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**LETTER OF INTEREST
LETTRE D'INTÉRÊT**

Comments - Commentaires

Vendor/Firm Name and Address

Raison sociale et adresse du
fournisseur/de l'entrepreneur

Issuing Office - Bureau de distribution

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Québec
K1A 0S5

Title - Sujet RFI - ENHANCED RECOVERY CAPABILITY	
Solicitation No. - N° de l'invitation W8476-175567/C	Date 2019-02-25
Client Reference No. - N° de référence du client W8476-175567	GETS Ref. No. - N° de réf. de SEAG PW-\$\$BL-316-27219
File No. - N° de dossier 316bl.W8476-175567	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2019-04-15	
Time Zone Fuseau horaire Eastern Daylight Saving Time EDT	
F.O.B. - F.A.B. Specified Herein - Précisé dans les présentes	
Plant-Usine: <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input checked="" type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: Singh, Shaila	Buyer Id - Id de l'acheteur 316bl
Telephone No. - N° de téléphone (613) 808-9785 ()	FAX No. - N° de FAX () -
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction: Specified Herein Précisé dans les présentes	

Instructions: See Herein

Instructions: Voir aux présentes

Delivery Required - Livraison exigée See Herein	Delivery Offered - Livraison proposée
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Name and title of person authorized to sign on behalf of Vendor/Firm (type or print) Nom et titre de la personne autorisée à signer au nom du fournisseur/ de l'entrepreneur (taper ou écrire en caractères d'imprimerie)	
Signature	Date



Enhanced Recovery Capability (ERC) Project Request for Information (RFI)

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Enhanced Recovery Capability (ERC) Project Request for Information (RFI)

1.0 Purpose and Nature of the RFI

1.1 Public Services and Procurement Canada (PSPC) is requesting Industry feedback regarding the Enhanced Recovery Capability (ERC) project for the Government of Canada (GC), the Department of National Defence (DND), and the Canadian Armed Forces (CAF). ERC is a Canadian Army (CA) sponsored project that will replace the existing fleet of CAF heavy tow trucks and associated recovery equipment with an enhanced capability to support the new, heavier CAF wheeled vehicle fleets.

1.2 The ERC project is an initiative of Strong, Secure, Engaged (SSE): Canada's Defence Policy (<http://publications.gc.ca/site/eng/9.835971/publication.html>), as an investment in the CA to modernized logistics vehicles, heavy engineering equipment and light utility vehicles.

1.3 The objectives of this RFI are to:

- a) Develop a shared understanding with Industry and provide an update to the continued progress on the ERC project;
- b) Seek Industry feedback on changes to the Preliminary Statement of Operational Requirements (PSOR), sustainment strategy, performance metrics, and Industrial and Technological Benefits (ITB); and
- c) Allow interested suppliers to pose their ideas, questions, and concerns.

1.4 This RFI is neither a call for tender nor a Request for Proposal (RFP). No agreement or contract will be entered into based on this RFI. The issuance of this RFI is not to be considered in any way a commitment by the Government of Canada, nor as authority to potential respondents to undertake any work that could be charged to Canada. This RFI is not to be considered as a commitment to issue a subsequent solicitation or award contract(s) for the work described herein.

1.5 Although the information collected may be provided as commercial-in-confidence (and, if identified as such, will be treated accordingly by Canada), Canada may use the information to assist in refining performance specifications (which are subject to change), and drafting a preliminary RFP.

1.6 Respondents are encouraged to identify, in the information they share with Canada, any information that they feel is proprietary, third party or personal information. Canada may be obligated by law (e.g. in response to a request under the Access of Information and Privacy Act) to disclose proprietary or commercially-sensitive information concerning a respondent. For more information, please see <http://laws-lois.justice.gc.ca/eng/acts/a-1/>.

1.7 Respondents are asked to identify if their response, or any part of their response, is subject to the Controlled Goods Regulations (<https://laws-lois.justice.gc.ca/eng/regulations/SOR-2001-32/>).



1.8 Participation in this RFI is encouraged, but is not mandatory. There will be no short-listing of potential suppliers for the purposes of undertaking any future work as a result of this RFI. Similarly, participation in this RFI is not a condition or prerequisite for the participation in any potential subsequent solicitation.

1.9 Respondents will not be reimbursed for any cost incurred by participating in this RFI. Responses to this RFI will not be returned to Respondents.

