



Innovative Solutions Canada Program

Call for Proposals

Call 002

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PART 1 - GENERAL INFORMATION

1.1 Introduction and Procurement Approach

Public Works and Government Services Canada (PWGSC) is issuing a Call for Proposals (CFP) on behalf of Innovation, Science and Economic Development Canada (ISED), seeking innovative solutions to address a wide range of challenges facing federal departments and agencies.

The Innovative Solutions Canada Program (ISC) is designed to support the development of early-stage, pre-commercial innovations by small businesses that have no more than 499 employees and demonstrate the capacity to develop an innovative solution.

This CFP will be published on an ongoing basis for PWGSC to post federal departments Challenges. Details related to each Challenge and their specific closing date will be published under distinct Challenge Notices on the Buy and Sell website, which will form part of this CFP solicitation.

This CFP invites proposals for Phase 1 only. It also addresses Phase 2 for which proposals may be sought after the completion of Phase 1.

1.2 Innovative Solutions Canada Program Overview

The ISC program is a multi-stage program that seeks solutions to challenges that start at the earliest levels of technology development.

Phase 1: Proof of Concept

Eligible small businesses:

- Must enter the program at Phase 1
- Must propose a solution starting at [technology readiness levels](#) (TRLs) 1-4 (inclusive)
- May receive a contract for up to \$150,000 and a maximum of 6 months to develop and deliver a proof of concept. **The maximum funding and duration are identified in each Challenge Notice.**

Phase 2: Prototype Development

Eligible small businesses that successfully complete Phase 1:

- May receive a contract for up to \$1,000,000 and a maximum of two years to develop their solution beyond the proof of concept with the goal of developing and delivering of a prototype. **The maximum funding and duration are identified in each Challenge Notice.**

Important Note: On a case-by-case basis, the Department of National Defence will be allowed to spend outside of the limits and timelines noted in Phases 1 and 2. The maximum funding and duration are identified in each Challenge Notice.



Phase 3: Creating a Pathway to Commercialization

Based on the success of the prototype developed in previous phases, a federal department or agency may choose to fund additional research & development and/or procure the novel technology or service from the Canadian small business through a separate procurement process.

Terminology

The [ISC Glossary](#) outlines the terminology employed throughout the solicitation and is incorporated by reference into and forms part of this solicitation and any resulting contract award. Bidders should visit the [ISC website](#) for specific information on the ISC program.

1.2.1 ISC Program Eligibility

Successful small businesses will be required to certify eligibility before entering Phase 1. Re-certification is required prior to entering Phase 2.

Eligible small businesses under the ISC program are those that meet all of the following criteria:

- for profit
- incorporated in Canada (federally or provincially)
- 499 or fewer full-time equivalent (FTE) employees*
- research and development activities that take place in Canada
- 50% or more of its annual wages, salaries and fees are currently paid to employees and contractors who spend the majority of their time working in Canada*
- 50% or more of its FTE employees have Canada as their ordinary place of work*
- 50% or more of its senior executives (Vice President and above) have Canada as their principal residence*

* Calculations must take into account and include affiliated businesses, such as parent companies and subsidiaries that are either in or outside of Canada.

Under the Innovative Solutions Canada program, an "affiliate" relationship exists in the following situations:

- An affiliate is a corporation that is a subsidiary of another corporation
- If a corporation has two subsidiary corporations, the two subsidiaries are affiliates of each other;
or
- If two corporations are controlled by the same individual or business, the two corporations are also affiliates of each other.

A subsidiary is understood to be a business which has more than 50% of its ordinary shares or voting power owned by another business or individual.

1.2.2 Subcontractors



Only Bidders that are eligible businesses can respond to a challenge. However, Bidders are allowed to use sub-contractors to perform the anticipated work in Phases 1 and 2. Sub-contractor(s) may be academic, industrial or not-for-profit. Bidders must perform at least two-thirds (2/3) of the research and development (R&D) work in Phase 1 and at least half (1/2) of the work for Phase 2. The remaining R&D can be sub-contracted to other organizations or individuals.

1.2.3 Canadian Content

[A3050T \(2014-11-27\) Canadian Content Definition](#)

This requirement is limited to Canadian goods and/or services.

1.3 Applicable Laws, Agreements and Policies

1.3.1 Trade Agreements

Canadian Free Trade Agreement

This procurement is set aside from the Canadian Free Trade Agreement in accordance with Article 504, item 13, which states:

This Chapter does not apply to procurement that is part of a small business set-aside program provided that the program is fair, open, transparent, and does not discriminate on the basis of origin or location within Canada of goods, services, or suppliers.

North American Free Trade Agreement

This procurement consists of Research and Development services which are excluded from the application of the *North American Free Trade Agreement (NAFTA)* as per Annex 1001.1b-2, Section B.

This procurement is set aside from NAFTA in accordance with chapter 10, Annex 1001.2b, item 1(d), which states:

This Chapter does not apply to procurements in respect of: (d) set-asides for small and minority businesses;

World Trade Organization – Agreement on Government Procurement

Research and Development services are excluded from the application of the *World Trade Organization - Agreement on Government Procurement (WTO-AGP)* under Appendix 1, Annex 4 as they are not one of the applicable commodities listed in this agreement.

This procurement is set aside from WTO-AGP in accordance with Appendix 1, Canada's General Notes, article 1(d), which states:

Notwithstanding anything in these Annexes, the Agreement does not apply to procurements in respect of: (d) set-asides for small and minority businesses;



Canada-European Union Comprehensive Economic and Trade Agreement

Research and Development services are excluded from the Canada-European Union Comprehensive Economic and Trade Agreement (CETA) as per Annex 19-5 as they are not one of the applicable commodities listed in this agreement.

1.3.2 Comprehensive Land Claim Agreements

Depending on the Challenge and the proposal received, the region of delivery for the goods and/or services may be in an area subject to Comprehensive Land Claims Agreements (CLCAs). If this occurs, the procurement will be subject to the applicable CLCA.

1.3.3 Security Requirements

There may be security requirements associated with the resulting contracts. For more information on personnel and organization security screening or security clauses, Bidders should refer to the

- Industrial Security Program (ISP) of PWGSC at <http://www.tpsgc-pwgsc.gc.ca/esc-src/index-eng.html>

1.3.4 Intellectual Property

The default position of Canada is to allow contractors to retain the IP rights. In some cases, the IP rights could be negotiated with the bidders. Information on IP is available from the following sources:

- General Conditions 2040 30 (2018-06-21) Licenses to Intellectual Property Rights in Foreground and Background Information, found at: <https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual/3/2040/18>
- Policy on Title to Intellectual Property Arising under Crown Procurement Contracts, found at: <http://www.ic.gc.ca/eic/site/068.nsf/eng/00005.html>

1.4 Attachments

The following attachments form part of this Call for Proposals:

Attachment 1 - Evaluation Criteria – Phase 1

Attachment 2 - Draft Resulting Contract Clauses and Statement of Work

Attachment 3 - Additional Certifications Required During Contract Negotiations

Attachment 4 - Evaluation Criteria – Phase 2



PART 2 - BIDDER INSTRUCTIONS

2.1 Terminology

In this document, terms identified below and their meaning referenced in the [2003 \(2018-05-22\) Standard Instructions](#) are identified in the below table.

Term (used in this document)	Term (2003 Standard Instructions)
Call for Proposals (CFP)	solicitation
Proposal	bid
Applicant/Bidder	Bidder

2.2 Standard Instructions, Clauses and Conditions

All instructions, clauses and conditions identified in the CFP solicitation by number, date and title are set out in the Standard Acquisition Clauses and Conditions Manual (<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual>) issued by PWGSC.

Bidders who submit a proposal agree to be bound by the instructions, clauses and conditions of the CFP solicitation.

The [2003 \(2018-05-22\) Standard Instructions - Goods or Services - Competitive Requirements](#), are incorporated by reference into and form part of the CFP, and are amended as follows:

(a) Section 04, Definition of a Bidder:

Delete: “Bidder” means the person or entity (or, in the case of a joint venture, the persons or entities) submitting a bid to perform a contract for goods, services or both. It does not include the parent, subsidiaries or other affiliates of the Bidder, or its subcontractors.

Insert: “Bidder” means the entity submitting a bid to perform a contract for goods, services or both. It does not include joint ventures.

(b) Section 05, Submission of Bids, subsection 2(d):

Delete: In its entirety.

(c) Section 05, Submission of Bids, subsection 4:

Delete: Bids will remain open for acceptance for a period of not less than 60 days from the closing date of the bid solicitation, unless specified otherwise in the bid solicitation.

Insert: Proposals will remain open for acceptance for a period of not less than one year from the challenge closing date.



(d) **Delete** the following sections in their entirety:

Section 06 Late Bids

Section 07 Delayed Bids

Section 08 Transmission by Facsimile or by epost Connect

Section 09 Customs Clearance

(e) Section 14, Price Justification:

Delete: In the event that the Bidder's bid is the sole responsive bid received, the Bidder must provide, on Canada's request, one or more of the following price justification:

Insert: For all Pre-Qualified Proposals eligible for Contract award, the Bidder must provide, on Canada's request, one or more of the following price justification:

(f) Section 17, Joint Venture:

Delete: Section 17 Joint venture in its entirety

Insert: Section 17 Joint venture

A joint venture is an association of two or more parties who combine their money, property, knowledge, expertise or other resources in a single joint business enterprise, sometimes referred as a consortium, to bid together on a requirement.

2.3 Enquiries – Solicitation Period

All enquiries must be submitted in writing to the Contracting Authority **no later than (10) ten calendar days** before the Challenge Notice closing date. Enquiries received after that time may not be answered.

