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<b>Title - Sujet</b> LOI EW PODS REPLACEMENT	
<b>Solicitation No. - N° de l'invitation</b> W636A-17PODS/A	<b>Date</b> 2017-10-02
<b>Client Reference No. - N° de référence du client</b> W636A-17PODS	<b>GETS Ref. No. - N° de réf. de SEAG</b> PW-\$\$QE-463-26458
<b>File No. - N° de dossier</b> 463qe.W636A-17PODS	<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 2017-11-28</b>	
<b>Time Zone</b> <b>Fuseau horaire</b> Eastern Standard Time EST	
<b>F.O.B. - F.A.B.</b> <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Vandonk, Tyler	<b>Buyer Id - Id de l'acheteur</b> 463qe
<b>Telephone No. - N° de téléphone</b> (819) 420-2193 ( )	<b>FAX No. - N° de FAX</b> ( ) -
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b> DEPARTMENT OF NATIONAL DEFENCE DND HDQRTS 101 COLONEL BY DR. ATTN: D AIR SIM & TRG OTTAWA Ontario K1A0K2 Canada	

**Instructions: See Herein**

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<b>Signature</b>	<b>Date</b>

Solicitation No. - N° de l'invitation  
W636A-17PODS

Amd. No. - N° de la modif.

Buyer ID - Id de l'acheteur  
463QE

Client Ref. No. - N° de réf. du client

File No. - N° du dossier

CCC No./N° CCC - FMS No./N° VME

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**Letter of Interest for the  
Contracted Airborne Training Services (CATS) Program:  
Multi-band Electronic Warfare (EW) Pods Solution**

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## **Purpose and Contents of this Letter of Interest**

Public Services and Procurement Canada (PSPC) is requesting Industry feedback to assist with the formulation and implementation of a solution for multi-band Electronic Warfare (EW) Pods on behalf of the Department of National Defence (DND) and Canadian Armed Forces (CAF). The purpose of this Letter of Interest (LOI) is to solicit relevant input from Industry that could contribute to the Government of Canada (GoC) establishing a contract to provide multi-band Electronic Warfare (EW) Pods to simulate multiple enemy threat systems through signal emulation and RF Electronic Attack (EA) for the purpose of training CAF personnel through the Contracted Airborne Training Services (CATS) program. This requirement would include the provision of complete, field reprogrammable pod based systems, provision of aircraft upload/download services, full maintenance and life cycling of pods and associated equipment, and service at four Main Operating Bases (MOBs) plus support to deployable exercises at locations anywhere within North America. The general contents of this Letter of Interest document are:

**PART I: Letter of Interest Process:** Information about the Letter of Interest Process and the procedure for industry to follow for responding to this Letter of Interest.

**PART II: CATS Program EW PODS Lease Solution: Background; Objectives; Security Requirement; Official Languages; Engagement Approach**

**PART III: Questions to Industry:** Questions asked to solicit feedback from industry that will help DND/CAF define its requirements and business case.

## **ANNEX A: Assumptions and Rudimentary Requirements**

## **PART I: LETTER OF INTEREST PROCESS**

### **1. INTRODUCTION**

This is the Letter of Interest pertaining to the CATS program, more specifically, the lease of multi-band EW Pods for the Department of National Defence and Canadian Armed Forces. The purpose of this LOI is to inform and prepare Industry for potential procurement opportunities concerning the EW Pods and seek input and contribution regarding the project's scope, requirements, risks and potential costs.

**CATS Concept of Operations:** The CATS program provides Combat Support (CS) services to the CAF to meet operational training and readiness requirements in the live-fly environment. As part of those services, the program provides EW training to land forces, aircrew, aerospace weapons controllers and ship's companies in the operation of their systems in a representative live-fly contested electromagnetic environment. The capabilities necessary to meet the stakeholders' training requirements are EW threat representation and EA jamming. The program also allows for increased flexibility by providing the Electronic Warfare Officers (EWOs) with the ability to tailor the training while airborne in order to meet the training objectives based on the trainee's experience and response to a given threat level. These capabilities must be maintained as part of this requirement.

