



Government  
of Canada

Gouvernement  
du Canada

# Future Fighter Capability Project

Notional Approach to acquiring Canada's  
Future Fighter Fleet

# OUTLINE



1. Notional Procurement Approach
2. Ongoing Supplier Engagement
3. Fairness Monitor
4. Notional Procurement Timeline
5. Additional Information

# DISCLAIMER



The information provided today is subject to change and is intended for discussion purposes only. Due to the interactive nature of the Future Fighter Industry Day, any verbal statements made by Canada's representatives will not be binding for purposes of the Suppliers List Invitation or the procurement process. Only the information released by Canada in the Suppliers List Invitation or in other procurement documents should be followed when preparing a response. Any verbal comments by Canada must not be construed as a preference, rejection or assessment of any solution. Canada reserves the right to consider comments and suggestions received during the Future Fighter Industry Day.

# NOTIONAL PROCUREMENT APPROACH



## Open and Transparent Competition

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- The procurement for the Future Fighter Capability Project will be done competitively
- All commercial and foreign government entities are welcome to participate in the process
- Procurement for the Future Fighter Capability Project (FFCP) is complex in nature

# NOTIONAL PROCUREMENT APPROACH



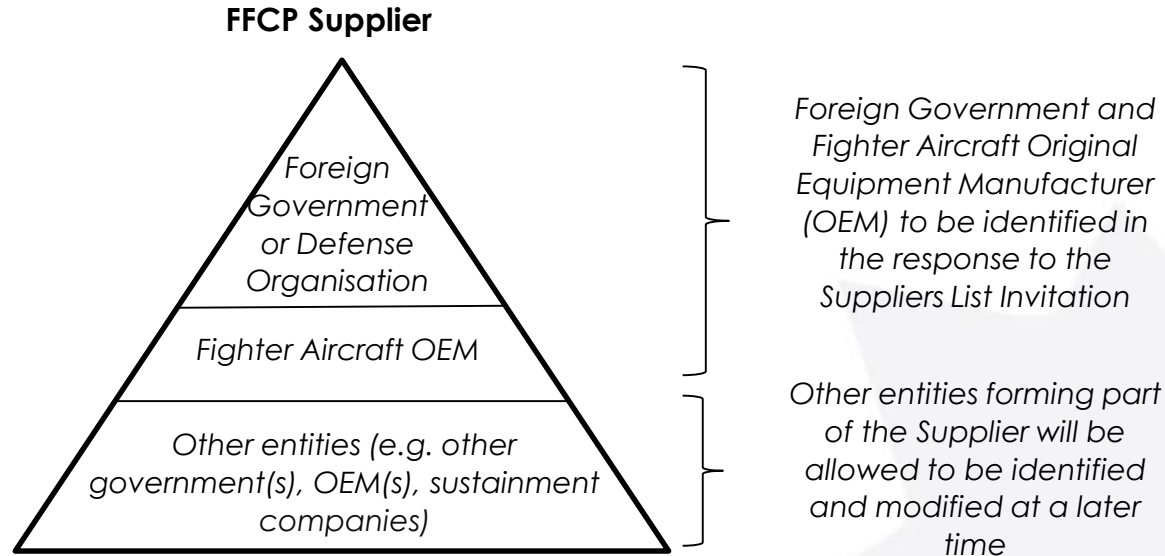
## Main Steps

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- Creation of a list of suppliers who have demonstrated the potential to meet Canada's needs
- Competitive process with the suppliers on that list
- Signature of resulting Government arrangement(s) and/or agreement(s) and/or commercial contract(s)



## Creation of a Suppliers List





## Creation of a Suppliers List (cont'd)

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- The Foreign Government or the Defence Organisation serves as the main point of Contact with Canada
- Other entities: The Foreign Government or Defence Organisation (as applicable) can add or withdraw the entities by written notice to Canada and at Canada's discretion (see wordings in the SLI)
- Entities on the Suppliers List will be motivated to form partnerships with Canadian industry to develop strong Value Proposition proposals outlining their economic commitments to Canada



# NOTIONAL PROCUREMENT APPROACH (Cont'd)



## Suppliers List Invitation Response Evaluation Process

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Receipt of Responses  
by Canada

Responses requested no  
later than 9 Feb 2018

Evaluation of the  
Responses

Dec 2017-Feb 2018

Notification of solicitation  
and formalisation of the  
Suppliers List for the FFCP  
Process

Feb-March 2018

Only Suppliers on the Suppliers List at the time of notification of solicitation will be invited to participate in subsequent formal engagement and to submit proposals during the competition





## SLI Responses Evaluation Criteria

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### **Criterion 1: Partnering and Information Sharing with Canada**

The Government or Defence Organisation (or one of its participating nations), as applicable, must have a current defence material cooperation arrangement with the Government of Canada



## SLI Responses Evaluation Criteria

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### **Criterion 2: Production Fighter Aircraft**

The Manufacturer must currently have in production a fighter aircraft that:

- Can sustain supersonic level flight;
- Is capable of air-to-air refueling; and
- Can carry and employ air-to-air and air-to-surface weapons in a contested environment



## SLI Responses Evaluation Criteria

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### **Criterion 3: Operator of a Fighter Aircraft**

The Government or one of the participating nations of the Defence Organisation, as applicable, must be an operator of a fighter aircraft produced by the Manufacturer



## Flexible Solicitation Approach

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- **Flexibility** and time are required to consider and evaluate **innovative and diverse solutions**, and ensure a successful competitive process
  - Outcome-based solicitation and evaluation approaches
  - Process allowing discussions on initial proposals received
- **Flexibility** in allowing a **variety of instruments**, such as commercial contract(s) and/or government arrangement(s)/bilateral or multilateral agreements



## Performance-Based Contracting

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- Results-oriented contracting method
- Sets a clear set of objectives and indicators
- Includes systematic efforts to collect data
- Focuses on the outputs, quality, and outcomes
- Measurable performance metrics developed and used to incentivize supplier performance



## Evaluation of Proposals Received

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- All Suppliers will be subject to the same evaluation criteria
- Proposals will be rigorously assessed on elements of long-term cost, technical requirements and economic benefits
- Through its enhanced procurement approach, Canada will also assess the bidder's impact on Canada's economic interests

# ONGOING SUPPLIER ENGAGEMENT



Formal engagement with Suppliers on Suppliers List

Formalisation of the  
Suppliers List for the FFCP  
process

Responses requested no  
later than 9 Feb 2018

Formal engagement on  
requirements and  
competition approach

2018 – spring 2019

Start of release  
of solicitation  
documents

Spring 2019

Ongoing discussion with Canadian industry

Canadian Industry and other stakeholders engaged in  
the development of items such as the Value  
Proposition approach

2018





## Initial Topics of Discussion under Formal Engagement

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- Terms and Conditions
- Basis of Payment
- Procurement Risk
- Information sharing

# ONGOING SUPPLIER ENGAGEMENT (Cont'd)



Industry will be engaged and kept up to date so that it is well positioned to participate

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- Updates through the PSPC Website for FFCP
- Canadian industry associations being engaged and provided information
- Ongoing discussion on element as the Value Proposition approach

# FAIRNESS MONITOR



- Fairness Monitor oversees the ongoing engagement and the solicitation process
- Provides an independent assurance that the activities monitored are conducted in a fair, open and transparent manner
- Fairness Monitor final report will be publicly available

# NOTIONAL PROCUREMENT TIMELINE



Time	Event
December 12, 2017	Release of Suppliers List Invitation
February 9, 2018	Requested submission date for responses to the invitation
As early as February 12, 2018	Notification of solicitation to Suppliers on the Suppliers List
Early 2018 to Early 2019	Formal engagement with Suppliers' on the Suppliers List and engagement with Canadian Industry and other stakeholders on the value proposition
Late summer to early fall 2018	Issuance of draft solicitation documents to Suppliers for review
Early fall 2018 to late fall 2018	Suppliers' submission of comments on draft solicitation documents (6-8 weeks)
Late 2018 to early 2019	Canada revision and finalisation of solicitation documents

# NOTIONAL PROCUREMENT TIMELINE



Time	Event
Spring 2019	Solicitation documents begin to be issued
Late 2019 to early 2020	Suppliers on the Suppliers List submit their initial proposals (minimum of 6 months planned)
Late spring to early summer 2020	Potential discussions on initial proposals
Early Fall 2020	Submission of revised proposals (2-4 months estimated)
Early spring 2021	Selection of preferred proposal and final negotiations
Late 2021/early 2022	Signature of resulting Government arrangement(s) and/or agreement(s) and/or commercial contract(s)
2025	First aircraft delivery

# FOR MORE INFORMATION



- **A FFCP generic e-mail inbox**
  - [TPSGC.PCFAC-FFCP.PWGSC@tpsgc-pwgsc.gc.ca](mailto:TPSGC.PCFAC-FFCP.PWGSC@tpsgc-pwgsc.gc.ca)
  - The primary method of communications with potential suppliers
- **A PSPC website for FFCP**
  - [www.tpsgc-pwgsc.gc.ca/app-acq/amd-dp/air/snac-nfps/CF-18-eng.html](http://www.tpsgc-pwgsc.gc.ca/app-acq/amd-dp/air/snac-nfps/CF-18-eng.html)
  - The Website will be updated for key milestones in the competition
- **Department of National Defence CF-18 Replacement webpage**
  - [www.forces.gc.ca/en/business-equipment/cf-18-replacement.page](http://www.forces.gc.ca/en/business-equipment/cf-18-replacement.page)

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