Bidders should reference as accurately as possible the numbered item of the Solicitation Documents to which the enquiry relates. Care should be taken by Bidders to explain each question in sufficient detail in order to enable Canada to provide an accurate answer. Technical enquiries that are of a "proprietary" nature must be clearly marked "proprietary" at each relevant item. Items identified as proprietary will be treated as such except where Canada determines that the enquiry is not of a proprietary nature. Canada may edit the questions or may request that the Bidder do so, so that the proprietary nature of the question is eliminated, and the enquiry can be answered with copies to all Bidders. Enquiries not submitted in a form that can be distributed to all Bidders may not be answered by Canada.

Bidders are encouraged to visit the ISC program's [Frequently Asked Questions](#) page.

2.4 Contracting Authority

The Contracting Authority for this Call for Proposals solicitation is:

Public Works and Government Services Canada



Procurement Branch
Innovation Procurement Directorate (IPD)
TPSGC.SIC-ISC.PWGSC@tpsgc-pwgsc.gc.ca

2.5 Applicable Laws

Any resulting contract must be interpreted and governed, and the relations between the parties determined, by the laws in force in Ontario.

Bidders may, at their discretion, substitute the applicable laws of a Canadian province or territory of their choice at time of the Contract award process.

2.6 Public Announcements

As a courtesy and in order to coordinate any public announcements pertaining to any resulting contract, the Government of Canada requests that successful Bidders notify the Contracting Authority five (5) business days in advance of their intention to make public an announcement related to the recommendation of a contract award, or any information related to the contract. The Government of Canada retains the right to make primary contract announcements.

2.7 Conflict of Interest

The Contractor, its subcontractor(s) or any of their agent(s) directly or indirectly involved in the performance of the Work and/or in the production of the deliverables under any resulting Contract will not be precluded from bidding on any potential future bid solicitation related to the production or exploitation of any concept or prototype developed or delivered.

PART 3 - PROPOSAL PREPARATION INSTRUCTIONS

3.1 Application/Bid Submission Form

3.1.1 Bidders must submit their proposal using the electronic Application/Bid Submission Form. The form can be found by clicking the “Propose a solution” button on the ISC website under the specific challenge the Bidder is responding to. Challenges can be found at the following link: <http://www.ic.gc.ca/eic/site/101.nsf/eng/00001.html>

3.1.2 If a large number of Bidders access the web-based system at the same time, the electronic submission of proposals may be delayed. Bidders are solely responsible for ensuring their proposal is received by PWGSC on time by the Challenge Notice closing date and time. Proposals received after the specified period will not be evaluated.

3.1.3 When a proposal is submitted, an automated email is sent to the Bidder. This email serves as confirmation of receipt.



- 3.1.4 Should there be technical difficulties accessing or using the web-based system, Bidders must contact:

Email: ISED-ISDE@canada.ca

Telephone (toll-free in Canada): 1-800-328-6189

Telephone (International): 613-954-5031

TTY (for hearing-impaired): 1-866-694-8389

Technical Assistance support is restricted to issues associated with mechanics of the online system. Technical Assistance Support personnel are not associated with the solicitation and are not in a position to comment on or provide interpretation on the Call for Proposals document or Challenge Notice. All non-technical assistance for proposal submission is to be directed to the Contracting Authority at: TPSGC.SIC-ISC.PWGSC@tpsgc-pwgsc.gc.ca

- 3.1.5 Bidders who are not able to submit their proposal using the electronic Application/Bid Submission Form must contact the Contracting Authority, with sufficient time, to arrange delivery of their proposals. This includes the submission of proposals with classified information.

3.2 Proposals

- 3.2.1 All proposals submitted will be bound by the same terms, conditions and limitations. For all proposals submitted, any text submitted above the character limit specified in the submission form will not be evaluated.
- 3.2.2 In the event that a proposal is submitted electronically and through an alternate mean for the same solution, the electronic proposal will take precedence unless otherwise specified by the Bidder.
- 3.2.3 Bidders may submit proposals for one or more Challenges, but must submit a separate proposal for each Challenge. Each proposal will be evaluated separately on its own merit.
- 3.2.4 Unless otherwise stated in the Challenge Notice, Bidders must only submit one proposal per Challenge. If more than one proposal is submitted for a Challenge only the last proposal submission will be considered. The last proposal submission will be determined by the system time stamp.

3.3 Technical Proposal

- 3.3.1 The Bidder's responses to the evaluation criteria presented in the Application/Bid Submission Form will form the Bidder's Technical Proposal. Bidders should respond to each criterion in a thorough, concise and clear manner. Bidders should provide content that clearly addresses, in sufficient depth, the points that are subject to the evaluation criteria against which the proposal will be evaluated.



- 3.3.2 To maintain the integrity of the evaluation, evaluators will consider only information presented in the proposal. No information will be inferred and personal knowledge or beliefs will not be utilized in the assessment. Canada will not evaluate information such as references to Web site addresses where additional information can be found.

3.4 Financial Proposal

- 3.4.1 The Bidder's responses to the financial criteria presented in the Application/Bid Submission Form will form the Bidder's Financial Proposal.
- 3.4.2 The Bidder's Financial Proposal should not exceed the maximum contract funding level specified in the Challenge Notice. Any dollar value exceeding the maximum contract funding amounts will be the Bidder's commitment of co-investment funding to a resulting contract.
- 3.4.3 The sub-contractor costs in the Bidder's Financial Proposal are not to exceed one-third of the total financial proposal costs.
- 3.4.4 The Financial Proposal submitted will be negotiated before contract award and must be in accordance with the PWGSC Contract Cost Principles 1031-2 (<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual/3/1031-2/6>) amended as follows:

At Section 7, subsection b:

DELETE: legal, accounting and consulting fees in connection with financial reorganization, security issues, capital stock issues, obtaining of patents and licenses and prosecution of claims against Canada;

INSERT: legal, accounting and consulting fees in connection with financial reorganization, security issues, capital stock issues, obtaining of licenses and prosecution of claims against Canada;

- 3.4.5 The requirement does not offer exchange rate fluctuation risk mitigation. Requests for exchange rate fluctuation risk mitigation will not be considered. All proposals including such provision will render the proposal non-responsive.

3.5 Certifications

- 3.5.1 Certifications required with the Bidder's proposal are identified on the Application/Bid Submission Form.
- 3.5.2 Certifications and additional information that may be required precedent to contract award are identified in Attachment 3 – Additional Certifications Required During Contract Negotiations.



PART 4 - EVALUATION PROCEDURES, BASIS OF SELECTION AND CONTRACT AWARD PROCESS

4.1 Evaluation Procedures

- (a) Proposals will be assessed in accordance with the entire requirement and the evaluation criteria. The evaluation criteria is identified in:
 - i. For Phase 1: Attachment 1 - Evaluation Criteria - Phase 1
 - ii. For Phase 2 (if applicable): Attachment 4 – Evaluation Criteria - Phase 2
- (b) If additional evaluation criteria, beyond what is identified in 4.1 (a) is applicable, it will be identified in the Challenge Notice.
- (c) An evaluation team composed of the National Research Council – Industrial Research Assistance Program (NRC-IRAP), and/or subject matter experts from other government departments will evaluate proposals. If required, Canada may use an external Subject Matter Expert to evaluate any proposal. All evaluators will be required to confirm they are not in a conflict of interest, and sign a non-disclosure agreement.
- (d) In conducting its evaluation, Canada may, but will have no obligation to, request clarifications from the Bidder regarding information provided by the Bidder with respect to any aspect of their proposal. This must not be construed as:
 - 1. an opportunity to provide supplemental information; or
 - 2. an intent to pre-qualify the proposal; or
 - 3. an intent to contract with the Bidder.

The Bidder must provide a response to the written request for clarification or verification issued by the Contracting Authority in accordance with the provisions of the request, which may include a time period in which to provide the response. Failure to comply with the request may result in the proposal being declared non-responsive and given no further consideration.

4.1.1 Proposal Evaluation – Phase 1

Part 1

Canada will evaluate the mandatory criteria and point-rated criteria with a minimum pass mark. Proposals must meet all mandatory criteria and achieve the minimum pass mark for all point-rated criteria with a minimum pass mark in order to be considered responsive and proceed to Part 2.

Part 2

Proposals that are considered responsive under Part 1 will be evaluated against the remaining point rated criteria. Proposals must achieve an overall minimum score of at least 50% in order to be considered responsive and be placed in the Challenge Pool of Pre-Qualified Proposals.



4.2 Challenge Pool of Pre-Qualified Proposals

Proposals will be placed in a Challenge Pool of Pre-Qualified Proposals for the duration of the bid validity period. Placement into a Pool does not guarantee that a proposal will be selected or that a contract will be awarded.

4.3 Basis of Selection

All proposals in the Challenge Pool of Pre-Qualified Proposals will be considered for contracts.

The Challenge Department will form a Proposal Selection Committee. As needed, other government department Subject Matter Experts may form part of the committee. The Proposal Selection Committee considers the evaluation results of the Pre-Qualified Proposals and examines multiple parameters, such as:

- Departmental priorities,
- Number of investments across Departmental priorities
- Previous years' investments
- The strength of individual proposals
- Similar initiatives being funded by the Department
- Project types and technology readiness levels

The Proposal Selection Committee may select one proposal, more than one proposal or no proposal under a specific Challenge Notice. The decision to select a proposal is at the sole discretion of the Proposal Selection Committee. Proposals which earn the highest overall pass mark may not be the proposals selected.

