (e.g. autonomous vehicle technology, clean technology, vehicle recovery technology, other commercially equivalent technologies)

2.2. Is there potential to develop a research Center of Excellence or Consortia in partnership with universities/publicly funded research institutions?

2.2.1. If so, what specific research areas would your company pursue?

2.2.2. If not, what other research or development partnerships could be developed to support technology development in areas related to the ERC?

3. Supplier Development:

The ITB Policy seeks to improve the competitiveness of Canadian companies, independent of the Contractor or Eligible Donor, by strengthening productivity, quality and skills.

3.1. What areas of supplier development would produce the maximum benefit to Canadian companies in the commercial automotive and defence vehicle sectors? For example

- Investments in new capital equipment
- Contributions to, or creation of, skills and training initiatives
- Support of Quality Control or productivity programs (ISO, Blackbelt, Kaizen, etc)

3.2. The ITB Policy requires at least 15% of the value of the contract to be work with Canadian small and medium-sized businesses (SMB). If Canada were to motivate increased SMB participation, would there be opportunities to raise the SMB requirement above 15% of the value of the contract?

3.2.1. In what areas of production or in-service support do you see opportunities for SMB participation?

4. Export:

The ITB Policy promotes the ability of Canadian companies and SMBs to successfully tap into traditional and non-traditional export markets thereby increasing their competitiveness and export market access.

4.1. Are there specific areas within the automotive and land vehicle sector that should be motivated for export?

4.2. Is it feasible to secure an exclusive global product mandate for your Canadian-based operations, including subsidiaries and supply chain partners?

4.3. What are the export opportunities from Canada related to ERC vehicles and systems?

5. Other:

5.1. Comparatively to price and technical merit, VP typically has a weight of 10% of the overall bid evaluation. What is your view on the weighting of VP for ERC?

5.2. To what extent are you able to support the licencing or transfer of IP related to your ERC platform to Canada?

5.3. How would the combination or separation of Acquisition and In-Service Support contracts affect your organizations ability to invest in Canada?