



**RETURN BIDS TO:  
RETOURNER LES SOUMISSIONS À:**

Bid Receiving - PWGSC / Réception des  
soumissions - TPSGC  
11 Laurier St. / 11, rue Laurier  
Place du Portage, Phase III  
Core 0B2 / Noyau 0B2  
Gatineau, Québec 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  
Industrial Vehicles & Machinery Products Division  
11 Laurier St./11, rue Laurier  
7B1, Place du Portage, Phase III  
Gatineau  
Québec  
K1A 0S5

<b>Title - Sujet</b> CHER - RFI	
<b>Solicitation No. - N° de l'invitation</b> W8476-185840/A	<b>Date</b> 2018-05-24
<b>Client Reference No. - N° de référence du client</b> W8476-185840	<b>GETS Ref. No. - N° de réf. de SEAG</b> PW-\$\$HS-634-74903
<b>File No. - N° de dossier</b> hs634.W8476-185840	<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 2018-07-31</b>	
<b>Time Zone</b> <b>Fuseau horaire</b> Eastern Daylight Saving Time EDT	
<b>F.O.B. - F.A.B.</b> Specified Herein - Précisé dans les présentes <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input type="checkbox"/> <b>Other-Autre:</b> <input checked="" type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Paquin, Benoit	<b>Buyer Id - Id de l'acheteur</b> hs634
<b>Telephone No. - N° de téléphone</b> (873) 469-3401 ( )	<b>FAX No. - N° de FAX</b> ( ) -
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>  Specified Herein Précisé dans les présentes	

Instructions: See Herein

Instructions: Voir aux présentes

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

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## **PART 1 – PURPOSE AND NATURE OF THE RFI**

### **1.1 Purpose of the RFI**

Public Services and Procurement Canada (PSPC) is launching this Request for Information (RFI) in order to seek information and feedback from industry with regard to the Common Heavy Equipment Replacement (CHER) project. The CHER project was created to acquire a modern fleet of the Heavy Support Equipment (HSE) which includes Heavy Construction Equipment (HCE) and Material Handling Equipment (MHE).

The purpose of this RFI is to achieve the following:

- a) Provide industry with initial information on the planned procurement process of the CHER project;
- b) Invite industry representatives to the industry day and one-on-one sessions;
- c) Request preliminary input for discussion on industry day;
- d) Request detailed information and feedback from industry including indicative cost estimates;
- e) Determine the capability of industry to satisfy the requirements;
- f) Obtain industry feedback on any issues that would impact their ability to bid on a resulting solicitation and/or deliver on the department's requirements;
- g) Gather industry knowledge, expertise and recommendations with regard to best practices that would increase the success of a solicitation and/or identify any risks that would impact a solicitation;
- h) Refine the requirement and further develop the procurement and sustainment strategies;
- i) Enhance competition, access and fairness of a resulting solicitation;
- j) Inform and engage industry on the Industrial and Technological Benefits (ITBs) Policy, including Value Proposition (VP)
- k) Inform industry and the government to ensure that a formal RFP process moves forward efficiently and has a high probability of successfully establishing contracts for the CHER project.

Respondents are requested to provide answers and feedback related to Part 3 – Preliminary Procurement Strategy, Part 4 – Industry Engagement and Part 5 – Questions to Industry, which contains questions for specific information being sought by Canada.

### **1.2 Nature of the RFI**

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

from industry with respect to the matters described in this RFI.

Nothing in this RFI will be construed as a commitment from PSPC to issue a solicitation for this requirement. PSPC may use non-proprietary information provided in this review and/or in the preparation of any formal solicitation document.

PSPC will not be bound by anything stated herein and reserves the right to change at any time, any or all parts of the requirement, as it deems necessary. PSPC also reserves the right to revise its procurement approach, as it considers appropriate, either based upon information submitted in response to this RFI or for any other reason it deems appropriate.

## **PART 2 – RESPONSE INSTRUCTIONS AND INFORMATION**

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

Canada's current view of its requirement for the CHER project, the characteristics of the supply solution it is currently contemplating, and the technical requirements are all detailed in Part 3 of this RFI.

Canada is seeking input and responses to specific questions (refer to Part 5 – Questions to Industry) covering important elements of the requirement prior to proceeding with finalizing its procurement strategy.

Respondents are invited to provide comments regarding the content of Part 3 and related requirements included in this RFI by completing and returning the electronic format of Part 5 – Questions to Industry. Respondents should explain any assumptions they make in their interpretation of the requirements.

### **2.2 Response Costs**

Canada will not reimburse any respondent for expenses incurred in responding to this RFI.

### **2.3 Treatment of Responses**

#### **2.3.1 Use of Responses**

Responses will not be formally evaluated. The responses received may be used by Canada to develop or modify procurement strategies or any draft documents contained in this RFI. Canada will review all responses received by the RFI closing date. Canada may, at its discretion, review responses received after the RFI closing date.

#### **2.3.2 Review Team**

A review team composed of representatives of PSPC and the Department of National Defence (DND) and Innovation, Science and Economic Development (ISED) Canada will review the responses and participate to all industry engagement activities. Canada reserves the right to hire any independent consultant, or use any Government resources that it considers necessary to review any response. Not all members of the review team will necessarily review all responses.

#### **2.3.3 Confidentiality**

Respondents should indicate and mark any portions of their response that they consider proprietary or confidential. Canada will handle these portions in a confidential manner in accordance with the Access to Information Act of Canada.

#### **2.3.4 Follow-up Activity**

PSPC may, at its discretion, contact any respondents to follow up with additional questions or for clarification of any aspect of a response. PSPC may, at its discretion agree to meet with respondents to provide respondents with the opportunity to present and/or demonstrate their capabilities in relation to this RFI.

Respondents' presentations are at no obligation to PSPC and respondents will be responsible for all costs associated with PSPC's invitation to make a presentation.

## **2.4 Contents of this RFI**

This RFI contains a preliminary procurement strategy including draft technical and sustainment requirements, costing information, ITB Policy applicability and procurement information. Respondents should anticipate that clauses or requirements may be added to or deleted from any resulting bid solicitation or documents that may be published by PSPC in the future. Comments regarding any aspect of this RFI are requested. This RFI also contains specific questions addressed to the industry.

### **2.4.1 Historical & Volumetric Data**

The data contained within this RFI is being provided to respondents purely for information purposes. Although it represents the best information currently available to Canada, there is no guarantee that the data is complete or free from error.

## **2.5 Format of Responses**

### **2.5.1 Response preparation**

PSPC requests that respondents submit their responses electronically in MS Office, PDF or compatible formats. Responses can be provided by email. Medium such as CD, DVD or USB key are acceptable. Hardcopy responses will also be accepted but is not the preferred option.

### **2.5.2 Response content**

The first page of each document of the response provided should contain:

- a) The RFI number
- b) The name of the company that the respondent's is representing;
- c) The title, the name and the contact information of the respondent's; and,
- d) The date of submission of the documents.

All pages should be identified with the company's name along with page numbers.

## **2.6 Enquiries**

PSPC will not necessarily respond to enquiries in writing or by circulating answers to all interested suppliers as this is not a solicitation process. However, respondents who have questions regarding this RFI may direct their enquiries to the Contracting Authority named below:

Name: Annie Therien  
Title: Supply Officer  
Division: Industrial Vehicles, Machinery Products and Logistics Division - HS

Address: Public Services and Procurement Canada  
PDP III 7B1  
11 Rue Laurier  
Gatineau, Quebec K1A 0S5  
Canada

Telephone: 819-420-5526  
Email: annie.therien@tpsgc-pwgsc.gc.ca

## **2.7 Submission of Responses**

### **2.7.1 Time and Place for Submission of Responses**

Suppliers interested in providing a response should deliver it in accordance with section 2.5 to the attention of the Contracting Authority by the time and the date on page 1 of the RFI to the address

indicated in Part 2 section 2.6.

### **2.7.2 Responsibility for Timely Delivery**

Each respondent should ensure their response is delivered on time to the correct email address or location.

### **2.8 Security Requirements**

There are no security requirements associated with responding to this RFI. Any future procurement actions undertaken in support of this requirement might require a government security clearance.

Suppliers interested in being sponsored should begin the process to obtain their security clearance by contacting the Contracting Authority.

### **2.9 Official Languages**

Responses to this RFI are requested to be presented in either of the Official Languages of Canada.

### **2.10 Industry Day and Consultations**

During this RFI period, the following activities will take place:

- Industry Day
- One-on-One sessions
- Additional One-on-One sessions

Canada will not reimburse any respondent for expenses incurred in relation to the attendance of any of the above activities.

Following this RFI and the responses received, additional RFIs with drafts Request for Proposal (RFPs) would be published. These RFIs would request that responders respond to specific questions regarding the draft procurement documentation, as well as more general questions regarding elements of the procurement and sustainment strategies.

Depending on the contents of the additional RFIs responses, the CHER Team may engage in additional one-on-one industry consultation sessions.

## **PART 3 – PRELIMINARY PROCUREMENT STRATEGY**

### **3.1 Introduction**

The proposed procurement strategy is to issue up to eighteen (18) RFPs through competitive processes including a two-step qualification process for procurement containing armour/ballistic protection information, potentially resulting in the award of up to eighteen (18) contracts.

Unless specified otherwise, the requirement is subject to the provisions of the World Trade Organization Agreement on Government Procurement (WTO-AGP), the North American Free Trade Agreement (NAFTA), the Canada-European Union Comprehensive Economic and Trade Agreement (CETA) and the Canadian Free Trade Agreement (CFTA).

### **3.2 Background**

It is part of PSPC's mandate to plan, execute and manage the procurement of certain Goods and Services on behalf of DND above a certain value.

### **3.3 Questions to industry**

Respondents responding to this RFI are requested to answer questions listed in Part 5 – Questions to Industry as well as to provide any additional comments regarding any part of the procurement strategy outlined in the RFI and the annexed documents. An MS Office version of Part 5 – Questions to Industry is available on Buy & Sell

### **3.4 Technical Requirement**

Annex A – Technical Requirements: this annex and its appendices outline the technical requirements for each platform.

### **3.5 Sustainment Requirement**

Annex B – Sustainment Requirements: this annex and its appendices explore how the Canadian Armed Forces (CAF) sustain its fleets in terms of supply, maintenance and central management of the equipment. It also addresses the sustainment requirements specific to the CHER project.

### **3.6 Costing Information**

Annex C – Costing: This annex is to request indicative costing information from suppliers in order for Canada to prepare its documents for project approval.

### **3.7 Industrial and Technological Benefits (ITB) Policy**

Annex D – ITB Policy: This annex gathers information for the applicability of ITB Policy and how Canada could leverage opportunities for economic benefit through the procurement of HSE.

### **3.8 Procurement Information**

Annex E -.Procurement Information: This annex gathers general information for any future RFPs.

## **PART 4 – Industry Engagement**

To ensure the successful procurement of the common heavy equipment, associated equipment, and sustainment services, Canada will engage industry through this RFI, an Industry day and one-on-one sessions with interested suppliers.

Canada will engage with industry to:

- a) Examine proposed solutions from industry to meet the CHER Preliminary Statements of Requirements (PSORs) and sustainment requirements.
- b) Establish indicative cost estimates associated with potential solutions;
- c) Develop among Canada and industry participants a shared understanding of all CHER procurement elements, risks, challenges, and opportunities;
- d) Define any additional sustainment requirements - including IP rights, supply chain collaboration, performance incentives for a more comprehensive sustainment and understand current market capacity and interest;
- e) Develop an understanding of Canadian and international capabilities relevant to the CHER platforms;
- f) inform and engage industry on the Industrial and Technological Benefits (ITBs) Policy, including Value Proposition (VP); and
- g) Seek industry feedback and participation in key procurement steps, including development of the RFP.

### **4.1 Invitation to industry day and one-on-one session**

The industry day and one-on-ones sessions will be held at 140 Promenade du Portage, Phase IV – Level “0”, from June 5 to June 7, 2018.

The industry day will begin at 8:30am on June 5th, 2018, in Pontiac room to review the scope of the requirement outlined in the RFI and to answer questions. It is recommended that suppliers who intend to submit a response to the RFI attend or send a representative.

The one-on-one sessions will begin at 1pm on June 5<sup>th</sup>, 2018 and all day June 6 and 7, 2018 in room COM#9.

Additional one-on-one sessions will be held, if required, at 11 Laurier Street, Phase III – 7<sup>th</sup> floor, from July 11 to July 13, 2018 in boardroom 7B1-208.

Suppliers are requested to confirm their attendance by providing, in writing, to the Contracting Authority, the name(s) of the person(s) who will be attending, the invitation form and a list of potential concerns they wish to discuss no later than June 1<sup>st</sup>, 2018.

Suppliers who do not attend will not be precluded from submitting a response to the RFI.

#### **4.1.1 Industry day**

The industry day is intended to be an open forum. It will allow Canada representatives to present industry representatives with information about the CHER project and communicate high-level equipment capability and sustainment requirements. It will also provide a venue for industry representatives to ask questions and seek information required to gain a sound understanding of Canada's business needs. Representatives from PSPC, DND and ISED will lead industry day presentations and discussions on procurement requirements, technical requirements and industrial technological benefits, respectively. Topics for discussion may include potential procurement issues and opportunities for resolution, innovative solutions, and the overall procurement and sustainment strategies.

#### **4.1.2 One-on-one sessions:**

One-on-one sessions will take place in the days immediately following the industry day and will allow interested suppliers to present their companies, solutions, pose their questions and raise their concerns. The outcomes and topics for discussion are expected to be as per the industry day session.

#### **4.1.3 Additional One-on-one sessions**

Additional one-on-one sessions will be offered later during the RFI to allow interested suppliers to refine their solutions and clarify additional information.

Attendance to the one-on-one sessions are voluntary and suppliers can attend one or both sessions. While Canada participants do not plan to provide new information during one-on-one sessions, any new information discussed will be posted through an update to the RFI on Buy and Sell.

**INVITATION FORM**

Please fill-out the invitation form in order to confirm your attendance to the industry day and the one-on-one sessions by checking or indicating your order of preference of date and time and the number of participants that will be attending the sessions.

Canada will make every effort to satisfy your preferred date and time, however should many suppliers request the same time, Canada will proceed on a first come first serve basis.

<b>Company's name</b>	
<b>Point of contact</b>	
<b>Address</b>	
<b>Email</b>	
<b>Telephone number</b>	

<b>Industry day</b>			
<b>Date</b>	<b>Time</b>	<b>Availabilities</b>	<b># of attendees</b>
June 5, 2018	AM	Industry day	

<b>One-on-one sessions</b>			
<b>Date</b>	<b>Time</b>	<b>Availabilities</b>	<b># of attendees</b>
June 5, 2018			
	PM		
June 6, 2018	AM		
	PM		
June 7, 2018	AM		
	PM		

<b>Additional one-on-one sessions</b>			
<b>Date</b>	<b>Time</b>	<b>Availabilities</b>	<b># of attendees</b>
July 11, 2018	AM		
	PM		
July 12, 2018	AM		
	PM		
July 13, 2018	AM		
	PM		

Please indicate for which platform(s) your company is planning to provide a response for

<b>Heavy construction equipment (HCE)</b>	
<b>Vehicle/Equipment</b>	
Dozers	
Loaders	
Graders	
Excavators	
Compactors	
High speed armoured backhoes	
Dump box modules	
Lowbed trailers	
Medium cranes	
Backhoes (commercial)	
Dump trucks (commercial)	
Tilt-trailers (commercial)	

HCE simulators	
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<b>Material handling equipment (MHE)</b>	
<b>Vehicle/Equipment</b>	
Rough terrain container handlers	
Rough terrain forklifts (heavy)	
Rough terrain forklifts (medium)	
Rough terrain forklifts (telescopic)	
Rough terrain forklifts (light)	

Please indicate if your company is specialized in armoured protection system:

<b>Yes</b>	<b>No</b>

**List of attendees**

	Names	Position
1		
2		
3		
4		
5		

## **PART 5 - QUESTIONS TO INDUSTRY**

See attached files on Buy and Sell

Annex A- Technical Requirements

Annex B- Sustainment Requirements

Annex C- Costing Information

Annex D – Industrial and Technological Benefits (ITB) Policy

Annex E – Procurement Information