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11 Laurier St. / 11, rue Laurier  
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Gatineau, Québec K1A 0S5  
Bid Fax: (819) 997-9776

**SOLICITATION AMENDMENT**  
**MODIFICATION DE L'INVITATION**

The referenced document is hereby revised;  
unless otherwise indicated, all other terms and  
conditions of the Solicitation remain the same.

Ce document est par la présente révisé; sauf  
indication contraire, les modalités de l'invitation  
demeurent les mêmes.

**Comments - Commentaires**

**Vendor/Firm Name and Address**  
**Raison sociale et adresse du**  
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**Issuing Office - Bureau de distribution**  
Science Procurement Directorate/Direction de  
l'acquisition  
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11C1, Phase III  
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Gatineau, Québec K1A 0S5

<b>Title-Sujet</b> Enhanced Maritime Situational Awareness / Système de connaissance améliorée de la situation maritime	
<b>Solicitation No. - N° de l'invitation</b> T8840-180119/A	<b>Amendment No. - N° modif.</b> 005
<b>Client Reference No. - N° de référence du client</b> T8840-18-0119	<b>Date</b> September / septembre 2018
<b>GETS Reference No. - N° de référence de SEAG</b> PW-18-00841043	
<b>File No. - N° de dossier</b> 075ss. T8840-180119	<b>CCC No./N° CC - FMS NO. / N° VME</b>
<b>Solicitation Closes - L'invitation prend fin at - à 2:00 PM</b> <b>on - le 9 Octobre / October 2018</b>	<b>Time Zone</b> <b>Fuseau horaire</b> Eastern Standard Time EST
<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> April Campbell	<b>Buyer Id - Id de l'acheteur</b> 075ss
<b>Telephone No. - N° de téléphone</b> 613-858-9485	<b>FAX No. - N° de FAX</b>
<b>Destination of Goods, Services and Construction:</b> <b>Destinations 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 telephone</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</b> <b>l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b>	
<b>Signature</b>	<b>Date</b>



**THIS SOLICITATION AMENDMENT IS RAISED TO RESPOND TO QUESTIONS AND REVISE THE RFP.**

- Q16 There was a previous LOI called “File #T8080-170513 – Enhanced Maritime situational Awareness (EMSA) Pilot Evaluation Project” that was published in April 2018. What was the outcome of the LOI and how does it relate to current project?
- A16 The LOI provided the Government of Canada with a range of valuable input from industry that helped with the development and improvements to what is found in the current EMSA RFP. Input received included comments on:
- project requirements,
  - system requirements,
  - timelines,
  - training,
  - use cases,
  - usage monitoring,
  - information on industry standards or best practices,
  - potential challenges and
  - the technical approach.
- Q17 There is simultaneous RFP for Technology, Infrastructure and Capacity Survey and Hosting Requirement Analysis for the Enhanced Maritime Situational Awareness System (T8080-180032) Is there any interaction required between the successful bidders of the 2 projects and what is the expected timing of this project as any capacity updates required are necessary for a successful implementation of the GIS solution.
- A17 No interaction is required between the successful bidders of the two projects. The referenced procurement is part of a separate but related process. Transport Canada is making funding available to the pilot project host communities for the purpose of undertaking a needs assessment to identify the requirement for upgraded equipment and infrastructure as well as capacity building. Some of those upgrades will be in place before April 2019, while additional upgrades will be put in place during the pilot period. The results of RFP T8080-180032 will inform additional upgrades.
- Q18 Please confirm the time length of Part 2 (Option Period 1). Some parts of the RFP state 14 months (p. 41 Section 6.1, p. 80 Annex B Section 1.2) and some state 16 months (p. 42 Section 6).  
*And from another Bidder:*  
P.40 Section 6 states “The following represents the work that will be undertaken in the first Option Period (**16 months**)...” and P.80 Section 1.2 indicates **14 months** as the duration of Option Period 1 in the table header. Please clarify if Option Period 1 is for 14 or 16 months.
- A18 The time length of Option Period 1 is 14 months. Thank you for identifying the contradiction. This has been corrected below.



Q19 It is stated on Page 10 (section II: Financial Bid) that the maximum funding available for the Part 2 Contract is \$2,500,000. Is this funding just for the 14 months period of Option Period 1 – or does it include the Optional Periods 2 – 5?

A19 The maximum funding identified is for Option Period 1 only. The remaining periods are unfunded until such time as the Option Period is exercised.