Responsive proposals that are at first not selected by the Proposal Selection Committee could be selected on a later date as long as the bid validity period has not expired. Proposals may also be selected by other federal departments or agencies, provided that there are no significant deviations from the original scope of the challenge. The same basis of selection and contract award process would apply.

4.3.1 Debriefing

Each Bidder will be issued a detailed debrief letter noting the final results of the evaluation. Upon receipt of the evaluation results, Bidders may contact the Contracting Authority to discuss the results of their proposal evaluation within 10 business days of the date of receipt of the debrief letter.

4.4 Contract Award Process

To be considered for contract award a proposal must successfully complete the contract award process before expiry of the bid validity period.

The Contract Award process is as follows:

4.4.1 Statement of Work



The Challenge Department and the Bidder will work together to develop a Statement of Work (SOW). The SOW will clearly and concisely define the tasks to be performed and the deliverables to Canada. The SOW may be re-scoped to ensure both the Bidders' and Challenge Departments' needs are met within the framework of the ISC Program.

4.4.2 Financial Capability

The Contracting Authority may request financial information to verify the Bidder's capacity to undertake the Work.

If a Bidder fails to demonstrate adequate financial resources to complete the Work a contract will not be awarded.

4.4.3 Contract Negotiations

Upon completion of the SOW, the Contracting Authority will:

- (a) request a cost breakdown and provision of price support from the bidder to support the costs;
- (b) request additional certifications and other information required before contract award; and
- (c) provide a draft copy of the contract terms and conditions.

PWGSC must verify that all costs are fair and reasonable. If a cost cannot be supported the cost may not be included in the contract. Failure to achieve consensus on any aspect of the negotiations will result in the proposal being set aside and not given any further consideration. If an agreement cannot be reached between Canada and the Bidder within 4 months from the date of notification of acceptance into the pool of pre-qualified proposals, Canada reserves the right to stop negotiations with the Bidder and dissociate the funds.

4.4.4 Contract Award – Phase 1

Upon successful completion of all steps in the Contract Award Process, internal approval will be sought and the Bidder's proposal will be recommended for contract award.

4.5 Phase 2: Prototype Development

Phase 2 of the ISC program includes prototype development, small scale production and putting research into action through limited pre-commercial deployment in a government setting.

Canada reserves the right to not proceed with Phase 2.

Canada will have the option to purchase Phase 2 work from small businesses that have successfully completed Phase 1. The purchase may be in the form of a Phase 1 contract amendment or a new contract.



Acceptance into Phase 2 is not guaranteed based on successful participation in Phase 1.

4.5.1 Proposal Process – Phase 2

Bidder must not submit a Phase 2 proposal until requested by Canada.

Once Canada has received the Phase 1 proof of concept final report, the sponsoring department and/or the National Research Council – Industrial Research Assistance Program (NRC-IRAP) will review the report and determine if the small business has reached TRL 3. The sponsoring department and/or the National Research Council – Industrial Research Assistance Program (NRC-IRAP) will use the following criteria to assess the final report.

Technology Readiness Level (TRL)	Evaluation Schema (Pass/Fail)
<p>The Applicant/Bidder’s proof of concept final report submitted under Phase 1 will be used to evaluate this criteria.</p>	<p>Pass: The Applicant/Bidder has demonstrated that the proposed solution is currently at TRL 3 or higher and provided justification by explaining the research and development (R&D) that has taken place to bring the solution to the stated TRL.</p> <p>Fail: The Applicant/Bidder has not provided sufficient evidence to demonstrate that the current TRL is 3 or higher including:</p> <ul style="list-style-type: none"> (1) <i>There is insufficient/no evidence provided for TRL judgment.</i> (2) <i>The solution is at TRL 1 or 2.</i> (3) <i>Insufficient/unclear/no justification explaining the R&D that took place to bring the solution to the stated TRL.</i> (4) <i>The explanation simply paraphrases the description of a given TRL level.</i>

The small business or businesses who demonstrated that the proposed solution is currently at TRL 3 or higher will be invited to submit a Phase 2 proposal. The Contracting Authority will notify the small business or businesses of the deadline to submit their Phase 2 proposal and will provide the instructions. Only Phase 2 proposals received by the due date will be considered.

Small businesses who fail to demonstrate TRL 3 or higher and/or did not submit a proof of concept final report at the end of Phase 1 will not be invited to participate in Phase 2.

Phase 2 proposals will be evaluated in accordance with section 4.1 Evaluation Procedures.

4.5.2 Proposal Evaluation

Canada will evaluate the mandatory and point-rated criteria with a minimum pass mark. Proposals must meet all mandatory criteria and achieve all minimum pass marks identified in Attachment 4 – Phase 2 Evaluation Criteria in order to be deemed responsive and receive further consideration.



The proposals that meet all mandatory criteria and achieve all minimum pass marks will be evaluated against the remaining point rated criteria identified in Attachment 4 – Phase 2 Evaluation Criteria.

4.5.3 Basis of Selection – Phase 2

Phase 2 proposals will be selected in accordance with section 4.3 Basis of Selection.

4.5.4 Optional Phase 2 Work

The steps identified in Contract Award Process 4.4.1 to 4.4.3 inclusive, will apply to the Phase 2 contract award. Upon successful completion of these steps, internal approval will be sought and the small business's proposal will be recommended for contract award. Canada reserves the right to amend the Phase 1 contract or award a new contract.



ATTACHMENT 1—EVALUATION CRITERIA – PHASE 1

This attachment outlines how the proposals will be evaluated. Bidders should read this attachment to assist in the preparation of their proposal.

The Bidder must complete the Application/Bid Submission Form with a degree of information sufficient to enable Canada’s assessment of the proposal against the criteria and the Evaluation Schema. The information must articulate how the proposed solution meets the criterion.

Eligibility Criteria

Only proposals that meet the Eligibility Criteria will continue to Part 1 below.

Eligibility Criteria (Bidder’s proposal must address)	
Eligibility	Evaluation Schema (Pass/Fail)
The Applicant/Bidder must certify that it meets all of the eligibility criteria identified in Section 3 of the Application/Bid Submission Form.	<p>Pass: The Applicant/Bidder certifies and meets the eligibility criteria.</p> <p>Fail: The Applicant/Bidder does not meet one or more of the eligibility criteria or did not provide the certification requested.</p>

Part 1: Mandatory and Minimum Pass Mark Criteria

Proposals must meet all mandatory criteria (Questions 1a and 2) and achieve the minimum pass mark for Question 3 in order to be deemed responsive and proceed to Part 2.

Mandatory and Minimum Pass Mark Criteria (Applicant/Bidder’s proposal must address)	
Question 1 a: Scope	Evaluation Schema (Mandatory - Pass/Fail)
Describe your proposed solution and how it responds to the challenge. Include in your description the scientific and technological basis upon which your solution is proposed and clearly identify how your solution meets all of	<p>Pass</p> <p>The Applicant/Bidder’s proposed solution is clearly articulated, within the scope for the challenge and addresses all Essential Outcomes (if identified) in the Challenge Notice.</p>



<p>the Essential Outcomes (if identified) in the Desired Outcomes and Considerations section in the Challenge Notice.</p>	<p>Fail There is little or no evidence that the proposed solution is likely to meet the challenge. OR The proposed solution is articulated as out of scope for the challenge. OR The proposed solution does not address all Essential Outcomes listed in the challenge. OR The proposed solution is poorly described and does not permit concrete analysis.</p>
<p>Question 2: Current Technology Readiness Level (TRL)</p>	<p>Evaluation Schema (Mandatory - Pass/Fail)</p>
<p>a. Indicate the current TRL of your proposed solution. (Drop Down Menu of the Application/Bid Submission Form)</p> <p>b. Describe the research and development activities that have taken place to bring the proposed solution to the stated TRL.</p>	<p>Pass: The Applicant/Bidder has demonstrated that the proposed solution is currently between TRLs 1 and 4 (inclusive), and provided justification by explaining the research and development (R&D) that has taken place to bring the solution to the stated TRL.</p> <p>Fail: The Applicant/Bidder has not provided sufficient evidence to demonstrate that the current TRL is between 1 to 4 (inclusive) including:</p> <ul style="list-style-type: none"> (1) <i>There is insufficient/no evidence provided for TRL judgment.</i> (2) <i>The solution involves the development of basic or fundamental research.</i> (3) <i>The solution is at TRL 5 or higher.</i> (4) <i>Insufficient/unclear/no justification explaining the R&D that took place to bring the solution to the stated TRL.</i> (5) <i>The explanation simply paraphrases the description of a given TRL level.</i>
<p>Question 3: Innovation</p>	<p>Evaluation Schema (Point Rated with Minimum Pass Mark)</p>
<p>Describe the novelty of your solution and how it advances the state-of-the-art over existing technologies, including competing solutions.</p>	<p>The minimum pass mark for this criteria is 4 points.</p> <p>0 points/Fail: The Applicant/Bidder has not demonstrated that the proposed solution advances the state-of-the-art over existing technologies, including available competing solutions; OR</p> <p>The stated advancements are described in general terms but are not substantiated with specific, measurable evidence.</p>



4 points:

- The Applicant/Bidder has demonstrated that the proposed solution offers one or two minor improvements to existing technologies, including available competing solutions, that have potential to create competitive advantages in existing market niches.

6 points:

- The Applicant/Bidder has demonstrated that the proposed solution offers three or more minor improvements to existing technologies, including available competing solutions, that together are likely to create competitive advantages in existing market niches; OR
- The Applicant/Bidder has demonstrated that the proposed solution offers one significant improvement to existing technologies that is likely to create competitive advantages in existing market niches

8 points:

- The Applicant/Bidder has demonstrated that the proposed solution offers two or more significant improvements to existing technologies, including available competing solutions that are likely to create competitive advantages in existing market niches and could define new market spaces; OR
- The Applicant/Bidder has demonstrated that the proposed solution can be considered a new benchmark of state of the art that is clearly ahead of competitors and that is likely to define new market spaces



Part 2: Point-Rated Criteria

Proposals that do not achieve the overall minimum score of at least 55 points out of a possible 110 points (50%) will be declared non-responsive and given no further consideration.

The overall minimum score is determined by adding the Bidder’s scores from the following questions together (1b, 3, 4-13).

Point-Rated Criteria (Bidder’s proposal to address)	
Question1b: Scope	Evaluation Schema
Describe how your proposed solution addresses the Additional Outcomes (if identified) in the Desired Outcomes and Considerations section in the Challenge Notice.	<ul style="list-style-type: none"> i. Insufficient or no information provided to demonstrate that the solution will address any of the Additional Outcomes. 0 points ii. Information provided clearly demonstrates that the solution will address some (<50%) of the Additional Outcomes. 5 points iii. Information provided clearly demonstrates that the solution will address most (50% or more) of the Additional Outcomes. 8 points iv. Information provided clearly demonstrates that the solution will address all (100%) of the Additional Outcomes. 10 points



Question 4: Phase 1 Science and Technology Risks	Evaluation Schema
<p>Identify potential scientific and/or technological risks to the successful development of the proof of concept and how they will be mitigated in Phase 1?</p>	<ul style="list-style-type: none"> i. Insufficient or no information provided to demonstrate that the Applicant/Bidder has considered potential risks and mitigation strategies and/or information provided contains significant gaps. 0 points ii. Information provided demonstrates that the Applicant/Bidder has considered some potential risks and associated mitigation strategies but there are minor gaps in risks and/or associated mitigation strategies. 5 points iii. Information provided clearly demonstrates that the Applicant/Bidder has sufficiently considered the risks and defined associated mitigation strategies. 10 points

Question 5: Benefits to Canada	Evaluation Schema
<p>Describe the benefits that could result from the successful development of your solution. Applicants/Bidders should consider the potential benefits using the following three categories:</p> <ul style="list-style-type: none"> 1) Innovation Benefits: Expected contribution towards the enhancement or development of new industrial or technological innovations. Assessment factors could include: potential spillover benefits, creation of intellectual property, impact on productivity of the new technology, etc. 2) Economic Benefits: Forecasted impact on the growth of Canadian firms, clusters and supply chains, as well as its expected benefits for Canada's workforce. Assessment factors could include: number of jobs created, number of high-paying jobs, project-related revenue growth, etc. 3) Public Benefits: Expected contribution to the broader public, including inclusive business and hiring practices (e.g., gender balance), investment in 	<ul style="list-style-type: none"> i. Innovation Benefits Benefit not identified or insufficient claim of benefit. 0 points Benefit has marginal increment or limited justification. 1.5 points Benefit is significant and well justified. 3 points ii. Economic Benefits Benefit not identified or insufficient claim of benefit. 0 points Benefit has marginal increment or limited justification. 1.5 points Benefit is significant and well justified. 3 points iii. Public Benefits.



<p>skills and training and environmental best practices. Assessment would consider the degree to which the Applicant/Bidder demonstrates that the solution is expected to generate social, environmental, health, security or other benefits to Canada. Assessment factors could include: solution-related environmental benefits, investment in local communities and solution-related impact on Indigenous communities.</p>	<p>Benefit not identified or insufficient claim of benefit. 0 points Benefit has marginal increment or limited justification. 1.5 points Benefit is significant and well justified. 3 points</p>
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Question 6: Phase 1 Project Plan	Evaluation Schema
<p>Demonstrate a feasible Phase 1 project plan by completing the table.</p> <p>Include:</p> <ul style="list-style-type: none"> • project milestones; • project activities under each milestone; • time required to complete each milestone (e.g., days, weeks and/or months); <ul style="list-style-type: none"> ○ (Indicate if any milestones and activities will be completed concurrently) • total time required to complete the project; and • success criteria. <p>Note: Phase 1 cannot exceed 6 months and TRL 4.</p>	<ul style="list-style-type: none"> i. Insufficient or no information provided to demonstrate a feasible project plan for Phase 1 and/or the project plan exceeds the maximum duration indicated in the Challenge Notice. 0 points ii. Project plan for Phase 1 is conceivably feasible but not clearly demonstrated and/or includes gaps. 5 points iii. Information provided clearly demonstrates a feasible project plan for Phase 1. 10 points



Question 7: Phase 1 Project Risks	Evaluation Schema
<p>Identify potential project risks (eg. Human resources, financial, project management, etc) to the successful development of the proof of concept and how they will be mitigated in Phase 1.</p>	<ul style="list-style-type: none"> i. Insufficient or no information provided to demonstrate that the Applicant/Bidder has considered potential risks and mitigation strategies and/or information provided contains significant gaps. 0 points ii. Information provided demonstrates that the Applicant/Bidder has considered some potential risks and associated mitigation strategies but there are minor gaps in risks and/or associated mitigation strategies. 5 points iii. Information provided clearly demonstrates that the Applicant/Bidder has sufficiently considered the risks and defined associated mitigation strategies. 10 points

Question 8: Phase 1 Implementation Team	Evaluation Schema
<p>Demonstrate how your project implementation team has the required management and technological skill sets and experience to deliver the project plan for Phase 1 by completing the table. A member of the implementation team can have more than one role.</p> <p>Include the labour rates and level of effort for each member. A day is defined as 7.5 hours of work, exclusive of meal breaks. The labour rates and level of effort will be reviewed as part of the evaluation for Question 10.</p>	<ul style="list-style-type: none"> i. Insufficient or no information provided to demonstrate that the project team has the required management and technological skill sets and experience to deliver the Phase 1 project plan. 0 points ii. Information is provided but there are minor gaps in required management and/or technological skill sets and/or experience to deliver the Phase 1 project plan. 5 points iii. Information provided clearly demonstrates that the project team has the required management and technological skill sets and experience to deliver the Phase 1 project plan. 10 points



Question 9: Inclusivity	Evaluation Schema
<p>If your business were to receive funding from Innovative Solutions Canada, describe what actions (e.g., recruitment strategy, internships, co-op placements, etc.) might be taken in Phase 1 to support the participation of under-represented groups (e.g., women, youth, persons with disabilities, Indigenous people, visible minorities) in the research and development of the proposed solution.</p>	<ul style="list-style-type: none"> i. No description and/or concrete examples of actions provided that would be taken to encourage greater participation of under-represented groups. 0 points ii. A description and concrete examples of actions to encourage greater participation of under-represented groups provided. 3 points
Question 10: Phase 1 Financial Proposal	Evaluation Schema
<p>Demonstrate a realistic financial proposal for the Phase 1 project plan by completing the table.</p>	<ul style="list-style-type: none"> i. Insufficient information provided and/or information provided significantly lack credibility. Does not demonstrate a realistic financial proposal for the Phase 1 project plan. 0 points ii. Information is provided but some costs appear to be either over or under estimated for the Phase 1 project plan. 5 points iii. Information provided contains credible elements to clearly demonstrate a realistic financial proposal for the Phase 1 project plan. 10 points
Question 11: Phase 1 Financial Controls, Tracking and Oversight	Evaluation Schema
<p>Describe the financial controls, tracking and oversight that will be used to manage the public funds throughout Phase 1.</p>	<ul style="list-style-type: none"> i. Insufficient or no information provided to demonstrate the Applicant/Bidder's ability to manage public funds in Phase 1. 0 points



	<ul style="list-style-type: none"> ii. Information provided is vague and/or contains gaps. The Applicant/Bidder has some controls, tracking and/or oversight in place to manage the public funds in Phase 1. 5 points iii. Information provided clearly demonstrates that the Applicant/Bidder has strong financial controls, tracking and oversight to manage public funds in Phase 1. 10 points
Question 12: Phase 2 Strategy	Evaluation Schema
<p>Describe a realistic strategy for the prototype development if selected to participate in Phase 2.</p> <p>Responses should include:</p> <ul style="list-style-type: none"> - anticipated barriers - key tasks - estimated cost 	<ul style="list-style-type: none"> i. Insufficient or no information provided to demonstrate that the Applicant/Bidder has contemplated a realistic strategy for the Phase 2 prototype development. 0 points ii. Information provided demonstrates a conceivably realistic strategy for Phase 2 prototype development, however there are gaps and/or the strategy is vague. 5 points iii. Information provided demonstrates that the Applicant/Bidder has a clear and realistic strategy. 10 points



Question 13: Commercialization Approach	Evaluation Schema
<p>Describe your overall commercialization approach for the proposed solution.</p> <p>Responses should include:</p> <ul style="list-style-type: none">- Target markets (excluding Government of Canada)- Non-ISC funding sources- Transition to a commercially-ready product or service- Any other indicators of commercial potential and commercial feasibility	<ul style="list-style-type: none">i. Insufficient or no information provided to demonstrate that the proposed solution has commercial potential. 0 pointsii. Some information provided to demonstrate that the proposed solution has commercial potential, however there are gaps in the commercialization approach. 5 pointsiii. A realistic commercialization approach is provided that demonstrates that the proposed solution has commercial potential. 10 points



ATTACHMENT 2 – DRAFT CONTRACT CLAUSES

The following are draft clauses and conditions that may form part of any contract resulting from the Call for Proposals solicitation. Canada reserves the right to negotiate, modify and/or add any contract terms and conditions.