The intent is to actively engage and consult Industry to ensure a successful project end-state. Feedback from industry will assist the DND/CAF program team to define:

- a. the Statement of Operational Requirement (SOR) in a manner that is understandable by Industry and meaningful to the DND/CAF operational context, and thus contribute to better describing the Strategic Fit and Business Needs for DND/CAF;
- b. the "Art of the Possible" regarding EW pod leases, the future developments within industry, leading to a better definition of the SOR, budget and schedule required to meet the project objectives (both technological and industrial/procurement);
- c. the impact on people, processes and technology of various concepts proposed and the organizational changes that will be required to support each conceptual solution;
- d. the nature and sources of project costs, and
- e. the most appropriate procurement strategy that is agreeable to industry and delivers the right equipment to the DND/CAF in a timely manner, leveraging the purchases to create jobs and growth, and streamline procurement processes.

Suppliers will not be contacted by DND/CAF as a result of this LOI. The Contracting Authority detailed in section 2.7 may communicate with industry to seek more information on responses. Any future industry engagement activity or procurement will be publically posted.

#### **1.1 Nature of this Letter of Interest**

This is not a bid solicitation. This LOI will not result in the award of any contract. Potential suppliers of any goods or services described in this LOI should not reserve stock or facilities, nor allocate resources, as a result of any information contained in this LOI. Nor will this LOI result in the creation of any source list. Therefore, whether or not a potential supplier responds to this LOI will not preclude that supplier from participating in any future procurement. Also, the procurement of any of the goods and services described in this LOI will not necessarily follow this LOI. This LOI is simply intended to solicit feedback from industry with respect to the subject matter described in this LOI.

## **2. INSTRUCTIONS FOR RESPONDING TO THIS LETTER OF INTEREST**

### **2.1 Nature and Format of Responses Requested**

The intent of this Letter of Interest (LOI) is to solicit market information, including price and availability and delivery schedule, as well as to determine industry interest in responding to a potential future Request For Proposal (RFP) for the needed resources.

Respondents are reminded that this is an LOI and not a Request for Proposals (RFP). As such, respondents are requested to provide their comments, concerns and recommendations regarding how the requirements or objectives described in this LOI could be satisfied. Respondents should explain any assumptions they make in their responses.

Responses will not be used for competitive or comparative evaluation purposes, and thus the response format is not as rigorously defined as would normally be for an RFP. However, for ease of use and in order for the greatest value be gained from responses, Canada requests that respondents follow the structure outlined in section 2.6.

### **2.2 Response Costs**

Canada will not reimburse any organization for expenses incurred in responding to this LOI.

### **2.3 Treatment of Responses**

**Use of Responses:** Responses will not be formally evaluated. However, the responses received may be used by Canada to develop or modify the procurement approach. Canada will review all responses received. Canada may, at its discretion, review responses received after the LOI closing date.

**Review Team:** A review team composed of representatives of the Department of National Defence and Public Services Procurement Canada (PSPC) will review the responses. Canada reserves the right to hire any independent consultant or to use any Government of Canada (GOC) resources that it considers necessary to review any response. Not all members of the review team will necessarily review all responses.

**Confidentiality:** Respondents should mark any portions of their response that they consider proprietary or confidential. Canada will handle the responses in accordance with the Access to Information Act.

### **2.4 Communication with Industry**

The contracting authority may communicate with industry to seek more information for any response.

### **2.5 Contents of the LOI**

The information contained in this document remains a work in progress and respondents should not assume that new requirements will not be added to any bid solicitation that is ultimately published by Canada. Nor should respondents assume that none of the requirements will be deleted or revised. Comments regarding any aspect of the requirement are welcome. This LOI also contains specific questions addressed to industry.

## 2.6 Format of Responses

**Cover Page:** If the response includes multiple volumes, respondents are requested to indicate on the front cover page of each volume the title of the response, the solicitation number, the volume number and the full legal name of the respondent.

**Title Page:** The first page after the cover page should be the title page, which should contain the following information:

- i the title of the respondent's response and the volume number;
- ii the name and address of the respondent;
- iii the name, address and telephone number of the respondent's contact;
- iv the date, and
- v the LOI number.

Canada requests that respondents submit their electronic response in unprotected (i.e. no password) PDF format by email, if the size of the document is less than 6MB, to:

[tyler.vandonk@tpsgc-pwgsc.gc.ca](mailto:tyler.vandonk@tpsgc-pwgsc.gc.ca)

Due to mailbox restriction, the PSPC representative will confirm receipt of any electronically submitted documentations.

Alternatively, Canada requests that respondents save a copy of their PDF (2003 or later) document onto each of four USB memory drives and mail them to the contracting officer specified in section 2.7.

Responses to this LOI may be in either of Canada's official languages, English or French.

## 2.7 Enquiries

All enquiries and other communications related to this LOI shall be directed exclusively to the PSPC Contracting Authority. Since this is not a bid solicitation, Canada will not necessarily respond to enquiries in writing or by circulating answers to all respondents; however, respondents with questions regarding this LOI may direct their enquiries to:

Contracting Authority: Tyler Vandonk  
Public Works and Government Services Canada  
Place du Portage III, 8C2  
11 Laurier Street Gatineau, Quebec K1A 0S5  
Email address: [tyler.vandonk@tpsgc-pwgsc.gc.ca](mailto:tyler.vandonk@tpsgc-pwgsc.gc.ca)  
Telephone: 819-420-2193

The use of email to communicate is preferred.

## 2.8 Submission of Responses

**Time and Place for Submission of Responses:** Organizations interested in providing a response should deliver it to the Contracting Officer identified on page 1 of this solicitation document by the closing time and date indicated on page 1 of this solicitation document.

The LOI closing date is not the deadline for comments or input. Comments and input will be accepted any time up to the time when/if a follow-on solicitation is published.

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**Identification of Response:** Each respondent should ensure that its name, return address, the solicitation number appear legibly on the outside of the response.

**Return of Response:** Responses to this LOI will not be returned.

## **PART II: CATS PROGRAM EW PODS LEASE SOLUTION: BACKGROUND, OBJECTIVES, SECURITY REQUIREMENTS, OFFICIAL LANGUAGES AND ENGAGEMENT APPROACH**

### **3. SOLUTION BACKGROUND**

3.1 The CATS program provides Combat Support (CS) services to the CAF to meet operational training and readiness requirements in the live-fly environment. As part of those services, the program provides EW training requirements such as EW threat representation and EA jamming to all three elements of CAF. The program also allows for increased flexibility by providing the Electronic Warfare Officers (EWOs) with the ability to tailor the training while airborne in order to meet the training objectives based on the trainee's experience and response to a given threat level. These capabilities must be maintained as part of this requirement.

The CATS long-term Combat Support services contract is currently being competed and will provide Combat Support services for an initial contract period of 10 years from contract award, with additional option periods up to March 31, 2031. A Pod lease solution that could provide services until potentially 2031 would be of added value to DND/CAF.

### **4. OBJECTIVE OF THIS LOI**

4.1 This LOI is being issued with the objective of:

- 4.1.1. Consult industry to determine currently available commercial multi-band Electronic Warfare Pods solutions;
- 4.1.2. Seek information from industry on the price and delivery schedule of commercial multi-band Electronic Warfare Pods solutions;
- 4.1.3. Provide information to assist DND/CAF in developing their requirement and assist in the internal planning and approval process that may potentially lead to a solicitation.

4.2 This LOI does not imply that Canada has made a final decision on any procurement possibilities. DND/CAF may not select any of the solutions or equipment identified in the responses. Canada shall not be liable under any circumstances to any supplier who has prepared a response to this LOI.

### **5. SECURITY REQUIREMENTS**

5.1 There are no security requirements associated with this LOI.

5.2 Any future procurement actions undertaken in support of the EW Pods lease solution may require Public Services and Procurement Canada (PSPC) classified clearances of at least SECRET for applicable staff and facilities

### **6. OFFICIAL LANGUAGES**

6.1 Any future contract for the EW Pods Lease Solution will require the contractor to provide all documentation and technical and client support in English only.



## **7. ENGAGEMENT APPROACH**

### **7.1 Industry Engagement**

The industry engagement process begins with this Letter of Interest and concludes when an official RFP or other competitive process is distributed to suppliers. As DND/CAF is in the early options analysis stage of this procurement the Industry Engagement approach beyond Phase 1 is still in development.

#### **Phase 1 - Initial Feedback from Industry**

This LOI is posted on BuyandSell as a chance for industry to share with PSPC and DND information on the current marketplace, available technology and supplier capabilities.

#### **Phase 2- Review of LOI with Industry**

Depending on the responses PSPC and DND may invite LOI respondents to meet in person to go over the information presented in their submissions.

## **PART III: QUESTIONS TO INDUSTRY**

### **8. QUESTIONS TO INDUSTRY**

#### **8.1 Operational & Technical**

8.1.1 Identify how the requirement could be satisfied as per Annex A including any modification and in-service airworthiness issues.

8.1.2 Identify expected delivery schedule in terms of months after contract award (MACA).

8.1.3 Identify possible technology enhancements over the next 10 years that DND/CAF may need to consider in the requirements.

#### **8.2 Cost Drivers**

8.2.1 What are the key cost drivers for the particular solution as a whole and its individual elements?

8.2.2 Provide a recommended cost model example using one or more of the quantitative descriptors listed in the previous paragraph.

8.2.3 If possible, provide indicative cost estimates (separate into project management, engineering services (with schedule duration), materiel/software costs), maintenance, and provision spare parts for each pod and EW subcomponents

#### **8.3 Risk**

8.3.1 What Pricing Model would be most beneficial to Canada? Are regular pricing reviews at fixed intervals over the period of contract(s) advisable?

8.3.2 What method of contracting would be preferred over the life of the capability? Firm Lot Price or some form of Limitation of Expenditure? What information would be required to provide an improved cost estimate in support of a Firm Lot Price?

8.3.3 What should be the contract(s) length (including option years)?

8.3.4 Provide recommendations on the approach for the technical evaluation of Supplier proposals.

8.3.5 Provide recommendations for requirements to maximize competitiveness and minimize costs. What are the factors that drive rates and other supply costs up?

## **ANNEX A: ASSUMPTIONS AND RUDIMENTARY REQUIREMENTS**

### **1. INTRODUCTION**

1.1 Listed below are a series of assumptions and rudimentary requirements. These requirements are delineated to assist Industry in the development of their responses. In areas where this LOI lacks sufficient granularity to provide a reasonable cost or schedule estimate and the issue cannot be resolved via the enquiry process, the Respondent is to make assumptions and clearly identify the assumptions in their submission.

1.2 The preferred solution is to have one contractor provide a solution that meets the entire requirement. However, interested industry teams may also elect to respond as per Section 2 below.

1.3 The Respondent's proposal should include relevant information on means and costs associated with the provision of maintenance and support services for domestic and foreign operations (within north America) for a potential in-service life of 10 years, with options to 2031.

1.4 Note that there is no commitment to proceed with a request for proposal for this requirement.

### **2. ASSUMPTIONS AND RUDIMENTARY REQUIREMENTS**

2.1 DND has a potential requirement to lease and sustain sufficient pods to support four continuous EW tasking lines at up to four MOBs simultaneously. The MOBs will be Victoria BC, Cold Lake AB, Bagotville QC and Halifax NS. When deployed exercise support is required, that deployed location will be considered as an MOB for planning purposes (the total number of operating locations will not normally exceed four). In determining the number of pods required, the Respondent must consider MOB locations, spare systems and maintenance requirements, including Mean-Time-Between-Failure (MTBF) rates for all components. DND assesses that between six and eight pods would be sufficient to meet the expected demand. All proposals must be constructed as a lease arrangement, where the contractor purchases all necessary equipment, hires all necessary personnel, and offers the service to DND as a turnkey lease arrangement.

2.2 The rudimentary requirements are as follows:

a. Airworthiness: All pods must be certified airworthy by Transport Canada (TC) and will have to be cleared for operation by the technical and operational airworthiness authorities prior to be carried on a variety of aircraft in an externally mounted method. Pods must be compatible with military standard 14" or 30" pylon mounting.

b. Operating Parameters: Pods must be capable of operate in the range of 0.5-18 gigahertz (GHz) inclusive. Mission objectives will determine the specific bands required within that range, and it is expected that internal components be modular and permit ground based reconfiguration during an aircraft turnaround (approximately 2 hours) in order to meet multiple band requirements with a single pod unit.

c. Programmability: Pods must be programmable through ground based mode programming stations to simulate/represent modern day threats and generate modern jamming techniques. All the software and hardware required to program pods must be provided by the contractor. Following training, the programming of the different parameters allowing the generation of threats and jamming techniques will be completed by DND military personnel. The ground based programming system must have a provision to store threats and techniques in a database for rapid call-up. Threats and techniques within the database must be transferable to a portable memory device for quick loading onto pods. Pods must be able to store threats and techniques which will have to be selectable in flight. For storage and transfer purposes, the contractor should note that the parametric data used to program the threats and techniques may be up to SECRET. All storage equipment for the transfer of data and for the pods must provide the operator with the ability to quickly zeroize the stored data. If the multi-band EW pod provided as part of

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this requirement has the capability to record the parametric data of received signals, the pod must also provide the ability to zeroize the data.

d. Cockpit Controllers: Cockpit controllers must be simplified units offering on/off/standby, rapid mode selection and a display showing parametric data for the different received signals. The controllers should provide the ability to modify the parameters of a stored technique in flight A Direction Finder (DF) must also be made available in the cockpit which is able to identify the target aircraft within a 10 degree azimuth. If possible, a basic Radar Warning Receiver (RWR) would be incorporated into this solution. All cockpit controllers must be suitable for a fighter-type aircraft and must consider the limitations and safety requirements resulting from the installation and the potential use of an ejection seat.

e. Flight Envelope Characteristics: The multi-band EW pods will be carried on a fighter or business-type aircraft. They should be able to operate, as a minimum, in flight envelopes representative of fighter force operations, including exposure to high G-loads.

f. Pod Weight and Size: Pod weight and size will affect aircraft performance and thus shall not negatively impact the ability to deliver support services in order to meet the training requirements of the stakeholders.

2.3 To support the requested cost estimates for acquisition, integration and life cycle management, the following information lists the anticipated usage for the systems:

a. Usage: Annual airborne usage rate is expected to be approximately 1500 hours in total. It is anticipated that this usage would be divided as evenly as possible between the total numbers of pods provided.

b. Operating Locations: The contractor must be able to support a minimum of four operating locations simultaneously, with a minimum of four concurrent EW tasking lines. There may be between one and four concurrent EW tasking lines at any one operating location, depending on mission requirements, meaning that the contractor must have the ability to expeditiously transport systems between operating locations.

c. Personnel: The contractor must provide sufficient personnel to support pod maintenance and upload to/ download from aircraft to meet the flying demand at the four MOBs, and any deployed locations as needed. The total number of concurrent operating locations will not exceed four.

d. Training: The contractor must provide one training course annually to EWOs belonging to the 414 Electronic Warfare Support Squadron (EWSS) covering pre-flight inspection, all operating and programming requirements for the pod, and ground based programming systems.

e. Programming Stations: The contractor must provide six programming stations (one at each MOB and two at 414 EWSS) allowing EWOs to update or modify threats and techniques in order to meet changing mission requirements. The programming stations should be portable to allow them to be used to support deployed exercises. All reprogramming stations must have the ability to synchronize libraries and flag any changes made. The contractor should also note that the parametric data used to program the threats and techniques to be transmitted may reach a classification up to SECRET.

2.4 In the submitted response, the Respondent should specify any items/equipment which the contractor cannot provide (e.g., ITAR or other controlled items) and which must be furnished by DND. Further, the Respondent should identify specific DND sustainment/maintenance activities which the contractor cannot provide, if any.

2.5 Lastly, the Respondent should submit, as per this LOI and based on their own operational and sustainment experience, concepts and capabilities to deliver the operational intent. These concepts will be considered for any future effort.