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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

Special Projects/Projets Spéciaux

11 Laurier St./11, rue Laurier

Place du Portage/, Phase III

Floor 10C1/Étage 10C1

Gatineau

Québec

K1A 0S5

| | |
|---|--|
| Title - Sujet unmanned aerial surveillance servc | |
| Solicitation No. - N° de l'invitation EN578-181312/A | Amendment No. - N° modif. 003 |
| Client Reference No. - N° de référence du client 20181302 | Date 2017-10-30 |
| GETS Reference No. - N° de référence de SEAG PW-\$\$ZL-100-31829 | |
| File No. - N° de dossier 100zl.EN578-181312 | CCC No./N° CCC - FMS No./N° VME |
| Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2018-01-12 | |
| Time Zone Fuseau horaire Eastern Daylight Saving Time EDT | |
| F.O.B. - F.A.B. Plant-Usine: <input type="checkbox"/> Destination: <input checked="" type="checkbox"/> Other-Autre: <input type="checkbox"/> | |
| Address Enquiries to: - Adresser toutes questions à: Landreville, Vincent | Buyer Id - Id de l'acheteur 100zl |
| Telephone No. - N° de téléphone (873) 469-3957 () | FAX No. - N° de FAX (819) 956-2675 |
| 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 |

UNMANNED AERIAL SURVEILLANCE STANDING OFFER INITIATIVE EN578-181312



Presented on October 31, 2017 in Toronto
by Vincent Landreville
PSPC

AGENDA

- General purpose
- What is a standing offer
- Proposed structure of NMSO
- Elements under consideration
- Future opportunities
- OSME information
- Next steps
- Questions



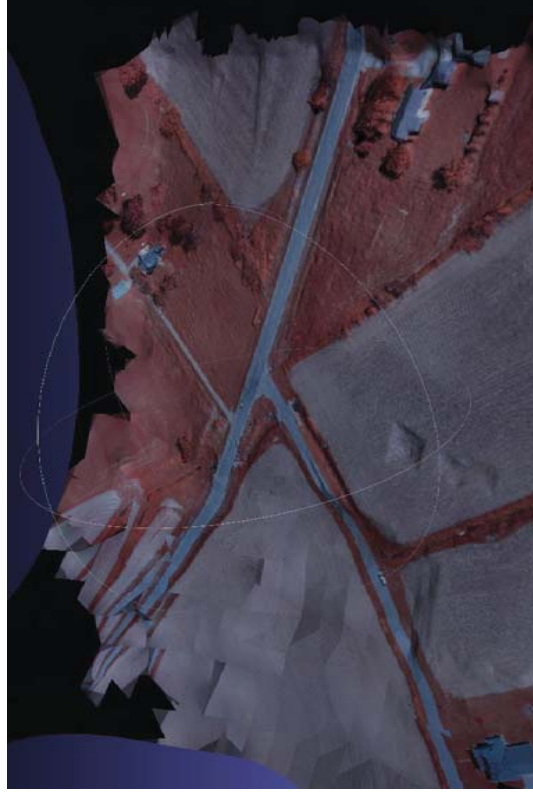
GENERAL PURPOSE

Enlist industry input on the following 3 elements of the proposed initiative:

- A) How to best describe the screening process for a UAV operator as a potential service provider. (Phase one)
- B) How to best describe the totality of possible services provided by qualified suppliers that will offer the most flexibility to the client department considering using the Standing Offer. (Phase two)
- C) How **to best** develop a Basis of Payment that will divide risk and protect both the supplier and client in the most appropriate manner. (Phase three)

Modern Method of Supply (MoS) for Unmanned Aerial Surveillance and Inspection Services

PSPC is in the initial stage of conducting industry consultations and potentially developing a flexible method of supply to establish a list of qualified suppliers with a range of capabilities which all federal departments across the country could draw upon to meet their specific operational requirements as and when needed.