1.10 Responses will not be formally evaluated. However, the responses received may be used by Canada to develop or modify the procurement approach. Canada will review all responses received by the RFI closing date. Canada may, at its discretion, review responses received after the RFI closing date.

1.11 A review team composed of representatives of DND, CAF, PSPC and Innovation, Science and Economic Development (ISED) Canada will review the responses. Canada reserves the right to hire any independent consultant, or use any GC resources that it considers necessary to review any response. Not all members of the review team will necessarily review all responses.

1.12 The RFI closing date published herein is not the deadline for comments or input. Comments and input will be accepted any time up to the time when/if a follow-on solicitation is published.

2.0 Background Information

2.1 The current fleet of heavy tow trucks was designed in the 1980s and entered service in 1992 to recover light, medium, and heavy trucks. The heavy tow trucks were life-extended between 2006 and 2010 and will reach the end of their service life in 2019. A CAF transition is underway which will see the introduction of larger, heavier trucks than in the past that are built to accommodate the weight of better armour protection systems while maintaining or improving mobility and payload capacity, particularly using intermodal bulk cargo containers such as standard sea containers. The current heavy tow trucks are too small to support these new larger heavier trucks and their associated bulk cargo containers, and they also lack the capacity for adequate add-on-armour without a significant reduction in payload and mobility.

2.2 During the initial industry engagement, single platform solutions were considered preferable, although options remained open for a multi-variant fleet. After receiving costing feedback from industry, it was apparent that a single variant option would be unaffordable. In order to deliver the capability in the quantities required, it was determined that two platforms would be required. The capability difference in the variants was determined to be the lifting and cross-loading of intermodal International Organization for Standardization (ISO) containers.

2.3 This RFI is one step of the Industry engagement process. The intent, following receipt of RFI responses from Industry, is to use the feedback to develop a draft RFP.

3.0 Potential Work Scope and Constraints

3.1 As a result of further project maturity and successful navigation through the Defence Procurement Strategy (DPS) milestones, the preliminary requirements have been refined and the sustainment and procurement strategies have been developed and approved.



3.2 The sustainment strategy was approved as a balanced task-based approach that delineates between Department of National Defence (DND) assets and commercial services in order to achieve the desired levels of operational availability and reliability. A single in-service support contract will be proposed in the draft RFP in order to address all commercial sustainment tasks.

3.3 The introduction of Key Industrial Capabilities (KICs) ensures that defence procurements can better drive innovation, exports and the growth of firms through the Industrial and Technological Benefits (ITB) Policy.

4.0 Legislation, Trade Agreements, and Government Policies

4.1 The following is indicative of some of the legislation, trade agreements and government policies that could impact any follow-on solicitation(s):

- a) This project is exempt from trade agreements as the National Security Exemption (NSE) has been invoked;
- b) Defence Production Act will apply;
- c) Treasury Board Policy on Government Security will apply;
- d) Defence Procurement Strategy (DPS) will apply;
- e) Controlled Goods Program (CGP) will apply;
- f) Industrial and Technical Benefits (ITB) may apply; and
- g) Federal Contractors Program for Employment Equity (FCP-EE) may apply.

4.2 The above is not an exhaustive list.

5.0 Schedule

5.1 In providing responses, the following schedule should be utilized as a baseline:

- a) Publish Draft RFP – Summer 2019;
- b) Publish RFP – Summer 2020;
- c) Bid Evaluation – Fall 2020;
- d) Contract Award – Fiscal Year (FY) 2021/22;
- e) Initial Operational Capability (IOC) – FY 2024/25;
- f) Full Operational Capability (FOC) – FY 2026/27; and



- g) Project Close – FY 2027/28.

6.0 Industry Day and One-On-One Sessions

6.1 Potential Respondents are invited to participate in the industry day and one-on-one sessions by completing and submitting Annex E – Industry Day and One-On-One Session Registration Form.

- a) Registration Deadline: March 11, 2019 at 2:00 PM, Eastern Daylight Time (EDT)
- b) Industry Day: March 18, 2019 (1:00 PM – 4:00 PM)
- c) Industry Day Location: Ottawa/Gatineau
- d) One-on-One Sessions:
- March 19, 2019
 - March 20, 2019
 - March 21, 2019
 - March 22, 2019 (time as required)
- e) One-on-One Sessions Location: Ottawa/Gatineau

6.2 The Contracting Authority will directly communicate with the interested suppliers, on or before March 13, 2019, who will have submitted a duly completed Annex E by the Registration Deadline in order to provide the status of their requests and/or the exact location for the Industry Day and/or the exact date, time and location for the one-on-one sessions.

