



**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  
Clothing and Textiles Division / Division des vêtements et  
des textiles  
11 Laurier St./ 11, rue Laurier  
6A2, Place du Portage  
Gatineau, Québec K1A 0S5

<b>Title - Sujet</b> Sleeping Bag Systems - MOTS	
<b>Solicitation No. - N° de l'invitation</b> W8486-195105/A	<b>Date</b> 2018-06-27
<b>Client Reference No. - N° de référence du client</b> W8486-195105	<b>GETS Ref. No. - N° de réf. de SEAG</b> PW-\$\$PR-760-75041
<b>File No. - N° de dossier</b> pr760.W8486-195105	<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 2018-08-03</b>	
<b>Time Zone</b> <b>Fuseau horaire</b> Eastern Daylight Saving Time EDT	
<b>F.O.B. - F.A.B.</b> <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Richard, Josette	<b>Buyer Id - Id de l'acheteur</b> pr760
<b>Telephone No. - N° de téléphone</b> (613) 462-4128 ( )	<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>



## NOTICE

This document has been examined by the Technical Authority for content and confirmed that it has no references to controlled goods.

### **LETTER OF INTEREST (LOI) – MILITARY OFF-THE-SHELF SLEEPING BAG SYSTEM**

**LETTER OF INTEREST (LOI)  
FOR A  
MILITARY OFF-THE-SHELF (MOTS) SLEEPING BAG SYSTEM**

**1.0 SCOPE**

1.1 **Purpose** – The purpose of this Letter of Interest (LOI) is to seek feedback from industry on the state of Military Off-The-Shelf (MOTS) Sleeping Bag Systems in support of a potential Request for Proposal (RFP). The Department of National Defence (DND) needs sleeping bag systems that are commercially available and intended for military use. Interested vendors are requested to: provide feedback to the questions posed in section 2.0 herein; provide information on their products’ performance, design characteristics and proven use in the field; provide information on manufacturing capability and capacity; and provide indicative prices for their products.

1.2 **Military Off-the-Shelf** – For the purposes of this LOI, Military Off-the-Shelf is defined as a Commercial-Off-the-Shelf product that must meet military requirements and does not require additional development. For products to meet the definition of ‘Commercial-of-The Shelf’, they must form part of their commercially available product line as advertised by Company web pages or product brochures.

1.3 **Nature of Letter of Interest** – This Letter of Interest (LOI) is not a bid solicitation. This LOI will not immediately result in the award of a contract; therefore, potential bidders of goods or services described in this LOI should not earmark stock or facilities, nor allocate resources, as a result of information contained in this LOI. Nor will this LOI result in the creation of any source list; therefore, whether or not any potential bidder responds to this LOI will not preclude that bidder from participating in any future procurement. Also, the procurement of any of the goods and services described in this LOI will not necessarily follow this LOI. This LOI is simply intended to solicit information from industry with respect to the contents of this LOI.

1.4 **Background** - The existing Canadian Armed Forces (CAF) sleeping bag system design is outdated and does not reflect the current need. The existing system is a 4-piece, man-portable system used by personnel that operate in consistently changing terrain and in adverse climatic conditions. The 4 pieces include a Hygiene Liner, separate Hood, Inner (down) layer and Outer (down) layer. It may be used in conjunction with an in-service Air Mattress or Foam Sleeping Mat and Bivy Bag. In preparation for use, the system is packed into a Waterproof Compression Sack and stowed in the bottom of the user’s Rucksack.

**2.0 INDUSTRY FEEDBACK**

2.1 **Requested Feedback** – As described above, DND would appreciate industry feedback to the questions posed below. This set of questions may not represent a final or all-encompassing set of requirements for any possible future specification. Note: for lengthy responses, the answer can be provided separately from the following table with a reference to the appropriate item #.