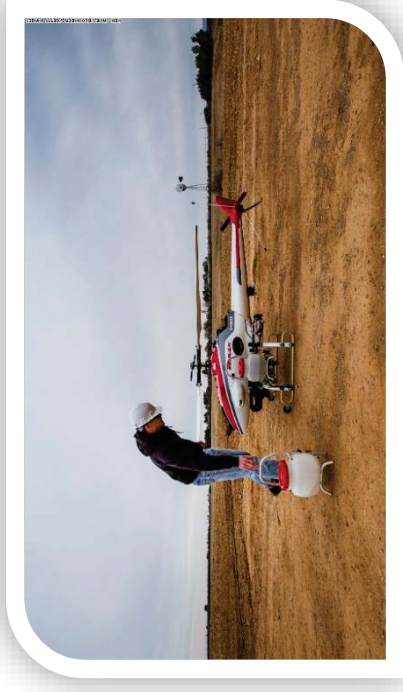
WHAT IS A STANDING OFFER ?

An agreement with a supplier to provide goods and/or services to clients at prearranged prices or pricing basis and under set terms and conditions for a specified period on an as-and-when requested basis.

A separate contract is entered into each time a call-up is made against a standing offer.

When a call-up is made, the terms and conditions are already in place and accepted by Canada.

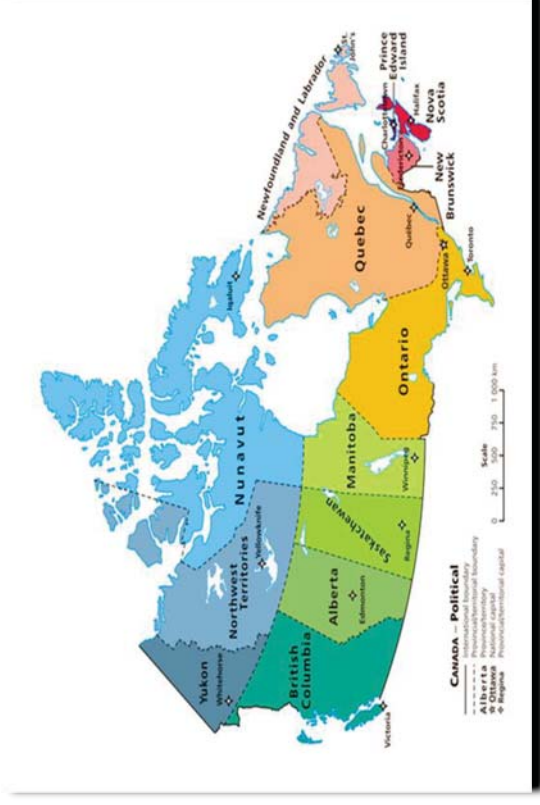
ADVANTAGES



1. National coverage
2. Flexible to every offeror's capabilities
3. Define fixed fees and cost recovered charges
4. Web based access for government users via *Intranet* AND offerors via *Internet*
5. Can be used by ANY government employee (with financial thresholds)
6. Call-up can be put in place quickly and efficiently

IN SUMMARY

This initiative will create a web based marketplace specific to UAV for ALL federal departments to consult and receive unmanned aerial services anywhere in the country.



This marketplace will be accessible by ALL qualified suppliers and flexible in describing specific services offered.

HIGH LEVEL TIMELINES

Development of
NMSO and Website
(Present to summer
2018)

NMSO for VLOS
operators
(summer 2018)

NMSO amended to
accommodate
BVLOS operators
(2020 +)

The proposed method of supply is responsive to all policy, technical and regulatory framework as they evolve.

GENERAL CHARACTERISTICS:

Modeled on the National Master Standing Offer for Aircraft Charter:



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AIR CHARTER SERVICES



Acquisitions Branch



Site Map



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Search by Fixed Wing

| | | | |
|-------------------------|--|--|--|
| Province/Territory | <div>All Provinces (Required if selecting a Base of Operations)</div> | Base of Operations | <div>All Bases</div> |
| No. of Passengers | <div>Any number</div> | | |
| Landing Gear: | <div>ALL <input type="checkbox"/> Wheels <input type="checkbox"/> Skis <input type="checkbox"/> Floats <input type="checkbox"/> Wheel Skis <input type="checkbox"/> Amphibian <input type="checkbox"/></div> | | |
| | <div>Domestic Licence: <input type="checkbox"/></div> | <div>International Licence: <input type="checkbox"/></div> | |
| | <div>Air Ambulance/Medevac: <input type="checkbox"/></div> | <div>Dangerous Goods: <input type="checkbox"/></div> | |
| | <div>(Optional) Maximum passenger/cargo weight in kilograms: <input type="text"/> KG</div> | | |
| Equipment and Services: | | | |
| | <div>Co-pilot: <input type="checkbox"/></div> | <div>Work table: <input type="checkbox"/></div> | <div>Loran C: <input type="checkbox"/></div> |
| | <div>Intercom for each passenger: <input type="checkbox"/></div> | <div>Tundra tires: <input type="checkbox"/></div> | <div>Altimeter radar: <input type="checkbox"/></div> |
| | | <div>gps: <input type="checkbox"/></div> | <div>raft: <input type="checkbox"/></div> |
| | | <div>Weather Radar: <input type="checkbox"/></div> | |
| | <div>Search</div> | <div>Reset</div> | <div>?</div> |