Q20 In Attachment 1 to Part 3, Section 1.2 (e) (p. 88), please confirm if the Part 2 (Option Period 1) price is based on 1920 hours at the average hourly rate. If yes, why is the price not the sum of the estimated hours for each category multiplied by the hourly rate for that category?

A20 Yes, for evaluation purposes only (i.e., not the resulting contract value) option period 1 financial bid will be assessed on the basis of the average hourly rate multiplied by the 1920 hours for Option Period 1.

Bidders may select the categories of work they have determined may be necessary to perform the work defined in article 5, Scope of Work - Part 1 of Annex A, Statement of Work and in accordance with their solution. Bidders should be able to define the appropriate level of effort to perform the work. It will be different for every bidder and every solution depending on the features and functionality that already exists within their solution.

In contrast, the work to be undertaken in Option Period 1, article 6, Scope of Work – Part 2 of Annex A, Statement of Work will be driven by the needs of the ten Indigenous coastal communities and facilitated by Transport Canada through the Contract Priority Queue. They are not defined at this time. As such, there is no way for Bidders to accurately determine the level of effort. The goal was to ensure every bidder was evaluated on the same basis regardless of team size or the level of effort. This strategy creates a level playing field.

Q21 Please clarify the scope of Part 1 and the deliverables to be submitted at the end of Part 1.

A21 There are no deliverables under Part 1 other than temporary access to the solution to allow for evaluation during Phase 2 and Phase 3 of the evaluation process including the associated documentation. There are requirements to be met as part of the evaluation, detailed at Phase 2: Technical Solution Evaluation (pages 18-22) and Phase 3: Technical Solution Demonstration Requirements (pages 22 - 23).

Q22 In Attachment 1 to Part 3, Section 3.2.2 (p. 91), are the Optional Goods and/or Services and Option to Extend the Contract included in the total financial bid for Part 2 (Optional Period 1) that cannot exceed \$2,500,000?

A22 Refer to A19 above.



- Q23 Please identify the word that was intended to precede the comma in the last line on p. 91.
- A23 Thank you. The words are for the Licensed Software and Subscription Services and has been corrected below.
- Q24 Is Annex B required to be submitted as a part of the proposal?
- A24 No, Bidders are instructed to submit the Financial Bid Presentation Sheet only.
- Q25 Can we get a two (2) week extension?
- A25 An extension to the closing date will not be considered at this time. Bidders are only required to submit a technical response to the evaluation criteria defined in Part 4, article 4.3, Phase 1 – Pre-qualification.
- Q26 Attachment 1 to Part 3 - FINANCIAL BID PRESENTATION SHEET: For the Initial Period and/or Option Period 1 can we quote fixed price instead of hourly rates? If so, how should that look on the submission?
- A26 No, Bidders may not submit a fixed price. Bidders must submit their financial bid presentation sheet using the same pricing strategy to ensure everyone is evaluated on the same basis.
- Q27 P.19 TS-11 “The solution must allow the user to set an Area of Interest (AOI) on the geographical map view”. Can you clarify the requirement via a Use Case example?
- A27 Users will have different areas of interest depending on where they are located in Canada and may choose to define that area as their primary area of interest in the system. For example, it could be useful for users to have their defined area of interest be displayed when they login at the outset rather than requiring zooming in each time they login.
- Q28 P.19 TS-12 “The solution must have the capability to provide information in relation to points on the geographical map view based on geospatial data such as postal code, latitude/longitude, IP address”. Can you clarify the requirement via a Use Case example?
- A28 This is an “Identify” tool, common on GIS products, which would enable a user to click on a point and access attribute information linked to that point. For example, the information accessed may represent crowdsourced data gathered from individuals participating in a marine monitoring program. In that use case, users may wish to access the longitudinal coordinates of the marine information indicated on the map. Additionally, users may wish to use the location



coordinates to gather information on other layers of data available related to that point (e.g. ice, weather, etc.).

