

Annex A2

LIGHTWEIGHT LASER TARGET DESIGNATOR (LTD)

W8476-195957/A (BT914)

QUESTIONS FOR INDUSTRY

Respondents are requested to address, but are not limited to, the following questions:

Vendor Corporate Capability

- 1) **Experience:** For Government of Canada (GOC)'s requirements for LTD (Per Annex A0-Draft Statement of Work [SOW] & Annex A1-Draft Systems Performance Specifications [SPS]), do you have significant experience in delivering the required product? Please clearly describe your experience - years in business manufacturing/assembling/fabricating/servicing such products, major customers etc.
- 2) **Canadian Content Policy & Definition:**
 - a. Are you aware of GOC's Canadian Content Policy & Definition, in accordance with SACC Manual? (<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual/5/A/A3050T/3>)
 - b. Will your product and services (that respond to GOC's requirement for LTD meet the requirement that a minimum of 80 percent of the total bid price must consist of Canadian goods and services?
- 3) **Warranty:** Are you based in Canada? If not, do you have any local partners/agents in Canada? How will warranty requirements be handled?
- 4) **Quality Management Application:** The minimum contract requirement will hold you responsible for implementing a quality system appropriate to the scope of the work to be performed. It is recommended that the quality system be based on *ISO 9001:2008 "Quality Management Systems - Requirements."* Will you be able to meet this requirement?
- 5) **Training Capability:** Do you possess Training capabilities (familiarization & operational training) for your products?
 - a. If so, are your Trainers resident in Canada?
 - b. If not, how do you propose to provide the required training in Canada?
 - c. GOC will use the "Train-the-Trainer" concept, under which you will deliver the initial Training to a Batch of CF Trainers in CFB Gagetown, along with a Training Package for subsequent training delivery by those CF Trainers. Do you have any experience with that concept & related GOC's personnel security clearance requirements for your Trainers to access a CFB for training delivery?

Lightweight Laser Target Designator (LTD)

6) Regarding your product that responds to Canada's requirement for LTD:

- a. **Intellectual Property:** Do you own the Intellectual property in your product? Please provide details of patents/trademarks and the remaining shelf for them.
- b. **Portability:** Is it considered Man-Portable? Can you please provide weight/dimensions of your product?
- c. **NATO Acceptance:** Is your product accepted by NATO?
 - i. If yes, is it in current use by NATO members? Please identify those NATO members.
 - ii. Can your LTD product be integrated with other NATO systems (e.g., See Spot Optics Systems)? Are additional costs involved in such an integration?
- d. **Delivery Lead time:** Please provide details of delivery lead times for your product (for Firm quantity & Options per Annex A0-SOW) from Contract Award Date (in elapsed days, including weekends & holidays)
- e. **Extended Warranty:** Do you offer extended warranty in addition the industry standard warranty? If so, please indicate duration of each type of warranty & its cost.

7) **Range requirements:** Do you foresee an issue with your product meeting the following GOC range requirements? If so, please explain your product's limitations.

- a. Must have an effective designation range in daylight of at least 5km against a 2.3m x 2.3m standard NATO target with a reflectivity of 40%, where the background reflectivity is 20% and the local visibility is unlimited.
- b. Must have an effective range-finding range in daylight of at least 10km against a 2.3m x 2.3m standard NATO target with a reflectivity of 40%, where the background reflectivity is 20% and the local visibility is unlimited.
- c. Must have Detection, Recognition and Identification (DRI) ranges of 9km, 5km and 3km respectively, using the following parameters:
 1. The DRI ranges are to be evaluated in daylight, using Johnson's Criteria and a 2.3m x 2.3m standard NATO target with a reflectivity of 40%, where the background reflectivity is 20% and the local visibility is unlimited, where:
 - i. Detection is the ability to distinguish an object from the background;
 - ii. Recognition is the ability to determine the object class (animal, human, vehicle); and
 - iii. Identification is the ability to describe the object in detail (vehicle type, gender).

2. The determined ranges are those at which there is a 50% probability of successfully discriminating the object to the specified level.
- 8) **Battery Life:** Please provide information outlining your product's battery life and duty cycling characteristics, as specified below:
- a. **Continuous Designation Duration:** How long your system can continuously fire the laser at a STANAG 3733 Edition 2-compliant energy output and PRF code, on a single, fully charged, main battery.
 - b. **Battery Life:** Expected battery life from a single, fully charged main battery. State your assumptions regarding mission profile in your response (system standby time vs active designation/range finding operations).
 - c. **Duty Cycle Restrictions:** Any duty cycle restrictions that must be imposed on your system during lasing operations.

Basis of payment

- 9) **Price Estimate:** Please provide an estimated price range (including delivery to destination) for your product that responds to GOC requirement, in Canadian Dollars..
- 10) **Payment:** Please indicate acceptability of GOC proposed milestone payment schedule: :
- a. Successful completion of First Article Test on 2 LTD Systems & Approval of Training Package & Materials to DND in Gatineau, Quebec: 10% of Contract Price – NLT 90 days from CnAwd,
 - b. Factory acceptance of 18 LTD Systems at Contractor Premises: 70% of Contract Price – NLT 180 days from CnAwd,
 - c. Upon Delivery of 18 LTD systems to CFB Edmonton, Alberta: 10% of Contract Price – NLT 200 days from CnAwd,
 - d. Upon Delivery of Approved Training & Training Package to DND personnel at CFB Gagetown, New Brunswick: 10% of Contract Price – NLT 220 days from CnAwd.

For optional quantities, payments will be made upon delivery to CFB Edmonton, Alberta.

General

- 11) **Challenges/Risks:** Based upon the provided information and your past experience, what do you see as the key challenges/risks with this procurement? What advice do you have for GOC to structure a RFP/ Contract to mitigate/manage those challenges/risks?

Other Comments

- 12) Please offer any other comments or recommendations related to this requirement.