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Search by Rotary Wing

| | | | | |
|--|--|---|---|---|
| Province/Territory | <div>All Provinces</div> <div>(Required if selecting a Base of Operations)</div> | Base of Operations | <div>All Bases</div> | |
| No. of Passengers | <div>Any number</div> | | | |
| Domestic Licence: <input type="checkbox"/> | | International Licence: <input type="checkbox"/> | | |
| Air Ambulance/Medevac: <input type="checkbox"/> | | Dangerous Goods: <input type="checkbox"/> | | |
| (Optional) Maximum passenger/cargo weight in kilograms: <div></div> KG | | | | |
| Equipment and Services: | | | | |
| Cargo hook: <input type="checkbox"/> | Pop out floats: <input type="checkbox"/> | Co-pilot: <input type="checkbox"/> | Sliding door kit: <input type="checkbox"/> | Bear claws: <input type="checkbox"/> |
| Space maker: <input type="checkbox"/> | Cargo pod: <input type="checkbox"/> | Fixed floats: <input type="checkbox"/> | Range extender: <input type="checkbox"/> | Work table: <input type="checkbox"/> |
| Loran C: <input type="checkbox"/> | Passenger bubble window: <input type="checkbox"/> | Wire strike protection system: <input type="checkbox"/> | High skid gear with steps: <input type="checkbox"/> | GPS: <input type="checkbox"/> |
| Raft: <input type="checkbox"/> | Sling gear: <input type="checkbox"/> | Intercom for each passenger: <input type="checkbox"/> | Tundra tires: <input type="checkbox"/> | External load: <input type="checkbox"/> |
| Safety harness: <input type="checkbox"/> | Altimeter radar: <input type="checkbox"/> | Weather Radar: <input type="checkbox"/> | | |
| <div>Search</div> | | <div>Reset</div> | | <div>?</div> |



PHASE ONE

Qualifications

Suppliers apply for consideration to be deemed a pre-qualified standing offer holder

- 1- Have experience as a company
- 2- Have the financial capability to undertake the work
- 3- Have the prescribed insurance coverage
- 4- Have qualified operators
- 5- Be Transport Canada certified
(FOC and SFOC by regions)



11



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Canada

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Services gouvernementaux
Canada

Canada

PHASE TWO:

Offering description

*After a supplier applies and qualifies to be a standing offer holder
(Phase one)*

- The supplier is given a user profile and invited to login and complete its “profile”.
- The supplier defines and completes all technical and financial information that will be used for selection purposes and invoicing.

INDUSTRY PROFILE

Unmanned systems 2017 industry survey

| Answer Choices | Responses |
|---------------------------------------|------------|
| Baseline Mapping/Surveying | 55.97% 136 |
| Agriculture | 35.39% 86 |
| Forestry | 34.16% 83 |
| Oil and Gas | 37.86% 92 |
| Mining | 35.80% 87 |
| Environmental Monitoring | 46.91% 114 |
| Infrastructure Mapping and Monitoring | 46.50% 113 |
| Construction | 46.91% 114 |
| Film & Media | 39.09% 95 |
| Real Estate | 27.98% 68 |
| First Responders | 19.34% 47 |
| Insurance | 16.87% 41 |
| Defence and security | 20.16% 49 |
| Total Respondents: 243 | |



POSSIBLE SELECTION PARAMETERS

| Stream description | Capability description |
|--|--|
| <ul style="list-style-type: none">- Security/Defence/Surveillance- Inspection- Agricultural- Forestry/fire fighting- Media- Emergency response- Real property / construction- Transportation of goods | <ul style="list-style-type: none">- UAV range/endurance- Sensor suite options- Ground station capabilities- Data processing capabilities- Ground support capabilities- Security |

OTHER POSSIBLE SELECTION APPROACH

| Stream | Range/ Endurance | Sensor Suite | Ground Station | Data Processing | Ground Support | Security Clearance |
|------------------------------------|---------------------|-----------------|-------------------|--------------------|-------------------|-----------------------|
| Security/ Defence/ Emergency | HIGH | HIGH | HIGH | MED | HIGH | HIGH |
| Agricultural | MED | MED | LOW | HIGH | MED | LOW |
| Forestry/ Fire | MED | MED | MED | MED | MED | LOW |
| Media | LOW | MED | LOW | LOW | LOW | LOW |
| Real Property | LOW | MED | LOW | MED | LOW | LOW |
| Transport of goods | MED | LOW | LOW | LOW | MED/HIGH | LOW |

EACH CATEGORY WILL HAVE A MINIMUM TECHNICAL REQUIREMENT ADJUSTED FOR EACH STREAM THAT WILL AFFECT FINANCIAL PROPOSAL FOR EACH STREAM.



PLEASE TAKE NOTE

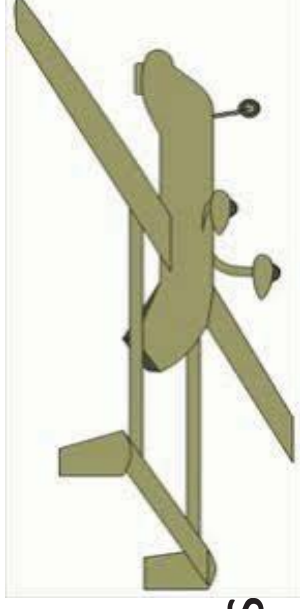
- Suppliers can only offer services in a region of the country where they are allowed to operate. (appropriate **SFOC**)
- Suppliers can only offer services using equipment they own/control.
- Suppliers **CAN** periodically update their profile as DIFFERENT services are available.
- Suppliers CAN periodically update their rates.



PHASE THREE

Call up

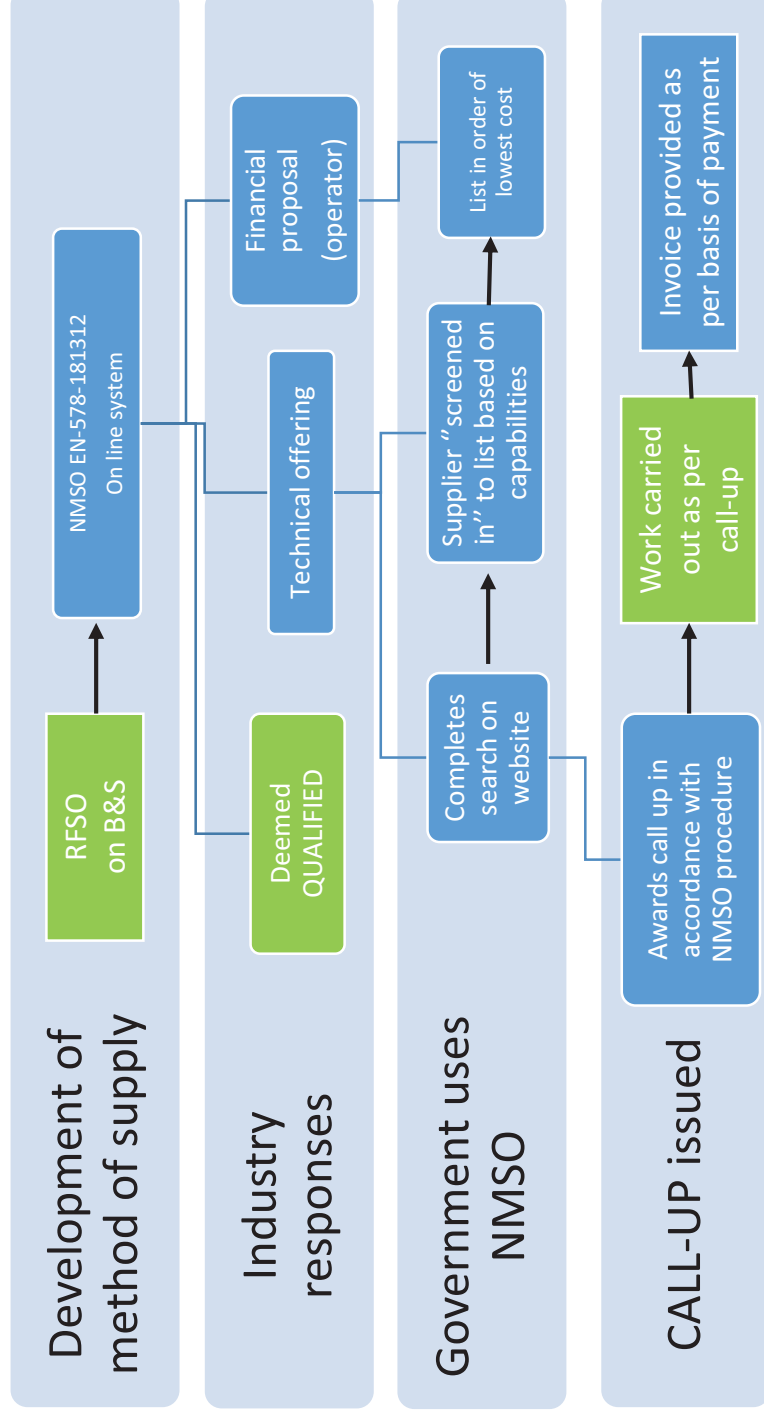
When a need arises by a federal department, an authorised user logs on the website, provides search parameters and a list of qualified suppliers are ranked based on lowest cost



1. Login in as government
2. Determine search parameters
3. Review search results and contact suppliers on list as per call-up procedure.
4. Issue call-up to most appropriate Standing Offer holder and receive the services requested.

METHODE OF SUPPLY DIAGRAM

(proposed)



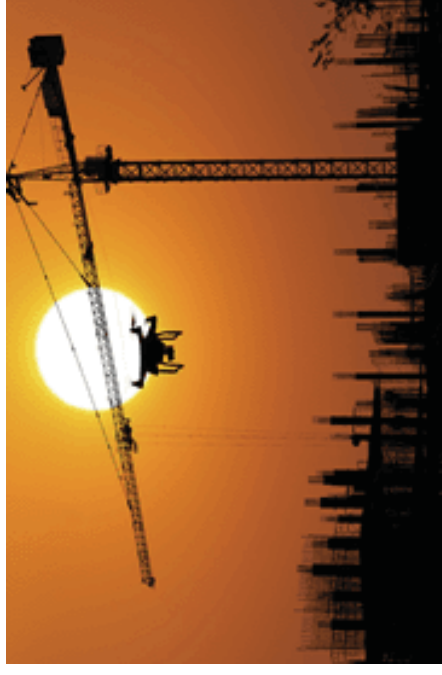
ELEMENTS UNDER CONSIDERATION

- Selection methodology
- Task or Solution based description of work
- Capability based selection
- Industry segment (streams)
- Fixed wing or VTOL (streams)
- Security requirements
- Basis of payment structure
 - Capability vs submission of report (or both)
 - Daily and hourly BoPs



ON LINE SYSTEM CAPABILITIES UNDER REVIEW

1. Overseas selection methodology adherence
2. Provision for Call-up data gathering from user and supplier community
3. Provision for invoice submission and payment
4. Provision for eventual “E-procurement” transition



20



FUTURE POSSIBILITIES

- Provision for BVLOS capabilities
- Provisions for other levels of government entities to use the NMSO (provincial/municipal)

These options may be incorporated once appropriate regulation, policies and/or agreements are in place where a supplier community can lawfully conduct operations.



INHERENT LIMITS

- IS NOT intended for “engineered” solutions in which a supplier does NOT possess capabilities at time of call-up.
- Is not intended to cater to “niche” markets.

Those situations can be serviced using other procurement instruments managed by qualified procurement professionals

OSME CONTACT

Office of Small and Medium Enterprises

Mandate:

The Office of Small and Medium Enterprises (OSME) in Public Services and Procurement Canada (PSPC) advocates on behalf of SMEs and encourages their participation in federal government procurement.

For commercial operators that have not yet engaged with the Canadian Federal Government, we offer the following links:

<https://www.canada.ca/en/services/business/doing-business.html>

<https://buyandsell.gc.ca/for-businesses/contacts-for-businesses/office-of-small-and-medium-enterprises-osme-regional-offices>

23



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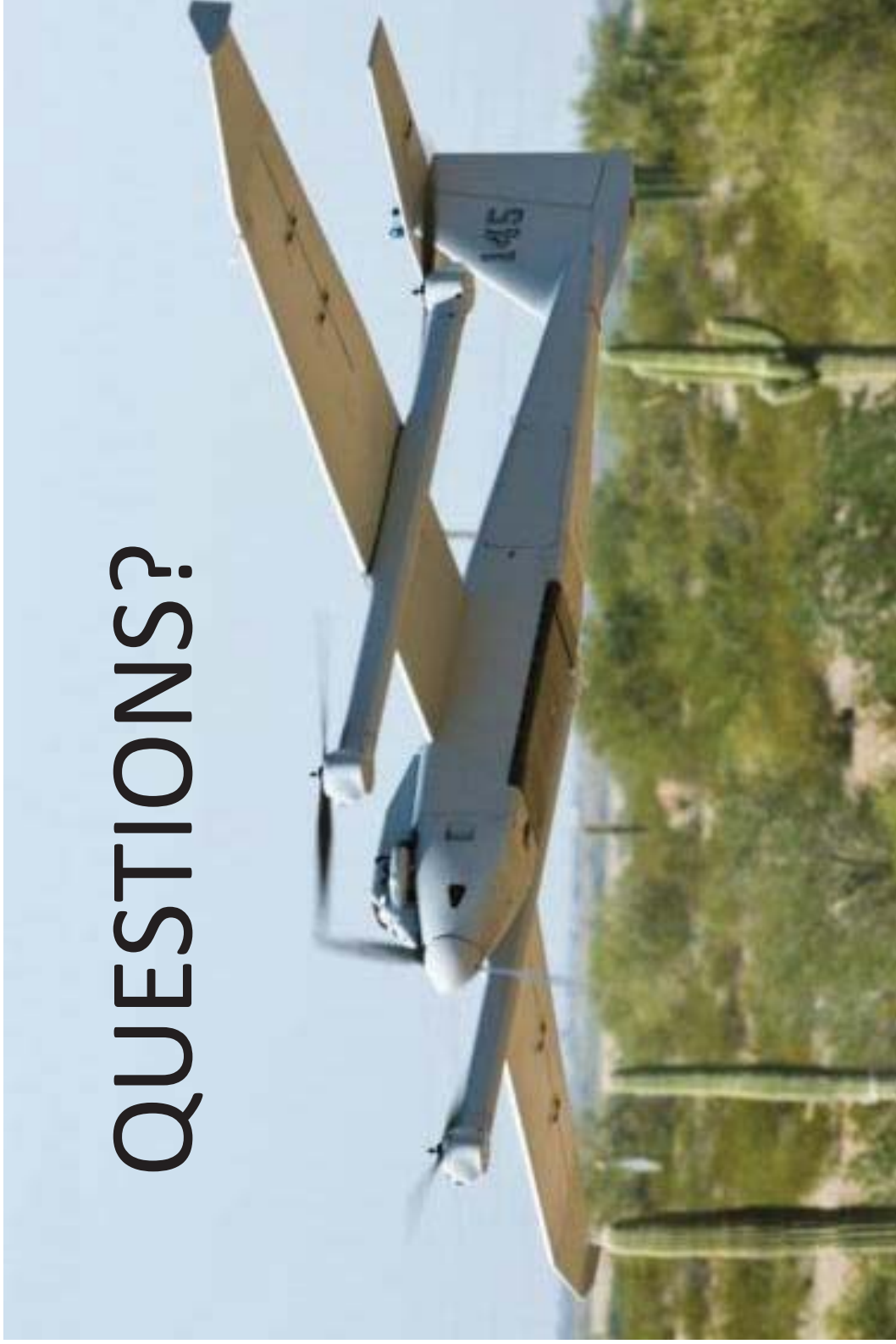
NEXT STEPS

- Ones-on-one meetings within the next few weeks
- Draft RFSO will be posted on Buy-and-Sell for industry review and comments (Feb 2018)
- All participants that agreed to and submitted the attachments may be contacted directly during the industry consultation phase with specific questions or requested to review/comment on various documents (via e-mail).
- Participants ARE encouraged to contact PSPC anytime with questions, comments or concerns related to this initiative.

Your participation and input into this initiative is appreciated,
I will be available throughout the conference week for questions and
comments



QUESTIONS?



26



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