- Q29 P.19 TS-16, P.40 Section 5.1 and P.50 Section 12: Can you describe the AIS feed in terms of its source, data format and transmission format (e.g. REST or Websocket)?
- A29 AIS would be delivered via a secured (SSL) TCP socket with authentication. AIS would be sourced from space based and other sources. The feed would use NMEA 4.x 0183 format for the data stream.
- Q30 P.19 TS-22 "The solution must provide a geographical map view that functions in offline mode." Can you please clarify the requirement via a Use Case Example (e.g. no connectivity at workstation or disconnected user in field)?
- A30 Users should be able to access the geographical map view in the event they are not connected to the internet or are in a location where they are undocked. "Undock" is defined in section 4.3.1 of the RFP:
- Disconnect a computing device (such as a conventional desktop computer, a pad computer or a smartphone) from a network or cloud server, for the purpose of storing local data on a computing device without needing to maintain a network connection in an area underserved by the internet, or for the purpose of bringing information obtained from earlier internet connection sessions into an area underserved by the internet.
- Q31 P. 21 TS-50 "h) Levels of access (e.g. different information access for different users)" Does infrastructure already exist for user roles, or will this have to be created? For example, will we be integrating with an implementation of LDAP or RADIUS that already exists within your organization?
- A31 The levels of access (i.e. permissions) do not exist for different users or groups/types of users and would have to be created. An example of how they may apply to this system is if a user or group of users in one pilot location were able to see specific local data that a user in another pilot location would not have access to.
- Q32 P.10 Section 3.1.4 states "Bidders must provide firm, all-inclusive hourly rates for **each** category of work described at Appendix 1 to Annex A"; P.87 Section 1.1 (a) states "determine the **appropriate** category of work to complete the work described at Part 1 of Annex A, Statement of Work,..." and finally P.88 Section 1.2 (a) states "determine the **appropriate** category of work to complete the work described at Part 2 of Annex A, Statement of Work,..." Please clarify if we need to provide rates for **each** of the categories that are listed or only for those categories that are **appropriate** within the categories that are listed.



- A32 Thank you. Bidders are to determine the appropriate category of work based on the work to be completed under the Scope of Work, Part 1.
- Q33 P.40 Section 6 states “The following represents the work that will be undertaken in the first Option Period (**16 months**)...” and P.80 Section 1.2 indicates **14 months** as the duration of Option Period 1 in the table header. Please clarify if Option Period 1 is for 14 or 16 months.
- A33 Refer to A18, above.
- Q34 P.92 Section 3.2.2 Licensed Software and Subscription Services. The licensed software section of the financial bid asks for per user pricing. Can we bid an alternative price model and if so, how would we show this?
- A34 No, Bidders may not submit an alternate model. All Bidders must be evaluated on the same basis.
- Q35 Section 4.3.3 – Item MTC-1 - Is the requirement that each individual reference project address elements a, b and c; or is the requirement that the combination of the reference projects address elements a, b and c (e.g., reference project 1 addresses elements a and b; while reference project 2 addresses element c)?
- A35 Bidders may submit up to three projects to demonstrate the elements identified. Not all elements are required to be present in a single project.
- Q36 Section 4.3.3 – Item MTC-2 - Is the requirement that each individual reference project address all 8 listed criteria; or is the requirement that the combination of the reference projects address the 8 listed criteria (e.g., reference project 1 addresses criteria #'s 1-7; while reference project 2 addresses criteria # 8)?
- A36 All elements must be demonstrated; Bidders may submit up to four projects. It is understood that one project may include all of the noted elements.
- Q37 We understand that Phase 1 Prequalification is evaluated only before proceeding to the next phase. However, what is the mechanism for evaluating the remaining phases at a later date? We assume that the proposal submission by the vendors on Oct 9 must contain the solution description and costing for the vendor’s entire solution (all phases) and that the material for the remaining phases is evaluated from the same proposal package at a later date. Is that correct?
- A37 Bidders are expected to submit a technical proposal detailing their response to the evaluation criteria under Phase 1 Pre-Qualification (only), and provide pricing for the entire project



including option periods. Bidders must also submit the Certifications and Additional Information defined at Part 5.

The top five Bidders, based on technical score, may be offered an interim contract to perform the modifications, as applicable, in Annex A, Statement of Work, article 5, Scope of Work, Part 1. Bidders will provide access to their modified GIS solution, to Canada for verification that the functionality / feature exists and will be scored in accordance with the evaluation criteria in Phase 2 – Technical Solution Evaluation.

Bidders who achieve the minimum required score will be invited to demonstrate their project to Canada and members of the ten Indigenous communities and will be evaluated based on the criteria defined in Phase 3, Technical Solution Demonstration Evaluation. The interim contracts provide the mechanism to pay the Bidders for the requested modifications; option period 1 reflects the pilot project that will be undertaken during the 14 month period. Option periods 2 through 5 may be authorized if, at the completion of the Pilot Project, it is determined it is feasible and warranted to continue the work.