	Requirements	Response	
2.1.1	<b>MOTS Requirement</b>		
2.1.1.1	Do you provide Military Off-the-Shelf sleeping bag systems	<b>Yes</b>	<b>No</b>

	Requirements	Response	
<b>2.1.2</b>	<b>System Requirements</b>		
2.1.2.1	<p><b>System Configurable</b> Do you provide at least one modular and layered sleeping bag system design that can be configured for use in different environmental conditions?</p> <p>Can the modular and layered system be configured for use within an operating range of <b>approximately</b> +10°C to -30°C?</p> <p><b>Note 1:</b> The term 'layer' or 'layered' refers to a separate and individual sleeping bag component, therefore, an inner bag for example, would be considered one layer. <b>Note 2:</b> One complete system should be limited to a maximum of 2 insulating bags (layers) + 1 Hygiene Liner and Sacks for Compression and Storage.</p>	<p><b>Yes</b></p> <p><b>Describe which conditions the different configurations can be used in.</b></p>	<p><b>No</b></p> <p><b>Describe which conditions the different configurations can be used in.</b></p>
2.1.2.2	<p><b>Hygiene Liner</b> Do you provide a Hygiene Liner that can be used with the Sleeping Bag Systems?</p>	<b>Yes</b>	<b>No</b>
2.1.2.3	<p><b>Thermal Insulation</b> Have you performed any testing to determine the thermal insulation properties of the Sleeping Bags, using ASTM, ISO or other Test Methods?</p>	<b>Please provide test method and corresponding test results.</b>	<b>No</b>
2.1.2.4	<p><b>Moisture &amp; Heat Management</b> Does the Sleeping Bag System incorporate characteristics/materials that promote the movement of moisture away from the body?</p> <p>Does the Sleeping Bag System have Venting capability?</p>	<p><b>Yes</b></p> <p><b>Yes</b></p>	<p><b>No</b></p> <p><b>No</b></p>
2.1.2.5	<p><b>Shape</b> Is the Sleeping Bag System available in a Mummy Shaped design?</p>	<b>Yes</b>	<b>No</b>
2.1.2.6	<p><b>System Coverage</b> Do the layers of the system incorporate an attached hood?</p> <p>Does the Sleeping Bag System incorporate a neck baffle?</p> <p>Do the layers of the system have an adjustable face closure?</p>	<p><b>Yes</b></p> <p><b>Yes</b></p> <p><b>Yes</b></p>	<p><b>No</b></p> <p><b>No</b></p> <p><b>No</b></p>
2.1.2.7	<p><b>Sizing</b> How many sizes are available in the Sleeping Bag System?</p>	<b>No. of Sizes</b>	_____

	<b>Requirements</b>	<b>Response</b>	
	<p>What body measures are used to identify sizing in the Sleeping Bag System?</p> <p>Are you capable of providing Oversize/XX-Large sizing?</p>	_____	_____
		<b>Yes</b>	
2.1.2.8	<p><b>Color</b> Is the Sleeping Bag System available in a solid Green color for use in a temperate woodland environment, such as Olive Drab, Canadian Average Green, or Foliage Green?</p>	<b>Which color?</b>	<b>No</b>
2.1.2.9	<p><b>Weight</b> Please provide weights of sleeping bag layers (either individually or together) and list all components included in weights, such as compression sacks.</p>		
2.1.2.10	<p><b>Durability</b> Have you tested any of the materials used in their Sleeping Bags for the following:  1. Tearing Strength  2. Breaking Strength  3. Abrasion Resistance  4. Seam Slippage  5. Dimensional Change in Laundering  6. Colorfastness to Laundering</p>	<b>Which tests performed, provide test methods and corresponding test results.</b>	<b>No</b>
2.1.2.11	<p><b>Warranty</b> Do the Sleeping Bags come with Warranties?</p>	<b>Please provide details</b>	<b>No</b>
2.1.2.12	<p><b>Laundering</b> Please provide care labelling symbols and laundering instructions for your Sleeping Bag Layers and Hygiene Liners.</p>		
2.1.2.13	<p><b>Drying Loops</b> Do the layers of the Sleeping Bag System have loops incorporated into their designs so that the system may be hung to dry in field operations?</p>	<b>Yes</b>	<b>No</b>
2.1.2.14	<p><b>User Guide/Instruction</b> Is there a user guide or user instruction provided with the Sleeping Bags?</p>	<b>Yes</b>	<b>No</b>
2.1.2.15	<p><b>Labelling</b> Are you capable of providing National Defence specific product labelling including Canadian NATO Stock Numbers and Nomenclature in both English and French?</p>	<b>Yes</b>	<b>No</b>
2.1.2.16	<p><b>Storage</b> Do you provide a Storage Bag for the Sleeping Bag System that allows the bags to be stored and protected in an uncompressed state?</p>	<b>Yes</b>	<b>No</b>