6.1 Statement of Work

The Contractor must perform the Work in accordance with the Statement of Work at Annex ____ and the Contractor's technical bid entitled _____, dated _____.

6.1.1 Optional Phase 2 Work

The Contractor grants to Canada the irrevocable option to amend the contract to include the Phase 2 Work for prototype development. Proposal submission, evaluation and selection will be in accordance with section 4.5 of the Call for Proposals document (EN578-170003/C). The Phase 2 Statement of Work and Basis of Payment will be developed and appended to the Contract at Annexes __ and __ respectively. The optional Phase 2 Work may only be exercised by the Contracting Authority and will be evidenced, for administrative purposes only, through a contract amendment or a separate contract.

6.1.2 Work Authorization

Despite any other condition of the Contract, the Contractor is only authorized to perform the Work required to complete (Phase or Task) of the Contract at a cost not to exceed \$ _____. Upon completion of (Phase or Task) the Work will be reviewed before the Contractor is authorized to commence any Work for (Phase or Task). Depending on the results of the review and evaluation of the Work, Canada will decide at its discretion whether to continue with the Work.

If Canada decides to continue with (Phase or Task), the Contracting Authority will advise the Contractor in writing to commence work on (Phase or Task). The Contractor must immediately comply with the notice.

If Canada decides not to proceed with (Phase or Task), the Contracting Authority will advise the Contractor in writing of the decision and the Contract will be considered completed at no further costs to Canada. In no event will the Contractor be paid for any cost incurred for unauthorized work.

6.2 Standard Clauses and Conditions

All clauses and conditions identified in the Contract by number, date and title are set out in the [Standard Acquisition Clauses and Conditions Manual](https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual)(<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual>) issued by Public Works and Government Services Canada.

6.2.1 General Conditions



2040 (2018-06-21), General Conditions - Research & Development, apply to and form part of the Contract, and are amended as follows:

(a) Section 06, Subcontracts:

Delete: in addition to purchases and services referred to in paragraphs (a) and (b), subcontract any part or parts of the Work to one or more subcontractors up to a total value of 40 percent of the Contract Price; and

Insert: in addition to purchases and services referred to in paragraphs (a) and (b), subcontract a maximum of one-third of the Work in Phase 1 and a maximum of one-half of the Work in Phase 2; and

6.2.2 Supplemental General Conditions

One or more of the following supplemental general conditions **may** apply to and form part of the Contract:

- 4001 (2015-04-01), Hardware Purchase, Lease and Maintenance
- 4002 (2010-08-16), Software Development or Modification Services
- 4003 (2010-08-16), Licensed Software
- 4004 (2013-04-25), Maintenance and Support Services for Licensed Software
- 4005 (2012-07-16), Telecommunications Services and Products
- 4008 (2008-12-12), Personal Information

6.2.3 SACC Manual Clauses

The following SACC Clauses **may** apply to and form part of the Contract:

- A9041C (2008-05-12), Salvage
- A9113C (2014-11-27), Handling of Personal Information
- D3010C (2016-01-28), Delivery of Dangerous Goods / Hazardous Products
- A9016C (2014-06-26), Hazardous Waste Disposal - Specific Requirements
- A9019C (2011-05-16), Hazardous Waste Disposal
- A9015C (2011-05-16), Experimental Animals
- A9122C (2008-05-12), Protection and Security of Data Stored in Databases

6.3 Security Requirements

Security Requirements, if applicable, will be determined by the Challenge Department based on the Statement of Work.

6.4 Period of the Contract



The period of the Contract is from date of Contract to _____ inclusive.

6.5 Comprehensive Land Claims Agreements (CLCAs)

The Contract is subject to the following Comprehensive Land Claims Agreement(s): *TBD*

6.6 Authorities

6.6.1 Contracting Authority (Public Works and Government Services Canada)

The Contracting Authority for the Contract is: *TBD*

The Contracting Authority is responsible for the management of the Contract and any changes to the Contract must be authorized in writing by the Contracting Authority. The Contractor must not perform work in excess of or outside the scope of the Contract based on verbal or written requests or instructions from anybody other than the Contracting Authority.

6.6.2 Technical Authority (Challenge Sponsoring Department)

The Technical Authority for the Contract is: *TBD*

The Technical Authority is the representative of the department or agency for whom the Work is being carried out under the Contract, provides the funding and is responsible for all matters concerning the technical content of the Work under the Contract. Technical matters may be discussed with the Technical Authority; however, the Technical Authority has no authority to authorize changes to the scope of the Work. Changes to the scope of the Work can only be made through a contract amendment issued by the Contracting Authority.

6.6.3 Contractor's Representative

The Contractor's Representative for the Contract is: *TBD*

6.7 Proactive Disclosure of Contracts with Former Public Servants

SACC Manual Clause [A3025C](#) (2013-03-21)

6.8 Payment

6.8.1 Basis of Payment

Option 1

In consideration of the Contractor satisfactorily completing all of its obligations under the Contract, the Contractor will be paid a firm price, as specified in Annex ____ for a cost of \$ to be determined. Customs duties are included and Applicable Taxes are extra.



Canada will not pay the Contractor for any design changes, modifications or interpretations of the Work, unless they have been approved, in writing, by the Contracting Authority before their incorporation into the Work.

Option 2

The Contractor will be reimbursed for the costs reasonably and properly incurred in the performance of the Work as determined in accordance with the Basis of Payment in Annex ____, to a ceiling price of \$ *to be determined*. Customs duties are included and Applicable Taxes are extra.

The ceiling price is subject to downward adjustment so as not to exceed the actual costs reasonably incurred in the performance of the Work and computed in accordance with the Basis of Payment.

6.8.2 Limitation of Price

SACC Manual Clause [C6000C](#) (2017-08-17), Limitation of Price

6.8.3 Method of Payment

6.8.3._ Progress Payments

1. Canada will make progress payments in accordance with the payment provisions of the Contract, no more than once a month, for cost incurred in the performance of the Work up to ____ percent of the amount claimed and approved by Canada if:
 - (a) an accurate and complete claim for payment using form PWGSC-TPSGC 1111(<http://www.tpsgc-pwgsc.gc.ca/app-acq/forms/documents/1111.pdf>), Claim for Progress Payment, and any other document required by the Contract have been submitted in accordance with the invoicing instructions provided in the Contract;
 - (b) the amount claimed is in accordance with the Basis of payment;
 - (c) the total amount for all progress payments paid by Canada does not exceed ____ percent of the total amount to be paid under the Contract;
 - (d) all certificates appearing on form PWGSC-TPSGC 1111 have been signed by the respective authorized representatives.
2. The balance of the amount payable will be paid in accordance with the payment provisions of the Contract upon completion and delivery of all work required under the Contract if the Work has been accepted by Canada and a final claim for the payment is submitted.
3. Progress payments are interim payments only. Canada may conduct a government audit and interim time and cost verifications and reserves the right to make adjustments to the Contract from time to time during the performance of the Work. Any overpayment resulting from progress payments or otherwise must be refunded promptly to Canada.

6.8.3._ Milestone Payments



Canada will make milestone payments in accordance with the Schedule of Milestones detailed in Annex ___ and the payment provisions of the Contract if:

- (a) an accurate and complete claim for payment using form PWGSC-TPSGC 1111 (<http://www.tpsgc-pwgsc.gc.ca/app-acq/forms/documents/1111.pdf>), Claim for Progress Payment, and any other document required by the Contract have been submitted in accordance with the invoicing instructions provided in the Contract;
- (b) all the certificates appearing on form PWGSC-TPSGC 1111 have been signed by the respective authorized representatives;
- (c) all work associated with the milestone and as applicable any deliverable required has been completed and accepted by Canada.

6.8.4 SACC Manual Clauses

A9117C (2007-11-30), T1204 - Direct Request by Customer Department
C0305C (2014-06-26), Cost Submission

6.8.5 Discretionary Audit

SACC Manual Clause C0101C (2010-01-11), Discretionary Audit - Non-commercial Goods and/or Services
SACC Manual Clause C0705C (2010-01-11), Discretionary Audit

6.8.6 Time Verification

SACC Manual Clause C0711C (2008-05-12), Time Verification

6.9 Invoicing Instructions - Progress Claim

1. The Contractor must submit a claim for progress payment using form PWGSC-TPSGC 1111 (<http://www.tpsgc-pwgsc.gc.ca/app-acq/forms/documents/1111.pdf>), Claim for Progress Payment.

Each claim must show:

- (a) all information required on form PWGSC-TPSGC 1111;
- (b) all applicable information detailed under the section entitled "Invoice Submission" of the general conditions;
- (c) a list of all expenses;
- (d) the description and value of the milestone claimed as detailed in the Contract.

Each claim must be supported by:

- (a) a copy of time sheets to support the time claimed;



- (b) a copy of the invoices, receipts, vouchers for all direct expenses, and all travel and living expenses;
 - (c) a copy of the monthly progress report.
2. Applicable Taxes must be calculated on the total amount of the claim before the holdback is applied. At the time the holdback is claimed, there will be no Applicable Taxes payable as it was claimed and payable under the previous claims for progress payments.
 3. The Contractor must prepare and certify an original claim on Form PWGSC-TPSGC 1111, and forward it to the Contracting Authority for certification in an electronic format to the electronic mail address identified under section entitled "Authorities" of the Contract. Portable Document Format (.pdf) format is acceptable. The Contracting Authority will then forward the certified claim, in an electronic format, to the Technical Authority for appropriate certification after inspection and acceptance of the Work takes place, and onward submission to the Payment Office for the remaining certification and payment.
 4. The Contractor must not submit claims until all work identified in this claim is completed.

6.10 Certifications and Additional Information

6.10.1 Compliance

Unless specified otherwise, the continuous compliance with the certifications provided by the Contractor in its bid or precedent to contract award, and the ongoing cooperation in providing additional information are conditions of the Contract and failure to comply will constitute the Contractor in default. Certifications are subject to verification by Canada during the entire period of the Contract.

6.10.2 Federal Contractors Program for Employment Equity - Default by the Contractor

The Contractor understands and agrees that, when an Agreement to Implement Employment Equity (AIEE) exists between the Contractor and Employment and Social Development Canada (ESDC)-Labour, the AIEE must remain valid during the entire period of the Contract. If the AIEE becomes invalid, the name of the Contractor will be added to the "[FCP Limited Eligibility to Bid](#)" list. The imposition of such a sanction by ESDC will constitute the Contractor in default as per the terms of the Contract.

6.10.3 SACC Manual Clauses

A3000C (2014-11-27), Aboriginal Business Certification (if applicable)
A3060C (2008-05-12), Canadian Content Certification

6.11 Applicable Laws



The Contract must be interpreted and governed, and the relations between the parties determined, by the laws in force in _____.

6.12 Priority of Documents

If there is a discrepancy between the wording of any documents that appear on the list, the wording of the document that first appears on the list has priority over the wording of any document that subsequently appears on the list.

- (a) the Articles of Agreement;
- (b) the supplemental general conditions _____;
- (c) the general conditions 2040 (2018-06-21), General Conditions – Research & Development;
- (d) Annex __, Statement of Work;
- (e) Annex __, Basis of Payment;
- (f) Annex __, Security Requirements Check List (if applicable);
- (g) the Contractor's bid dated _____, as clarified on _____ *or*, as amended on _____.

6.13 Defence Contract (if applicable)

SACC Manual clause [A9006C](#) (2012-07-16) Defence Contract

6.14 Foreign Nationals (Canadian Contractor)

SACC Manual clause A2000C (2006-06-16), Foreign Nationals (Canadian Contractor)

6.15 Insurance

SACC Manual clause G1005C (2016-01-28), Insurance

6.16 Public Announcements

As a courtesy, the Government of Canada requests that the Contractor notify the Contracting Authority ten business days in advance of their intention to make public an announcement related to this contract award. A copy of the draft announcement should be provided. Canada will review the draft announcement and may request revisions. The Government of Canada retains the right to make primary contract announcements.

Applicable Contract Annexes

Annex "A" – Statement of Work

The Statement of Work will be generated based on the proposal in collaboration between ISC, the Challenge Department and the Bidder.

Annex "B" – Basis of Payment



The Basis of Payment will be negotiated in accordance with the Bidder's financial proposal and the Statement of Work.

Annex "C" – Security Requirements Check List (if applicable)

For information, see: <https://buyandsell.gc.ca/policy-and-guidelines/supply-manual/section/2/50/5>.



ANNEX A to ATTACHMENT 2 DRAFT STATEMENT OF WORK (SOW)

Challenge Being Addressed

To be determined (TBD)

Phase: 1 or 2

TBD

Objective

TBD

Tasks and Deliverables

Tasks

TBD

Deliverables and Due Dates

TBD

Phase 1

At minimum the Contractor will be required to provide a Final Proof of Concept Report using the template provided.

Additional instructions and details may be provided to the Contractor at contract award.

One copy of the Report must be sent to the Technical Authority and the Project Authority.

For the ISC definition of proof of concept, please visit the [ISC website](#).

Phase 2

At minimum the Contractor will be required to provide a Final Report and deliver all components and prototypes developed under the Contract to Canada.

The Final Report (template will be provided at Phase 2 Contract Award) will include, but is not limited to:

- a) Was the Contract Work /Project completed on budget, on schedule and within scope? If not, why?
- b) What were the main findings/conclusions of the work undertaken and how do they prove that your solution to the challenge is feasible? (Summary of S&T results)
- c) Identity the current TRL of the proposed solution.



d) Identify all components and prototypes developed under the contract.

Additional instructions and details may be provided to the Contractor.

One copy of the Report must be sent to the Technical Authority and the Project Authority.

For the ISC definition of prototype, please visit the [ISC website](#).

Program Surveys

As a condition of the program, the Contractor is required to respond to short surveys from the ISC Secretariat for up to five years after passing through ISC. The results of the surveys will feed into the measurement of performance indicators through the reporting requirements of the ISC program. This obligation survives the expiry of the contract until completed or the Contractor ceases to exist.

Meetings

The Contractor will participate in the following meetings in person or via telecom, as indicated.

TBD

Refer to the Challenge Notice for anticipated meeting dates and locations.

Location of Work

Apart from the Meeting locations indicated above, the Contractor will perform the Work, including Travel and Living, in the following location(s): *TBD*

Language of Work

The resulting Contract will require Work to be performed in either or both of the Official Languages of Canada. *TBD*

Government Furnished Property (Materiel or Equipment or Information)

TBD

Glossary

The following terms are used in this SOW and have the definitions assigned to them below:

TBD

Reference Documents

The following documents form part of the Contract:

TBD



ATTACHMENT 3 – ADDITIONAL CERTIFICATIONS REQUIRED DURING CONTRACT NEGOTIATIONS

This attachment does not need to be submitted with the proposal. Bidders must provide the required certifications and additional information after having been selected for contract negotiations.

The certifications provided by Bidders to Canada are subject to verification by Canada at all times. Unless specified otherwise, Canada will declare a bid non-responsive, or will declare a contractor in default if any certification made by the Bidder is found to be untrue, whether made knowingly or unknowingly, during the bid evaluation period or during the contract period.

The Contracting Authority will have the right to ask for additional information to verify the Bidder's certifications. Failure to comply and to cooperate with any request or requirement imposed by the Contracting Authority will render the bid non-responsive or constitute a default under the Contract.

The duly completed and signed certifications must be submitted to the Contracting Authority within the time frame specified by the Contracting Authority. Failure to comply with the request of the Contracting Authority and to provide the certifications or the additional information listed below within the time frame specified will render the bid non-responsive.

Certifications Precedent to Contract Award

1. Integrity Provisions – Associated Information

By submitting a bid, the Bidder certifies that the Bidder and its Affiliates are in compliance with the provisions as stated in [Section 01 Integrity Provisions](#) - Bid of Standard Instructions 2003. The associated information required within the Integrity Provisions will assist Canada in confirming that the certifications are true.

The Bidder certifies that:

_____ It understands, complies and respects the provisions under the *Ineligibility and Suspension Policy*.

1.1 Declaration of Convicted Offences

Pursuant to subsection Declaration of Convicted Offences of section 01 of the 2003 Standard Instructions, where a Bidder or its Affiliate is unable to certify that it has not been convicted of any of the offences referenced under the Canadian Offences Resulting in Legal Incapacity, the Canadian Offences and the Foreign Offences subsections, the Bidder must provide a completed [Declaration Form](#), to be given further consideration in the procurement process.

1.2 Does the Bidder have a Board of Directors?



_____ Yes _____ No

If so, the Bidder must submit a complete list of names of all individuals who are currently directors of the Bidder.

Name	Title

2. Federal Contractors Program for Employment Equity - Bid Certification

By submitting a bid, the Bidder certifies that the Bidder, and any of the Bidder's members if the Bidder is a Joint Venture, is not named on the Federal Contractors Program (FCP) for employment equity "FCP Limited Eligibility to Bid" list available on the [Employment and Social Development Canada \(ESDC\)](https://www.canada.ca/en/employment-social-development/programs/employment-equity/federal-contractor-program.html) website (<https://www.canada.ca/en/employment-social-development/programs/employment-equity/federal-contractor-program.html>).

Canada will have the right to declare a bid non-responsive if the Bidder, or any member of the Bidder if the Bidder is a Joint Venture, appears on the "FCP Limited Eligibility to Bid" list at the time of contract award.

Canada will also have the right to terminate the Contract for default if a Contractor, or any member of the Contractor if the Contractor is a Joint Venture, appears on the "[FCP Limited Eligibility to Bid](#)" list during the period of the Contract.

The Bidder must provide the Contracting Authority with a completed [Federal Contractors Program for Employment Equity - Certification](#), attached hereto, before contract award.

3. Former Public Servant Certification

Contracts awarded to former public servants (FPS) in receipt of a pension or of a lump sum payment must bear the closest public scrutiny, and reflect fairness in the spending of public funds. In order to comply with Treasury Board policies and directives on contracts awarded to FPSs, bidders must provide the information required below before contract award.

3.1 Definitions

For the purposes of this clause, "former public servant" is any former member of a department as defined in the [Financial Administration Act](#), R.S., 1985, c. F-11, a former member of the Canadian Armed Forces or a former member of the Royal Canadian Mounted Police. A former public servant may be:

- a. an individual;
- b. an individual who has incorporated;



- c. a partnership made of former public servants; or
- d. a sole proprietorship or entity where the affected individual has a controlling or major interest in the entity.

"lump sum payment period" means the period measured in weeks of salary, for which payment has been made to facilitate the transition to retirement or to other employment as a result of the implementation of various programs to reduce the size of the Public Service. The lump sum payment period does not include the period of severance pay, which is measured in a like manner.

"pension" means a pension or annual allowance paid under the [Public Service Superannuation Act](#) (PSSA), R.S., 1985, c. P-36, and any increases paid pursuant to the [Supplementary Retirement Benefits Act](#), R.S., 1985, c. S-24 as it affects the PSSA. It does not include pensions payable pursuant to the [Canadian Forces Superannuation Act](#), R.S., 1985, c. C-17, the [Defence Services Pension Continuation Act](#), 1970, c. D-3, the [Royal Canadian Mounted Police Pension Continuation Act](#), 1970, c. R-10, and the [Royal Canadian Mounted Police Superannuation Act](#), R.S., 1985, c. R-11, the [Members of Parliament Retiring Allowances Act](#), R.S. 1985, c. M-5, and that portion of pension payable to the [Canada Pension Plan Act](#), R.S., 1985, c. C-8.

3.2 Former Public Servant in Receipt of a Pension

As per the above definitions, is the Bidder a FPS in receipt of a pension?

YES (____) NO (____)

If so, the Bidder must provide the following information:

- (a) name of former public servant;
- (b) date of termination of employment or retirement from the Public Service.

By providing this information, Bidders agree that the successful Bidder's status, with respect to being a former public servant in receipt of a pension, will be reported on departmental websites as part of the published proactive disclosure reports in accordance with [Contracting Policy Notice: 2012-2](#) and the [Guidelines on the Proactive Disclosure of Contracts](#).

3.3 Work Force Adjustment Directive

Is the Bidder a FPS who received a lump sum payment pursuant to the terms of the Work Force Adjustment Directive?

YES (____) NO (____)



If so, the Bidder must provide the following information:

- a. name of former public servant;
- b. conditions of the lump sum payment incentive;
- c. date of termination of employment;
- d. amount of lump sum payment;
- e. rate of pay on which lump sum payment is based;
- f. period of lump sum payment including start date, end date and number of weeks;
- g. number and amount (professional fees) of other contracts subject to the restrictions of a work force adjustment program.

For all contracts awarded during the lump sum payment period, the total amount of fees that may be paid to a FPS who received a lump sum payment is \$5,000, including Applicable Taxes.

4. **Controlled Goods**

Will the resulting contract involve controlled goods?

YES (____) NO (____)

5. **Price Certification**

(____) The Bidder certifies that the price proposed is based on costs computed in accordance with [Contract Cost Principles 1031-2](#), and includes an estimated amount of profit of \$_____ .

- OR -

5. **Price Certification**

(____) The Bidder certifies that the price proposed

- a. is not in excess of the lowest price charged anyone else, including the Bidder's most favoured customer, for the like quality and quantity of the goods, services or both;
- b. does not include an element of profit on the sale in excess of that normally obtained by the Bidder on the sale of goods, services or both of like quality and quantity; and
- c. does not include any provision for discounts to selling agents.

6. **Procurement Business Number**

Pursuant to section 02 of the 2003 Standard Instructions, suppliers are required to have a Procurement Business Number (PBN) before contract award. Suppliers may register for a PBN



online at Supplier Registration Information (<https://srisupplier.contractsCanada.gc.ca>). For non-Internet registration, suppliers may contact the InfoLine at 1-800-811-1148 to obtain the telephone number of the nearest Supplier Registration Agent.

PBN: _____

7. **Applicable Laws**

Any resulting contract must be interpreted and governed, and the relations between the parties determined, by the laws in force in Ontario.

Bidders may, at their discretion, substitute the applicable laws of a Canadian province or territory of their choice at time of the Contract award process by inserting the name of the Canadian province or territory of their choice below. If no change is made, it acknowledges that the applicable laws specified are acceptable to the Bidders.

Any resulting contract must be interpreted and governed, and the relations between the parties determined, by the laws in force in _____.

8. **Subcontracts**

(_____) The Bidder certifies that:

- a. In Phase 1, at least two-thirds of the Work will be performed by the Bidder, no more than one-third of the Work will be subcontracted; and
- b. In Phase 2, at least 50% of the Work will be performed by the Bidder, no more than 50% of the Work will be subcontracted.

9. **Canadian Content Certification**

This procurement is limited to Canadian goods and Canadian services.

The Bidder acknowledges that only proposals with a certification that the goods and services offered are Canadian goods and Canadian services, as defined in clause [A3050T](#), Canadian Content Definition, will be considered.

(_____) The Bidder that:

- a. "A minimum of 80 percent of the total proposal price consist of Canadian goods and Canadian services as defined in paragraph 5 of clause A3050T."

For more information on how to determine the Canadian content for a mix of goods, a mix of services or a mix of goods and services, consult [Annex 3.6.\(9\)](#), Example 2, of the Supply Manual.



10. ISC Program Eligibility

Does the Bidder meet the following small businesses eligibility criteria?

YES (____) NO (____)

The Bidder is:

- for profit
- incorporated in Canada (federally or provincially)
- 499 or fewer full-time equivalent (FTE) employees*
- research and development activities that take place in Canada
- 50% or more of its annual wages, salaries and fees are currently paid to employees and contractors who spend the majority of their time working in Canada*
- 50% or more of its FTE employees have Canada as their ordinary place of work*
- 50% or more of its senior executives (Vice President and above) have Canada as their principal residence*

* Calculations must take into account and include affiliated businesses, such as parent companies and subsidiaries that are either in or outside of Canada.

Under the Innovative Solutions Canada program, an "affiliate" relationship exists in the following situations:

- An affiliate is a corporation that is a subsidiary of another corporation
- If a corporation has two subsidiary corporations, the two subsidiaries are affiliates of each other; or
- If two corporations are controlled by the same individual or business, the two corporations are also affiliates of each other.

A subsidiary is understood to be a business which has more than 50% of its ordinary shares or voting power owned by another business or individual.

11. Certification Acknowledgment

The Bidder certifies that the information submitted herein, and the information submitted in its bid, is accurate and complete.

Print Name: _____

Title: _____

Signature: _____

Date: _____



ANNEX A to ATTACHMENT 3 - FEDERAL CONTRACTORS PROGRAM FOR EMPLOYMENT EQUITY – CERTIFICATION

I, the Bidder, by submitting the present information to the Contracting Authority, certify that the information provided is true as of the date indicated below. The certifications provided to Canada are subject to verification at all times. I understand that Canada will declare a bid non-responsive, or will declare a contractor in default, if a certification is found to be untrue, whether during the bid evaluation period or during the contract period. Canada will have the right to ask for additional information to verify the Bidder's certifications. Failure to comply with any request or requirement imposed by Canada may render the bid non-responsive or constitute a default under the Contract.

For further information on the Federal Contractors Program for Employment Equity visit [Employment and Social Development Canada \(ESDC\) – Labour's](#) website.

Date: _____ (YYYY/MM/DD) (If left blank, the date will be deemed to be the bid solicitation closing date.)

Complete both A and B.

A. Check only one of the following:

- A1. The Bidder certifies having no work force in Canada.
- A2. The Bidder certifies being a public sector employer.
- A3. The Bidder certifies being a [federally regulated employer](#) being subject to the [Employment Equity Act](#).
- A4. The Bidder certifies having a combined work force in Canada of less than 100 permanent full-time and/or permanent part-time employees.

A5. The Bidder has a combined workforce in Canada of 100 or more employees; and

- A5.1. The Bidder certifies already having a valid and current [Agreement to Implement Employment Equity](#) (AIEE) in place with ESDC-Labour.

OR

- A5.2. The Bidder certifies having submitted the [Agreement to Implement Employment Equity \(LAB1168\)](#) to ESDC-Labour. As this is a condition to contract award, proceed to completing the form Agreement to Implement Employment Equity (LAB1168), duly signing it, and transmit it to ESDC-Labour.

B. Check only one of the following:

- B1. The Bidder is not a Joint Venture.

OR

- B2. The Bidder is a Joint venture and each member of the Joint Venture must provide the Contracting Authority with a completed annex Federal Contractors Program for Employment Equity - Certification. (Refer to the Joint Venture section of the Standard Instructions)



ATTACHMENT 4 – PHASE 2 EVALUATION CRITERIA

This attachment outlines how the proposals will be evaluated. Bidder must not submit a Phase 2 proposal until requested by Canada.

See Section 4.5 Phase 2: Prototype Development of this Call for Proposals for more information.

The Bidder must provide a proposal with a degree of information sufficient to enable Canada’s assessment of the proposal against the criteria and the Evaluation Schema. The information must articulate how the proposed solution meets the criterion.

Part 1: Phase 2 Mandatory and Minimum Pass Mark Criteria

Proposals must meet all mandatory criteria (Questions 1a and 2) and achieve the minimum pass mark for Question 3 in order to be deemed responsive and proceed to Part 2.

Mandatory and Minimum Pass Mark Criteria (Bidder’s proposal must address)	
Question 1a: Phase 2 Scope	Evaluation Schema (Mandatory - Pass/Fail)
<p>Describe your proposed solution and how it <i>continues</i> to respond to the challenge. Clearly include in your answer how your solution meets all of the Essential Outcomes (if identified) in the Desired Outcomes and Considerations section in the Challenge Notice, based on the results of Phase 1.</p> <p>Include in your description the scientific and technological basis upon which your solution is proposed</p>	<p>Pass The Applicant’s/Bidder’s proposed solution is clearly articulated and within the scope for the challenge and addresses all Essential Outcomes (if identified) in the Desired Outcomes and Considerations section of the Challenge Notice.</p> <p>Fail There is little or no evidence that the proposed solution is likely to meet the challenge. OR The proposed solution is articulated as out of scope for the challenge. OR The proposed solution does not address all essential outcomes listed in the challenge. OR The proposed solution is poorly described and does not permit concrete analysis.</p>



Question 2: Scientific and/or Technological Feasibility	Evaluation Schema (Mandatory - Pass/Fail)
<p>The Applicant/Bidder’s proof of concept final report submitted under Phase 1 will be used to evaluate this criteria.</p>	<p>Pass: The Applicant/Bidder has provided adequate evidence with supporting data that explains how the work in Phase 1 has confirmed the scientific and/or technological feasibility of the proposed solution. The scientific and/or technological feasibility of the solution is sufficiently explained and may contain minor gaps in justification.</p> <p>Fail: The Applicant/Bidder has not provided adequate evidence in their proof of concept report to confirm the scientific and/or technological feasibility of the proposed solution and/or has only provided a vague description and overview of the results of Phase 1.</p>
Question 3: Innovation	Evaluation Schema (Point Rated with Minimum Pass Mark)
<p>Describe the novelty of your solution and how it <i>continues</i> to advance the state-of-the-art over existing technologies, including competing solutions.</p>	<p>The minimum pass mark for this criteria is 4 points.</p> <p>0 points/Fail: The Applicant/Bidder has not demonstrated that the proposed solution advances the state-of-the-art over existing technologies, including available competing solutions; OR The stated advancements are well-described in general, but are not substantiated with specific, measurable evidence.</p> <p>4 points:</p> <ul style="list-style-type: none"> • The Applicant/Bidder has demonstrated that the proposed solution offers one or two minor improvements to existing technologies, including available competing solutions, that have potential to create competitive advantages in existing market niches. <p>6 points:</p> <ul style="list-style-type: none"> • The proposed solution offers three or more minor improvements to existing technologies, including available competing solutions, that together are likely to create competitive advantages in existing market niches; OR • The proposed solution offers one significant improvement to existing technologies that is likely to



	<p>create competitive advantages in existing market niches</p> <p>8 points:</p> <ul style="list-style-type: none"> • The proposed solution offers two or more significant improvements to existing technologies, including available competing solutions that are likely to create competitive advantages in existing market niches and could define new market spaces; OR • The proposed solution can be considered a new benchmark of state of the art that is clearly ahead of competitors and that is likely to define new market spaces
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Part 2: Point-Rated Criteria

Point-Rated Evaluation Criteria (Bidder's proposal to address)	
Question 1b: Phase 2 Scope	Evaluation Schema
<p>Describe how your proposed solution continues to address the <i>Additional Outcomes</i> (if identified) in the Desired Outcomes and Considerations section in the Challenge Notice.</p>	<ul style="list-style-type: none"> i. Insufficient or no information provided to demonstrate that the solution will address any of the <i>Additional Outcomes. 0 points</i> ii. Information provided clearly demonstrates that the solution will address some (<50%) of the <i>Additional Outcomes. 5 points</i> iii. Information provided clearly demonstrates that the solution will address most (50% or more) of the <i>Additional Outcomes. 10 points</i>



	<p>iv. Information provided clearly demonstrates that the solution will address all (100%) of the Additional Outcomes. 15 points</p>
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Question 4: Phase 2 Project Plan	Evaluation Schema
<p>Demonstrate a feasible Phase 2 project plan by completing the table provided.</p>	<p>i. Insufficient or no information provided to demonstrate a feasible project plan for Phase 2 and/or the project plan exceeds the maximum duration indicated in the Challenge Notice. 0 points</p> <p>ii. Project plan for Phase 2 is conceivably feasible but not clearly demonstrated and/or includes gaps. 5 points</p> <p>iii. Information is provided that clearly demonstrates a feasible project plan for Phase 2. 10 points</p>
Question 5: Phase 2 Implementation Team	Evaluation Schema
<p>Demonstrate how your project implementation team has the required management and technological skill sets and experience to deliver the project plan for Phase 2 by completing the table provided and by providing resumes.</p> <p>The Applicant/Bidder should include resumes for all project implementation team members identified in the table. Resumes must be up to date and be no more than 2 standard 8 1/2 x 11 inch (21.6 x 27.9 cm) pages in length. Each</p>	<p>i. Insufficient or no information provided to demonstrate that the project team has the required management and technological skill sets and experience to deliver the Phase 2 project plan. 0 points</p> <p>ii. Information is provided but there are minor gaps in required management and/or technological skill sets and/or experience to deliver the Phase 2 project plan. 5 points</p>



page must be numbered consecutively at the bottom. Margins must be 1.0 inch (2.5 cm). Any page(s) going over the required page limit will be deleted and omitted from the proposal review.

iii. Information provided clearly demonstrates that the project team has the required management and technological skill sets and experience to deliver the Phase 2 project plan. **10 points**

Question 6: Phase 2 Science and Technology Risks

Evaluation Schema

Identify potential scientific and/or technological risks to the successful development of the prototype development and how they will be mitigated?

- i. Insufficient or no information provided to demonstrate that the Applicant/Bidder has considered potential risks and mitigation strategies and/or information provided contains significant gaps. **0 points**
- ii. Information provided demonstrates that the Applicant/Bidder has considered some potential risks and associated mitigation strategies but there are minor gaps in risks and/or associated mitigation strategies. **5 points**
- iii. Information provided clearly demonstrates that the Applicant/Bidder has sufficiently considered the risks and defined associated mitigation strategies. **10 points**

Question 7: Phase 2 Project Risks

Evaluation Schema

Identify potential project risks (eg. Human resources, financial, project management, etc) to the successful development of the prototype and how they will be mitigated?

- i. Insufficient or no information provided to demonstrate that the Applicant/Bidder has considered potential risks and mitigation strategies and/or information provided contains significant gaps. **0 points**



	<ul style="list-style-type: none"> ii. Information provided demonstrates that the Applicant/Bidder has considered some potential risks and associated mitigation strategies but there are minor gaps in risks and/or associated mitigation strategies. 5 points iii. Information provided clearly demonstrates that the Applicant/Bidder has sufficiently considered the risks and defined associated mitigation strategies. 10 points
Question 8: Phase 2 Financial Proposal	Evaluation Schema
<p>Demonstrate a realistic financial proposal for the Phase 2 project plan by completing the table provided.</p>	<ul style="list-style-type: none"> i. Insufficient information provided and/or information provided significantly lack credibility. Does not demonstrate a realistic financial proposal for the Phase 2 project plan. 0 points ii. Information is provided but some costs appear to be either over or under estimated for the Phase 2 project plan. 5 points iii. Information provided contains credible elements to clearly demonstrate a realistic financial proposal for the Phase 2 project plan. 10 points



Question 9: Commercialization Strategy	Evaluation Schema
<p>Describe your overall plan to move the innovation to the commercial marketplace after Phase 2.</p> <p>The Applicant/Bidder's experience and record in technology commercialization, co-funding commitments from private or non-ISC funding sources, investment, sales, intellectual property, target markets and other indicators of commercial potential and feasibility will be considered.</p>	<ul style="list-style-type: none"><li data-bbox="1311 354 2502 418">i. Insufficient or no information provided to demonstrate that the Applicant/Bidder has planned a realistic strategy for commercialization. 0 points<li data-bbox="1311 461 2502 526">ii. Information provided demonstrates a conceivably realistic strategy for commercialization, however there are gaps and/or elements of the strategy is vague. 5 points<li data-bbox="1311 600 2502 665">iii. Information provided demonstrates that the Applicant/Bidder has a clear, comprehensive and realistic strategy. 10 points



Question 10: Benefits to Canada	Evaluation Schema
<p>The Applicant/Bidder’s proof of concept final report submitted under Phase 1 will be used to evaluate this criteria.</p> <p>Are their significant benefits that could result from the successful commercialization of the proposed solution using the following 3 categories:</p> <ol style="list-style-type: none"> 1) Innovation Benefits: Expected contribution towards the enhancement or development of new industrial or technological innovations. Assessment factors could include: potential spillover benefits, creation of intellectual property, impact on productivity of the new technology, etc. 2) Economic Benefits: Forecasted impact on the growth of Canadian firms, clusters and supply chains, as well as its expected benefits for Canada's workforce. Assessment factors could include: number of jobs created, number of high-paying jobs, project-related revenue growth, etc. 3) Public Benefits: Expected contribution to the broader public, including inclusive business and hiring practices (e.g., gender balance), investment in skills and training and environmental best practices. Assessment would consider the degree to which the Applicant/Bidder demonstrates that the solution is expected to generate social, environmental, health, security or other benefits to Canada. Assessment factors could include: solution-related environmental benefits, investment in local communities and solution-related impact on Indigenous communities. 	<p>For each category:</p> <ol style="list-style-type: none"> i. No information is presented on how work in Phase 1 has affected the envisioned benefit. 0 points ii. Limited information and supporting evidence is presented on how work in Phase 1 has affected the envisioned benefit. 1 points iii. Sufficient and clear information is presented on how work in Phase 1 has affected the envisioned benefit and/or including identification and justification of new benefits that were previously unknown. 3 points. <p>Maximum 3 points per category for an overall maximum of 9 points for this question.</p>



Question 11: Inclusivity	Evaluation Schema
<p>If your business were to receive funding from Innovative Solutions Canada, describe what actions (e.g., recruitment strategy, internships, co-op placements, etc.) might be taken in Phase 2 and in the future to support the participation of under-represented groups (e.g., women, youth, persons with disabilities, Indigenous people, visible minorities) in the research and development and commercialization of the proposed solution.</p>	<ul style="list-style-type: none"><li data-bbox="1311 354 2478 423">i. No description and/or concrete examples of actions provided that would be taken to encourage greater participation of under-represented groups. 0 points<li data-bbox="1311 462 2478 532">ii. A description and concrete examples of actions to encourage greater participation of under-represented groups provided. 3 points