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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**

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11 Laurier St. / 11, rue Laurier

10C1, Place du Portage

Gatineau, Québec K1A 0S5

Title - Sujet TRAINING CAPABILITY DEVELOPMENT	
Solicitation No. - N° de l'invitation W8486-163226/D	Amendment No. - N° modif. 003
Client Reference No. - N° de référence du client W8486-163226	Date 2017-10-24
GETS Reference No. - N° de référence de SEAG PW-\$\$ZG-402-31860	
File No. - N° de dossier 402zg.W8486-163226	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2017-11-20	Time Zone Fuseau horaire Eastern Standard Time EST
F.O.B. - F.A.B. Plant-Usine: <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: Lalonde, Martin	Buyer Id - Id de l'acheteur 402zg
Telephone No. - N° de téléphone (873) 469-3955 ()	FAX No. - N° de FAX (819) -
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction:	

Instructions: See Herein

Instructions: Voir aux présentes

Delivery Required - Livraison exigée	Delivery Offered - Livraison proposée
Vendor/Firm Name and Address Raison sociale et adresse du fournisseur/de l'entrepreneur	
Telephone No. - N° de téléphone Facsimile No. - N° de télécopieur	
Name and title of person authorized to sign on behalf of Vendor/Firm (type or print) Nom et titre de la personne autorisée à signer au nom du fournisseur/ de l'entrepreneur (taper ou écrire en caractères d'imprimerie)	
Signature	Date

Amendment 003 is raised to clarify answers to question 7, 8 and 10:

Question 7: With reference to the mandatory criteria, we note that Mandatory Technical Criteria for the Core Management Resources commencing with the Contract Wide Coordinator through to and including the Contract Site Leaders allow bidders to present evidence of equivalent NATO/ABCA experience and qualifications, however Corporate Experience Criterion MT.2 and MT.3 only accept corporate experience acquired through contracts delivering services in Canada. We are concerned the mandatory requirements MT.2 and MT.3, addressed in Questions A-2 and A-3, below, are overly restrictive, especially considering the Canadian Forces' emphasis on compatible interoperability with allied forces, most notably with NORAD, NATO, and ABCA (Five Eyes). We are further concerned this selective, excessive restriction of mandatory requirements gives rise to the appearance of an unfair procurement bias, which we are certain, was unintended. Please consider the next two questions in this light.

With reference to Corporate Experience Criterion MT.2, Training Activities, please confirm that corporate experience acquired through contracts with defence agencies in NORAD (NORAD, Northern Command, US Armed Services), Europe (NATO), and ABCA (Australia, UK, Canada, New Zealand and USA) meets this mandatory criterion.

Revised Answer 7: Upon further review of the question, "Question 2: With reference to Corporate Experience Criterion MT 2. Training Activities. The response, "YES" may have inadvertently provided a response that may have created confusion amongst potential bidders and also the mandatory requirement to meet the Canadian Eyes Only security caveats. Only Canadian based companies and/or Canadian based Joint Venture bids are eligible to bid on this contract. From the beginning, Canada has stated quite clearly through the RFI and subsequent Industry Day the requirement of experience in designing, developing and delivering training or capability development events that adhere to the Canadian Army's doctrinal process. This requirement also must meet delivering these events in multiple locations, simultaneously in Canada. In hindsight, by stating "YES", Canada may have inadvertently created confusion. Therefore, to be clear, the requirement as outlined with MT. 2. remains extant.

Question 8: With reference to Corporate Experience Criterion MT.3, Resource Locations, please confirm that corporate experience acquired simultaneously through contracts with defence agencies in NORAD (NORAD, Northern Command, US Armed Services), Europe (NATO), and ABCA (Australia, UK, Canada, New Zealand and USA) meets this mandatory criterion.

Revised Answer 8: The question requires clarification. If the answer is not found within the answer to Question 2 above, please provide clarification.

Question 10: At Annex A (Statement of Work) to Ref, Canada mandates for MT2.8.2 and MT.2.9.2 (Contract Site Leaders [CSL] for each of Gagetown, Valcartier, Petawawa and

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Edmonton) that compliant candidates must have military experience, which must also include, *inter alia*, employment as an instructor or directing staff at a CAF professional development (or NATO/ABCA equivalent) institution. We understand the need to ensure that CSL personnel have a thorough knowledge of formation level training activity design, planning and execution, and a thorough knowledge of the relevant operational planning and operational command and control processes. Considering the high operational tempo of the past two decades for the Canadian Army, many fully qualified and experienced CSL candidates may not have served in an official instructor or directing staff role in their career, but can nonetheless demonstrate considerable depth and breadth of experience in international contingency and domestic operations overseeing and managing the implementation of formation level operational planning and operational command and control processes in real practice. These CSL candidates have also overseen training activities equivalent to those identified in these evaluation criteria.

Therefore, please confirm Canada will accept relevant operational command and staff experience at the formation level as an equivalency for the requirement to have had employment as an instructor or directing staff at a CAF professional development (or NATO/ABCA equivalent) institution?

Revised Answer 10: After a more detailed and careful review of this question, the answer is No. The Contract Site Leader criteria requirements will not be reviewed and are extant as they are.

All other terms and conditions remain unchanged