	Requirements	Response
2.1.2.17	<b>Service Life Expectations</b> How long is the average service life of the product when used in Military operations?	
2.1.2.18	<b>Shelf Life Expectations</b> What is the average shelf life of the product, when stored in controlled warehouse conditions (before degradation of materials or insulation value)? Are there any specific conditions required for the storage of the Sleeping Bag System (example: storage of Down vs Synthetic products)?	
<b>2.1.3</b>	<b>Experience</b>	
2.1.3.1	Provide details of your Sleeping Bag products that are in use by militaries within NATO member countries by listing past/current contracts, including details of specific sleeping system products, contract dates and quantities manufactured.	
2.1.3.2	Provide examples of your company's Sleeping Bag marketing materials including web pages, brochures and Technical Data Sheets indicating that the product is marketed for military use.	
2.1.3.3	Identify if the Sleeping Bag manufacturing facilities are ISO Certified and list the specific certifications.	
<b>2.1.4</b>	<b>Timelines</b>	
2.1.4.1	If a contract were awarded, how much time would be needed to start delivery of Complete Sleeping Bag Systems	
2.1.4.2	If a contract were awarded, and once deliveries commence, what is the estimated delivery rate per month to the Montreal, Quebec Depot?	

### 3.0 SOLICITATION PROCESS

3.1 **Proposed Procurement Strategy** – It is anticipated that a possible future procurement for the MOTS Sleeping Bag System would be run as an open and competitive process.

3.2 **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) – **does apply**
- b) North American Free Trade Agreement (NAFTA) – **does apply**

- c) World Trade Organization – Agreements on Government Procurement (WTO-AGP) – **does apply**
- d) Defence Production Act – **does apply**
- e) Industrial and Regional Benefits (IRBs) – **may not apply**
- f) Defence Procurement Strategy (DPS) - **may not apply**
- g) Controlled Goods Program (CGP) – **does not apply**
- h) Federal Contractors Program for Employment Equity (FCP-EE) – **may apply**
- i) Comprehensive Land Claim Agreements (CLCAs) – **does not apply**
- j) Canadian Content Policy – **does not apply**

### 3.3 Other Potential Standard Acquisition Clauses and Conditions

Respondents are encouraged to review Canada’s [Standard Acquisition Clauses and Conditions](https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual/3/2030/18) (SACC) (<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual/3/2030/18>)

While a future Sleeping Bag System RFP may present different standard terms and conditions, these clauses are standard in Canadian federal government contracts and are indicative of the General Conditions that could be applied to any future Sleeping Bag System RFP:

**3.4 Cost Estimates** – In order to assist DND with achieving its business planning requirements, interested vendors are requested to provide a non-binding, indicative unit cost(s) in their native business currency in accordance with the items detailed in Section 4.0 (excluding shipping, packaging, and taxes). Interested vendors are also requested to state any relevant information or assumptions that were made regarding the development of their estimate and identify any areas that could be potential cost risks.

### 4.0 ESTIMATED FIRM QUANTITY

4.1 Respondents are asked to provide an estimated unit cost for the items listed below. If your Sleeping Bag System differs from the list below, please provide a complete list of your system or systems and their corresponding unit costs based on the quantities indicated below.