- Q38 Please confirm that questions can be submitted up till seven calendar days before the bid closing date.
- A38 Confirmed – questions may be submitted up to seven calendar days before the solicitation closing date.
- Q39 Please confirm: a system hosted by our customer and not on the Cloud or by a third party will not meet Mandatory Requirement MTC-1, c) hosting services.
- A39 Bidders are required to have past experience with hosting services as indicated in MTC-1. Section 6.7 of the RFP requires the contractor to host the GIS Solution either on their own premises or through third party hosting arrangements. As such, a customer hosted solution would not meet our requirements or Mandatory Requirement MTC-1 c).
- Q40 P.20 TS-31 "The solution should provide the user with the ability to export interactive geographical map views." This is a pointed rated requirement mentioned in section 4.4.2 that is not mentioned anywhere else in the SOW section of the RFP.
- a) Is this an omission in the SOW?
  - b) Please indicate if this requirement should be part of Part 1 or Part 2 of the SOW.
  - c) Can you clarify the requirement via a Use Case example?
- A40 TS-31 is a point rated item and is not included in the Statement of Work; only the Mandatory Requirements defined in Phase 2 – Technical Solution Evaluation are included in Annex A, Statement of Work. The point rated items are not mandatory. Bidders may select the items to include in their solution to achieve the score they desire.



Q41 P.17 RTC-6 "The Bidder's proposal should provide a Work Breakdown Structure (WBS) to conduct the work required in Part 1 of Annex A in order to meet the mandatory requirements identified at 4.4.1 below, and achieve a minimum of 70% on the point rated criteria at 4.4.2 **within the 2 month timeframe**". The point rated criteria at 4.4.2 are requirements that are identified in Part 2 of the SOW in Annex A and hence **after** the initial 2 month period (see also P.31 Section 6.4.1 "Option to Extend the Contract" further confirming that Part 2 occurs **after** the initial 2 months). Can you confirm/clarify therefore that the work required in the WBS to satisfy the point rated criteria at 4.4.2 is to occur **after the initial 2 month timeframe**?

A41 Please refer to A37. Bidders must demonstrate they meet the mandatory requirements defined at 4.4.1, and as the work is undertaken in the initial period of the contract (2 months), and the Bidder will be paid for the work, the requirements must be stipulated in the Scope of Work – Part 1 of the contract. Bidders, where applicable and appropriate, **should** undertake the modifications necessary to achieve the minimum required score required in the Point Rated Criteria if they don't already have that feature/functionality. Thus, the point rated criteria will only become mandatory in Scope of Work, Part 2. We acknowledge that some bidders may already have the various elements and capability within their solution and will not have to perform all of the requested modifications.

It is important to understand that the Phased Evaluation approach we defined allows for the aware of interim contracts, with the evaluation continuing during the contract term to determine the which organization is best suited to complete the pilot project, based on the basis of selection defined in article 4.8.

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At Part 3, Bid Preparation Instructions, **Section II Financial Bid**, article 3.1.4,

**DELETE:** Bidders must provide firm, all-inclusive hourly rates for each category of work described at Appendix 1 to Annex A.

**INSERT:** Bidders must provide firm, all-inclusive hourly rates for the appropriate categories of work described at Appendix 1 to Annex A.

At Annex A, article **6. SCOPE OF WORK - PART 2 (Option Period 1)**,

**DELETE:** The following represents the work that will be undertaken in the first Option Period (16 months) and is considered the Launch Point of the project.

**INSERT:** The following represents the work that will be undertaken in the first Option Period (14 months) and is considered the Launch Point of the project.





At Annex A, article 6. SCOPE OF WORK - PART 2 (Option Period 1), sub-article **6.8.1 Geographical Map View**,

**DELETE:** d) provide the user with the ability to export static geographical map views in PDF format.

**INSERT:** d) provide the user with the ability to export static geographical map views in PDF format and the ability to export interactive geographical map views.

At Attachment 1 to Part 3, **Financial Bid Presentation Sheet**, item **3.2 Direct Costs**, sub-section 3.2.2,

**DELETE:** For the work described at articles 6.1.2, Optional Goods and/or Services, 6.4.1, Option to Extend the Contract and 6.4.2 Transition Period of the contract the Bidder must define the firm, all-inclusive unit price for the , described in Part 2 of Annex A, Statement of Work:

**INSERT:** For the work described at articles 6.1.2, Optional Goods and/or Services, 6.4.1, Option to Extend the Contract and 6.4.2 Transition Period of the contract the Bidder must define the firm, all-inclusive unit price for the **Licensed Software and Subscription Services**: