



RETURN BIDS TO:

RETOURNER LES SOUMISSIONS À:

Bid Receiving - PWGSC / Réception des
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Place du Portage, Phase III

Core 0B2 / Noyau 0B2

11 Laurier St. \11, rue Laurier

Gatineau

K1A 0S5

Bid Fax: (819) 997-9776

LETTER OF INTEREST

LETTRE D'INTÉRÊT

Comments - Commentaires

Vendor/Firm Name and Address

Raison sociale et adresse du
fournisseur/de l'entrepreneur

Issuing Office - Bureau de distribution

Business Transformation and Systems Integration
Service/Division de transformation des opérations et
d'intégrat

Special Procurement Initiative Dir

Dir. des initiatives spéciales

d'approvisionnement

Terrasses de la Chaudière 4th Floor

10 Wellington Street

Gatineau

Québec

777-8277

Title - Sujet Automatic Identification Technology	
Solicitation No. - N° de l'invitation W6381-180019/A	Date 2018-03-26
Client Reference No. - N° de référence du client W6381-180019	GETS Ref. No. - N° de réf. de SEAG PW-\$\$XE-679-32372
File No. - N° de dossier 679xe.W6381-180019	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2018-07-31	
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: Kim, Raquel	Buyer Id - Id de l'acheteur 679xe
Telephone No. - N° de téléphone (613) 406-0742 ()	FAX No. - N° de FAX () -
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction: Specified Herein Précisé dans les présentes	

Instructions: See Herein

Instructions: Voir aux présentes

Delivery Required - Livraison exigée See Herein	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



Letter of Interest (LOI)

TITLE: Automatic Identification Technology (AIT)

1. Purpose and Nature of the Letter of Interest (LOI):

To support the Department of National Defence's new initiative, Automatic Identification Technology (AIT), DND has a requirement for the acquisition of hardware, supporting software, development and integration services for automated data capture capabilities required in order to support and implement an AIT capability. In tandem, the AIT initiative will support the modernization of the DND's supply chain processes to provide opportunities for supply chain optimization and improved efficiency.

The objectives of this LOI are:

- a. To inform industry of this forthcoming requirement;
- b. To communicate Canada's intention to acquire tools, technology and solutions to support the implementation of the AIT capability including supporting modernization of the Defence Supply Chain; and
- c. To invite industry to identify its interest in participating in the forthcoming industry engagement process.

This LOI is neither a call for tender nor a Request for Proposal (RFP). No agreement or contract will be entered into based on this LOI. The issuance of this LOI is not to be considered in any way a commitment by the Government of Canada, nor as authority to potential respondents to undertake any work that could be charged to Canada. This LOI is not to be considered as a commitment to issue a subsequent solicitation or award contract(s) for the work described herein.

2. Background Information:

The Department of National Defence (DND) maintains and manages Inventories and Tangible Capital Assets (including Machinery and Equipment, Ships, Aircraft and Vehicles, Leased Tangible Capital Assets and Work in Progress) having a current book value of approximately \$75B, with inventories accounting for \$6.2B. To meet operational requirements and corporate responsibilities, it is critical that these assets continue to be managed responsibly and in compliance with Government of Canada (GC) policies and legislation. This requires the capability to maintain an accurate picture of the state of defence materiel holdings (quantity, condition, value and location). As a result, AIT Initiative is identified as a new initiative that envisages supporting the modernization of supply chain processes with the greater use of technological advances in supply chain management.





There are several supply chain business areas that are identified for further investigation of supporting hardware and software acquisitions (which may include, but not limited to, barcode scanners (including mobile computing devices), Radio Frequency Identification (RFID) scanners (fixed and mobile), Wi-Fi and RFID network infrastructure equipment, label printers, supporting software, delivery services, installation, configuration and implementation services, etc.) along with corresponding business process modernization. They are:

a. Materiel Management

This includes extending an AIT capability across all DND locations for supply chain activities. These locations could include 3rd Line, 2nd Line and 1st Line domestic supply locations, support to deployed operations (domestically or abroad), and fuel management. This would include all assets and inventory at these locations.

b. Transportation

This includes extending an AIT capability across transportation areas and could include consignment tracking, in-transit visibility, fleet management and other related transportation or movements processes.

c. Maintenance

This includes extending the AIT capability to include the maintenance activities of defence equipment. This could include mobile access to electronic maintenance systems, automatic data capture of installed and removed items or parts along with tool tracking.

Description of Lines of Supply:

1st Line of Supply - is the materiel support and distribution available from unit resources (e.g. within a ship, battalion, squadron, etc.).

2nd Line of Supply - is the materiel support and distribution provided to multiple units (e.g. base, station, brigade, division, wings, etc.).

3rd Line of Supply - is the materiel support and distribution provided at regional/national scale (e.g. Canadian Forces Supply Depots (CFSD), Canadian Forces Ammunition Depots (CFAD), etc.).





3. AIT Project Description:

The AIT initiative is a programmatic approach intended to support the modernization of the Defence Supply Chain (DSC). It will design, develop and deliver process changes with the integrated application of technologies to facilitate and enhance military operational support, enhance financial accountability and increase the optimization and efficiency of the Defence Supply Chain while underpinning Defence Data Analytics.

This initiative includes a project that will acquire and deliver updated electronic marking and reading capabilities for all Defence materiel supporting accurate recording of materiel data (e.g. quantities, locations and condition) in Defence Resource Management Information System (DRMIS), which is the DND/CAF's SAP-based Enterprise Resource Planning (ERP) system for materiel management.

The AIT project will provide automated data capture capabilities through the end-to-end supply chain to include third line, second line, first line and deployed operations in order to support complex and austere military environments, and where applicable, inclusive of Maintenance, Transportation, and Fuel management. There is also the requirement to support interoperability with NATO and other Allies by enabling the sharing of this inventory data at both the information systems level and the physical materiel identification level.

Following are the proposed areas where Industry interest and input is sought:

- a. Solution Architecture Design and Integration Services to support the modernization of the Defence Supply Chain;
- b. Passive and Active RFID approaches, best practices, in large Warehouses, Supply Networks;
- c. Marking and Labelling approaches, solutions and best practices for materiel in support of a Defence Supply Chain environment;
- d. Various mobile devices options – Technology trends (including phasing out or life-cycle management of technologies)
- e. Wireless solutions in an Operational Environment (Instant Access points, Remote Access Points, Cellular access points, Device and User Authentication, Device Management);
- f. Solutions for Warehouse (Transactions) activities in a deployed – disconnected – secured operational environment (possible encryption Capabilities);
- g. Electronic Data Interchange (EDI) Capabilities and Solutions in support of a Defence Supply Chain environment (including industry standard messaging formats);
- h. Transportation related Tracking Solutions (In-Transit Visibility) in support of a Defence Supply Chain environment, including full transportation business process solutions;
- i. Support to Defence Equipment Maintenance Activities;
- j. Fuel Management solutions in support of a Defence Supply Chain environment; and/or
- k. Systems Integrator Roles, the benefits to DND, and how to frame solution provisioning with this approach.





4. Potential Work Scope:

The intended method of supply for this requirement and the proposed length of any resulting contract(s) is not finalized at this time. As an indication, it could be one or more contracts or task-based contracts between five to eight years depending on Implementation Phases being investigated, DND's direction on scalable options analysis and results from any ensuing Request for Information (RFI) process.

5. Legislation, Trade Agreements, and Government Policies:

The following is indicative of some of the legislation, trade agreements and government policies that could impact any follow-on solicitation(s):

- a) Canadian Free Trade Agreement (CFTA)
- b) North American Free Trade Agreement (NAFTA)
- c) World Trade Organization – Agreements on Government Procurement (WTO-AGP)
- d) Canada-Chile Free Trade Agreement (CCFTA), the Canada Peru Free Trade Agreement (CPFTA)
- e) Canada-European Union Comprehensive Economic and Trade Agreement (CETA)
- f) Defence Production Act
- g) Defence Procurement Strategy (DPS)
- h) Controlled Goods Program (CGP)

6. Planned Industry Engagement Strategy:

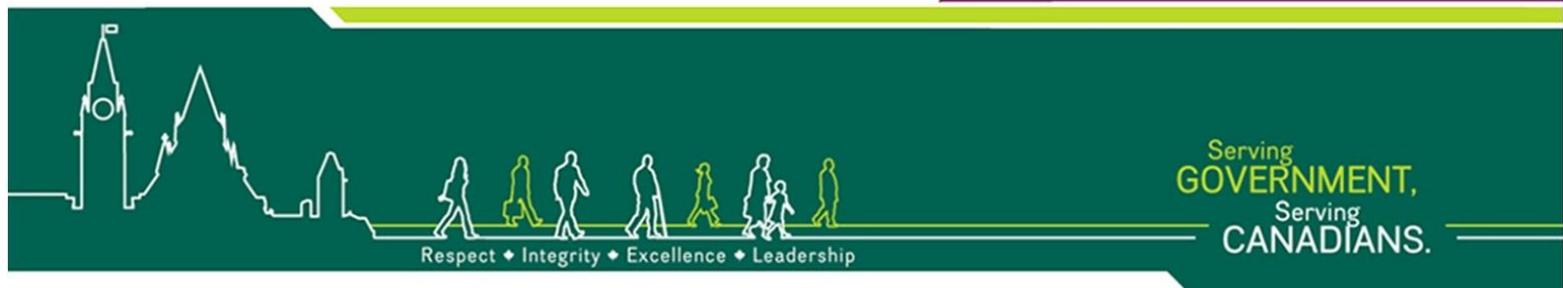
- a. A Request for Information (RFI)

A RFI will also be issued at a later date as a means of exploring the degree of Industry interest as well as any other possible options that will meet business objectives. The RFI will contain a number of questions posed to Industry. A key question will be for Industry to provide information on how they would manage the development and implementation of an enterprise wide AIT capability and what type of tools and resources would be best to assist with the process.

- b. Working Group Meetings

It is likely that Working Group meetings will be required. Industry may be invited to Working Group meetings comprised of representatives from industry and the Government of Canada to discuss specific issues, solutions and to further define and develop the requirement as required. Public Services and Procurement (PSPC) will finalize the solicitation documents following these meetings. More information will be made available, if needed. The nature and content of this phase, if required, will be determined as the consultation process unfolds.





c. One-on-one meetings

Due to the nature of this request, it is likely that one-on-one meetings will be required. One-on-one Industry Meetings may take place subsequent to the RFI for additional clarification. Industry participants will be provided with an opportunity to seek further clarification to the questions posed in the RFI.

d. Draft Request for Proposal (RFP)

Canada intends to issue a draft RFP, which incorporates the findings and recommendation from Industry Engagement that meet the AIT operational needs, in particular, the Basis of Payment will be a key section for comments, as Industry may be asked to provide costing information for the service activity level, and/or alternatively, high level costs, to allow PSPC to determine the financial viability of contracting for these services.

The draft RFP will be issued on Government Electronic Tendering Service (GETS). The purpose would be to solicit further feedback from Industry prior to developing any final Request for Proposal (RFP).

e. Request for Proposal (RFP)

RFP will be issued and a standard Questions & Answers (Q&A) process will ensue.

7. Registering for the Industry Engagement process

Interested suppliers may register at any time during the engagement process. To register and participate in the forthcoming Industry Engagement process, email the PSPC contact person named in this Notice with the names, phone numbers and email addresses of the contact person(s) representing your organization.

Suppliers should indicate the area they are interested in being engaged, as per the proposed areas specified under section 3 - AIT Project Description.

Suppliers are also invited to propose any other Supply Chain Management related areas that are not listed in the section 3.

Industry engagement is optional and bidders will not be excluded from bidding should they choose not to participate.

This document is intended for information purposes only and may be subject to change without notice. Release of this information does not constitute a commitment on the part of the Government of Canada to contract for any of the above-mentioned requirements.





Also, please note that participants are responsible for their own transportation, accommodation, meals, parking and all other expenses. Canada will not reimburse any Supplier or participant for expenses incurred in responding to Canada's questions or attending any meetings or other events during the engagement process.

Contact Person:

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Public Services and Procurement Canada (PSPC)
Services and Technology Acquisition Management Sector (STAMS)
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8. Additional Information

In June 2016, a Request for Information (RFI) was posted on GETS (W6381-170008/A) for the Data Remediation and Marking (DRM), which is another component of the AIT Initiative.

As a result, DND is currently working on developing the DRM requirement and Canada may continue the procurement process related to this requirement.