Item	Description	Quantity	Unit Cost Estimate (as per para 3.4)
1	Sleeping Bag System (Complete Sleeping Bag System could include: 1 Hygiene Liner, 1 Inner Bag, 1 Outer Bag, 2 Compression Sacks and 1 Cotton Storage Bag)	5000	
2	Hygiene Liner	2000	
3	Inner Bag	1000	
4	Outer Bag	1000	
5	Compression Sack	500	
6	Cotton Storage Bag	1000	

## 5.0 ESTIMATED SCHEDULE

Procurement Activity	Estimated Timeline	Estimated Time Period Allotted for Activity (calendar days)
Letter Of Interest	Summer 2018	30 (Posting on Buy and Sell)
Request for Proposal (RFP) posting on Buy & Sell	Summer 2019	40 (Posting on Buy and Sell)
Award of Contract	November 2019	
First Deliveries of Firm Quantity	60 Days after contract award	

## 6.0 ENGAGEMENT ACTIVITIES

6.1 There is no other formally scheduled industry engagement activities associated with this LOI. However, if interested respondents are inclined to meet in the National Capital Region, with government representatives involved with this LOI, it is requested that you indicate this to the LOI authority identified at para 7.9.

## 7.0 SUPPLIER RESPONSES

7.1 **Instructions** – Respondents are requested to submit a written response to the LOI Authority identified at para 7.9 by the closing date indicated on the cover page. It is requested that the following information be provided:

7.1.1 Respondent's name, contact information and return address;

7.1.2 Indication of interest in a future procurement of a Sleeping Bag System, either as a manufacturer or distributor;

7.2 **Format** – Written responses must be submitted electronically to the LOI Authority identified at para 7.9. Responses may be submitted in either official languages.

7.3 **Delivery Address** – Responses are not considered bids, however, responses shall be sent to the LOI Authority identified at para 7.9.

7.4 **Use** – Responses will not be formally evaluated, however, they may be used by DND to develop the Specification, Statement of Work and or Bid Evaluation Plan for a potential future RFP. All responses received by the LOI closing date will be reviewed by DND. DND may, at its discretion, review responses received after the LOI closing date. Written responses to this LOI will not be returned.

7.5 **Costs** – The Government of Canada will not reimburse any respondent for expenses incurred responding to this LOI.

7.6 **Parameters** – Respondents are reminded that this LOI is not a Request for Proposal. In that regard, respondents should feel free to include any comments or concerns with their responses. Canada reserves the right to seek clarification from a respondent on information provided in response to this LOI, either by telephone, in writing, or in person.

7.7 **Confidentiality** – The confidentiality of each Respondent will be maintained. Respondents are requested to clearly identify portions of their response that are proprietary. Items that are identified as proprietary will be treated as such except where Canada determines that the item is not of a proprietary nature.

7.8 **Enquiries** – Enquiries regarding this LOI must be directed to the LOI authority identified at para 7.9. Enquiries received after 5 days before the closing date of this LOI may not be answered. Interested bidders should clearly identify portions of their questions that are proprietary in nature. Canada may edit the questions or request that the Enquirer do so, so that the proprietary nature of the question is eliminated, and the enquiry can be circulated to industry.

7.9 **LOI Authority** – Public Works and Government Services Canada (PWGSC) is responsible for the management of the LOI process. Interested respondents may submit their response by email, in an MS Word format, to the LOI authority identified below:

**Josette Richard**  
Supply Specialist  
Clothing and Textiles Division  
Public Works and Government Services Canada (PWGSC)  
Place du Portage, Phase III, 6A2  
11 Laurier Street  
Gatineau, Quebec K1A 0S5  
Telephone: (613) 462-4128  
Fax: (819) 956-5454  
E-Mail address: [Josette.Richard@tpsgc-pwgsc.gc.ca](mailto:Josette.Richard@tpsgc-pwgsc.gc.ca)

7.10 **Closing date for the LOI:**

Responses to this LOI are to be submitted to the LOI Authority identified above, on or before **August 3<sup>rd</sup>, 2018**.