6.3 The number of seats for the Industry Day will not be limited.

6.4 The number of one-on-one sessions will not be limited. The duration of one-on-one sessions will depend on the number of suppliers and will be approximately 45 minutes.

6.5 Each one-on-one session will involve representatives of Canada, a fairness monitor and one supplier at a time.

6.6 Any new information provided by Canada during one-on-one sessions will be posted on the Government Electronic Tendering System (GETS) for all suppliers.

7.0 Response Preparation Instructions

7.1 This RFI is aimed at engaging industry to refine the CAF requirements and support concepts. Respondents are encouraged to be innovative in their proposed method(s) of capability delivery and support options.

7.2 To facilitate the review of responses to this RFI, Respondents are strongly encouraged to follow the response format described below and to provide requested information if available. As well, Respondents may include any additional information they believe to be relevant to the Project.



7.3 Response Format and Content

- a) Executive Summary: Respondents are requested to provide a high level description of their ERC solution and their experience with manufacturing and/or sustaining such a capability;
- b) Respondents are requested to respond to the questions in the following Annexes:
 - i. Annex A –Preliminary Statement of Operational Requirements (PSOR) Update and Questions;
 - ii. Annex B – Sustainment Requirements Update and Questions;
 - iii. Annex C – Proposed Performance Metrics Questions; and
 - iv. Annex D – Industrial and Technological Benefits (ITB) Update and Questions;
- c) Provide the earliest date the Respondent can deliver the first vehicle following a contract award and a schedule for follow on deliveries including any production/delivery constraints; and
- d) A point of contact for the Respondent should be included in the package.

8.0 Enquires and Submission of Responses

8.1 All enquiries and other communications related to this RFI and associated Industry Engagement activities must be directed exclusively to the PSPC Contracting Authority, using the ERC e-mail address below. Since this is not a bid solicitation, Canada will not necessarily respond to enquiries in writing or by circulating answers to all Respondents.

8.2 Respondents are requested to submit their responses by e-mail, or through a web portal, to the PSPC Contracting Authority, using the ERC e-mail address below:

tpsgc.padgamdCRA-apdmpbERC.pwgsc@tpsgc-pwgsc.gc.ca

8.3 Alternatively, Respondents may submit their responses (in 4 paper copies or on 4 CDs/DVDs to the PSPC Contracting Authority below:

Shaila Singh
Public Services and Procurement Canada
11 Laurier Street, Gatineau, QC K1A 0S5
Place du Portage, Phase III, 6C1



9.0 Changes to the RFI and the Closing Date

9.1 Changes to this RFI may occur and will be advertised on the Government Electronic Tendering System (GETS). Canada asks Respondents to visit www.buyandsell.gc.ca regularly to check for changes, if any.

9.2 Responses to this RFI are to be submitted to the PSPC Contracting Authority identified above, on or before the time and date indicated on the cover page of the RFI document.

10.0 Clarification of Responses

10.1 Canada may, in its discretion, contact any Respondents at any time to clarify any aspect of a response.

11.0 Fairness Monitor

11.1 Canada has engaged the services of an organization to act as an independent third party Fairness Monitor (FM) for the ERC procurement process. The role of the FM is to provide an attestation of assurance on the fairness, openness, and transparency of the monitored activities.

11.2 The Fairness Monitor's duties will include, but will not be limited to:

- a) Observing the procurement process;
- b) Providing feedback to Canada on fairness issues; and
- c) Attesting to the fairness of the procurement process.

11.3 For the purpose of carrying out its Fairness Monitor related obligations, the Fairness Monitor will be granted access to industry responses and related correspondence received by Canada pursuant to this RFI and may act as an observer at the subsequent follow-up activities.

11.4 The Fairness Monitor engaged for this procurement is RFP Solutions Inc.

PRELIMINARY STATEMENT OF OPERATIONAL
REQUIREMENTS (PSOR) UPDATE AND QUESTIONS

1. As a result of continued refinement of the Enhanced Recovery Capability (ERC) Project requirements and the valuable feedback provided by industry in response to the ERC Project Request for Information (RFI) W8476-175567/A, changes to the requirements presented in the Preliminary Operational Requirements are being considered. Below are the requirements where notable changes have been made and the ERC Project is seeking industry feedback to assist in further defining the project requirements. The remainder of the requirements presented in RFI W8476-175567/A are unchanged.

2. Updates to the Automotive and Chassis System Requirements are presented below. The second column is provided to assist with cross referencing to the respective requirement as presented in W8476-175567/A.

Ser	Reference to W8476-175567/A	Criteria	Requirement	Notes
1	Appendix 1 to Annex A, Paragraph 4.2, Serial 1.	Cruising Speed	90 km/h	Capable of maintaining 90 km/h on a flat paved road while conducting direct flat towing at maximum Gross Combined Weight.
2	Appendix 1 to Annex A, Paragraph 4.2, Serial 2.	Maximum Speed	Essential: 90 km/h Desirable: 100 km/h	Capable of a maximum speed of 90 km/h on a flat paved road at Gross Vehicle Weight.
3	Appendix 1 to Annex A, Paragraph 4.2, Serial 4.	Speed on Grade	Essential: 70 km/h on 2% grade. Desirable: 80 km/h on 2% grade.	Able to maintain 70 km/h on a paved 2% grade for a distance of not less than 1,500 m at Gross Vehicle Weight.
4	Appendix 1 to Annex A, Paragraph 4.2, Serial 10.	Turning Circle	21.5 m	A turning radius no greater than 21.5 m (wall to wall).
5	Appendix 1 to Annex A, Paragraph 4.2, Serial 12.	Angle of Approach	35 degrees	The angle of approach shall not be less than 35 degrees.
6	Appendix 1 to Annex A, Paragraph 4.2, Serial 13.	Angle of Departure	25 degrees	The angle of departure shall not be less than 25 degrees.
7	Appendix 1 to Annex A, Paragraph 4.2, Serial 21.	Wheels and Tires Type	Essential: The ERC vehicle wheels must be split rim and must be military pattern tires. Desirable: A two piece bolt together split rim wheel.	The tires must be a military specific design tire. A two piece bolt together split rim wheel is preferred over a three piece split rim with locking ring.

Ser	Reference to W8476-175567/A	Criteria	Requirement	Notes
8	Appendix 1 to Annex A, Paragraph 4.2, Serial 22.	Wheel and Tire Interchangeability	Desirable: All wheels and tires interchangeable.	Wheels and tires should be interchangeable from one side to the other and front to rear.
9	Appendix 1 to Annex A, Paragraph 4.2, Serial 36.	Vehicle Battery Location	Easily accessible	Vehicle battery location shall be easily accessible for maintenance and replacement.
10	Appendix 1 to Annex A, Paragraph 4.2, Serial 40.	Transportability	Essential: MIL-STD 209 minus lifting provisions. Desirable: MIL-STD 209 including lifting provisions.	Must have provisions, minus lifting points, for transport by air, sea, rail, and road in accordance with MIL-STD 209. Lifting provisions are desirable. Transportable by commercial pattern and in-service military prime movers.
11	Appendix 1 to Annex A, Paragraph 4.2, Serial 56.	Rear Observation System	Essential: Rear camera with 170 degrees field of view in all light conditions. Desirable: Variable field of view controlled from the cab. Desirable: Multiple cameras to observe reversing, operation of the lift tow system and operation of the recovery boom. Desirable: Provide forward view in all light levels.	A camera system shall be incorporated into the vehicle allowing the driver and passenger a minimum of a 170 degree field of view behind the vehicle in all light conditions. It is desirable that the camera system be controlled from the cab allowing the narrowing of field of view and be equipped with a zoom function to aid the crew in positioning of the vehicle for hook ups. It is desirable that the camera system be comprised of more than one camera with the cameras being placed to observe reversing; the operation of the lift tow system; and use of the recovery boom. It is desirable that the camera system also provide a forward view that assists the drive in low light conditions.

Ser	Reference to W8476-175567/A	Criteria	Requirement	Notes
12	Appendix 1 to Annex A, Paragraph 4.2, Serial 61.	Cab Windows	Essential: Non-armoured cab door windows must open a minimum of 40 percent of the window viewing area. Desirable: Non-armoured cab door windows should have fully opening windows.	The non-armoured cab must have door windows that can be opened a minimum of 40 percent of the window viewing area.

3. Updates to the Winch System Requirements are presented below. The second column is provided to assist with cross referencing to the respective requirement as presented in W8476-175567/A.

Ser	Reference to W8476-175567/A	Criteria	Requirement	Notes
1	Appendix 1 to Annex A, Paragraph 4.3, Serial 3.	Main Drag Winch Force and Velocity	Desirable: Constant pull, constant velocity throughout length of rope in use.	It is desirable that the pulling force and rope speed remain constant regardless of the length of winch rope deployed.
2	Appendix 1 to Annex A, Paragraph 4.3, Serial 4.	Main Drag Winch Speed	Variable between zero and a minimum of 20 m per minute.	Able to winch in and out at a variable speed between zero and a minimum of 20 m per minute.
3	Appendix 1 to Annex A, Paragraph 4.3, Serial 7.	Main Winch Auxiliary Assist	Variable between zero and a minimum of 20 m per minute.	Able to winch in and out at a variable speed between zero and a minimum of 20 m per minute.

4. Updates to the Lifting / Controlled Righting System (LCRS) Requirements are presented below. The second column is provided to assist with cross referencing to the respective requirement as presented in W8476-175567/A.

Ser	Reference to W8476-175567/A	Criteria	Requirement	Notes
1	Appendix 1 to Annex A, Paragraph 4.4, Serial 4.	Hoist Line Reach	50 m	Must have a hoist line reach of 50 m from the boom sheave to the boom lifting hook when fully paid out.
2	Appendix 1 to Annex A, Paragraph 4.4, Serial 5.	Hoist Line Speed	14 m per minute	Must have a maximum hoist line speed of 14 m per minute or greater.

Ser	Reference to W8476-175567/A	Criteria	Requirement	Notes
3	Appendix 1 to Annex A, Paragraph 4.4, Serial 13.	Manual Control	Essential: Manual controls to place recovery systems in the stowed position. Desirable: Full control from a safe position that allows full view of all operations.	In the event of a remote control failure, it is essential to have manual controls in order to place the recovery systems into the stowed position. In the event of a remote control failure it is desirable that the recovery systems have full system manual controls. The manual controls must be located so that an operator can safely operate all recovery system functions with clear view of the recovery operations.

5. Updates to the Geographic, Environmental and Climatic Operating Conditions Requirements are presented below. The second column is provided to assist with cross referencing to the respective requirement as presented in W8476-175567/A.

Ser	Reference to W8476-175567/A	Criteria	Requirement	Notes
1	Appendix 1 to Annex A, Paragraph 4.7, Serial 1.	Climatic Conditions	Essential: STANAG 2895 A1 to partial C2 (condition A1 (49°C) through partial C2 (to minus 40°C) Desirable: STANAG 2895 A1 to C2 (conditions A1 (49°C) through C2 (minus 46°C))	Performance requirements must be met in climates detailed in STANAG 2895, (conditions A1 (49°C) through partial C2 (minus 40°C) inclusive (hot, dry, to cold)). Under such conditions, the ERC shall support the maximum gross loads, including attachments and supporting equipment, while maintaining its stability, structural integrity, and operational capability. It is desirable that performance requirements can be met in the entire range of A1 (49°C) through C2 (minus 46°C).
2	Appendix 1 to Annex A, Paragraph 4.7, Serial 2.	Cold Start	Essential: Minus 40°C without external assistance. Desirable: Minus 46°C without external assistance.	Must have cold start capability down to minus 40°C without external-to-vehicle assistance. Desirable down to minus 46°C.
3	Appendix 1 to Annex A, Paragraph 4.7, Serial 3.	Cab Heating and Ventilation	Defrost in maximum of 30 minutes.	The cab heating and ventilation system must include a windshield defrost system and air vents which direct air towards the operator's feet and upper torso. The system must defrost the front and side windows in a maximum of 30 minutes after start-up at STANAG 2895 C2 condition down to minus 40°C.

6. Updates to the Cab and Human Factors Requirements are presented below. The second column is provided to assist with cross referencing to the respective requirement as presented in W8476-175567/A.

Ser	Reference to W8476-175567/A	Criteria	Requirement	Notes
1	Appendix 1 to Annex A, Paragraph 4.8, Serial 1.	Cab Seating	Driver plus two passengers	Must have seating for the driver and two passengers wearing full fighting order.
2	Appendix 1 to Annex A, Paragraph 4.8, Serial 2.	Personal Equipment Stowage	Personal equipment stowage for driver and two passengers.	Must have protected stowage inside the cab for the driver's and two passenger's personal equipment.

Canadian Road Safety Regulation Weight and Dimension Standards

7. Unless the roads are federally owned in Canada, the provinces and territories have their weight and dimension standards that may differ from one province to another. Generally most of the provinces have the same weights and dimension limits.

8. There is a Memorandum of Understanding (MOU) that all provinces agreed, under national agreement, to comply with a set of national weight and dimensions. In some cases provinces have retained higher limits in regulation.

Dimensions Limits

9. All provinces have the same vehicle dimension regulation (except Yukon and Northwest Territories) hence the value from the provinces shown below will be the required regulation for the dimensions limit.

Vehicle Length (m)	Vehicle Width (m)	Vehicle Height (m)
12.5	2.6	4.15

Weight Limit Charts

10. The front axle must be at least 23% of the Vehicle Gross Weight (VGW) at all time.

11. The weight limits in all provinces are based on axle weight and how these axles are configured in any of the variants. The following table provides the different limits for the different provinces however the MOU value is the maximum allowable weight limit.

Weight Limits in Kg

Axle Loads	MOU	British Columbia	Alberta	Saskatchewan Manitoba	Ontario	Quebec	Maritimes Provinces	Yukon	Northwest Territories
Steering Axle-Trucks	7,250	9,100	7,300	7,250	9,000	7,250	8,000	9,000	7,300
Tandem - 1.2 m spread	17,000	*	*	*	18,000	18,000	18,000	16,800	17,000
Tandem - 1.8 m spread	17,000	*	*	*	19,100	18,000	18,000	19,100	17,000

Axle Loads	MOU	British Columbia	Alberta	Saskatchewan Manitoba	Ontario	Quebec	Maritimes Provinces	Yukon	Northwest Territories
Tridem - 2.4 m spread	21,000	24,000	*	*	21,300	*	*	21,300	*
Tridem -3.0 m spread	23,000	24,000	24,000	*	*	24,000	24,000	22,400	*
Tridem -3.7 m spread	24,000	*	*	*	25,500	26,000	26,000	24,400	*

Legend: * = Same as MOU

Canadian Federal and Provincial Road Regulations can be found at: Link(s).

https://www.ontario.ca/laws/regulation/050413?_ga=2.143625974.294645128.1547733866-1809303914.1523620352

https://www.todaystrucking.com/wp-content/uploads/legacy/files/legacy_images/CanadianSizeWeightVWD.pdf

12. Consideration is being given to defining the lifting requirements for the LCRS differently from what was published as part of RFI W8476-175567, Appendix 1 to Annex A, Paragraph 4.4. Instead of separately specifying the lifting, boom extension, lifting height, and lifting capacity with outriggers requirements, the project is considering defining the lifting requirements for the LCRS in a more holistic manner related to moving an intermodal container from one side of the ERC to the other. The following is the proposed requirement: *The boom extension, lifting height and capacity with outriggers fully deployed must be sufficient to lift and move a 17,000 kg, 20 foot intermodal container from all ISO capable CAF vehicles from one side of the ERC and place the intermodal container onto all ISO capable CAF vehicles on the opposite side of the ERC while maintaining sufficient distance between the ERC and intermodal container to ensure no damage to the ERC vehicle.* The ERC project is seeking feedback on this adjusted approach.

13. Given the operational requirements for the ERC, it is acknowledged that there may be challenges complying with Canadian Federal and Provincial road regulations. In order to assist the ERC project with refining this requirement, the following information is requested for each vehicle being proposed to fulfill the requirements of the ERC project.

14. Questions	
a.	What vehicle(s) is/are being proposed?
b.	What is the tire size used?
c.	What is the load per individual axles when the vehicle is at its specified Curb Weight as defined in SAE J254 (the weight of a vehicle in operational status, with all standard and commonly installed equipment and the gas tank filled to capacity)?
d.	What is the load per individual axles when the vehicle is at its specified Gross Vehicle Weight as defined in SAE J1451 (the value specified by the manufacturer as the maximum loaded weight of a single vehicle including all equipment, fuel, body, payload, driver, etc.)?
e.	What are the vehicle dimensions (height, width and length)?

SUSTAINMENT REQUIREMENTS UPDATE AND QUESTIONS

1. As a result of further development of the Sustainment Business Case Analysis (SBCA), a requirement as part of the Defence Procurement Strategy (DPS), an initial sustainment strategy for the Enhanced Recovery Capability (ERC) Project has been approved. The SBCA process has provided refinement to the sustainment requirements presented in Appendix 1 to Annex B of the Enhanced Recovery Capability (ERC) Project Request for Information (RFI) W8476-175567/A.

2. Below is a preliminary breakdown of services that would be requested to be performed by the contractor. The ERC Project is requesting feedback on the ability for industry to provide the services listed below:

- a. Repair.
 - i. Preventative Maintenance: inspections, servicing, retrofit, preservation, restrictions (recalls or safety concerns), and preparation.
 - ii. Corrective Maintenance: diagnosis, repair, rebuild, and overhaul.
 - iii. Modifications.
 - iv. Non-Routine Inspections.
- b. Repair Parts Management: management of critical assemblies, scaling (forecasting, quantity, deployable kits, and mid-life spares), stocking/warehousing, tracking of repair parts, initial provisioning, procurement (reclamation, robbing, cannibalization, and salvage), storage directives, non-serviceable parts maintenance (turnaround time of less than 90 calendar days), distributions (domestic and international handover points), and disposal.
- c. Technical Training: driver trainer, operator training, maintenance training, and competency training.
- d. Equipment Inventory Management: acquisition, fleet management, configuration management, mid-life upgrade, obsolescence management, and disposal.
- e. Technical Information Management: Integrated Electronic Technical Manual (IETM), Interactive Spare Parts List (SPL), Logistic Support Analysis Record (LSAR), owner/location, configuration, reliability, availability, and maintenance histories.
- f. Technical Investigations and Engineering Support (TIES): technical investigations, engineering support, technical advice, and engineering change process.

3. Given the potential variant differences and geographical dispersion, it is acknowledged that there may be challenges with respect to several of the requested services as listed above. In order to assist the ERC project with refining the in-service support contract, the following information on Integrated Logistic Support (ILS) services is requested in order to fulfill the requirements of the ERC project.

4. Questions	
a.	How would you assess the maturity of the LSAR on the proposed solution?
b.	Does the LSAR include the completed assembly, including all major sub-components?
c.	Does the LSAR contain a Level of Repair Analysis (LORA) for original equipment and sub-contracted equipment?
d.	What is generally the most significant criteria, for the proposed solution, to determine the economic level of repair analysis (ELORA)?
e.	Does the proposed solution have an obsolescence management strategy in place and does it include all major sub-components, other integrated equipment, and supplied spare parts?
f.	What is the frequency or intervals in which the obsolescence management strategy is updated?
g.	Does the proposed solution have a Warranty Support Plan and is this plan extended to all major sub-components, other integrated equipment, and supplied spare parts?
h.	Does the proposed solution have a Training Program Plan for Initial Cadre Training (ICT) for both drivers, operators, and repair personnel?
i.	Is training and technical documentation available to be provide in both official languages of Canada (French and English)?
j.	In what formats is training currently available (ie; virtual, web based, on site, or contractor facility)?
k.	Does the proposed solution include any parts and equipment which could be considered controlled technology or controlled goods? What precautions are in place in order to monitor and protect these items?
l.	Does provisioning documentation include a long lead time items list (LLTIL), to include all non-first party equipment and parts?
m.	Is the proposed solution compliant with Allied Quality Assurance Publication (AQAP) 2110 NATO Quality Assurance Requirements for Design, Development and production or a similar standard?
n.	How does the maintenance task analysis (MTA) of the proposed solution connect to the training program, operator skill level assessment, and repair maintenance levels?

PROPOSED PERFORMANCE METRICS

1. Some key considerations for the performance management framework structure were lessened learned from current in-service CAF vehicles, the effect on personnel to collect and management metric data, and CAF/DND influence of the outcomes.
2. The use of both financial and non-financial rewards and remedies has been determined, in order to balance between rewards and remedies and avoid “double stacking” multiple rewards and remedies relating to a single outcome or metric.
3. The recommendation for the performance management framework structure is to identify and limit Strategic Performance Measurements (SPMs), Key Performance Indicators (KPIs), and System Health Indicators (SHIs) in order to drive performance in terms of availability, reliability, responsiveness or behaviour of the contractor, and cost.
4. The following performance metrics and measurement frequencies were determined based on the key considerations and initial option analysis outcomes. The below list is an initial list and is subject to refinement and change.
 - a. SHIs would be monitored on a monthly basis in order to provide metrics for the requirement to initiate additional work requests or internally generate solutions.
 - i. Operational Availability (Serviceability Rate)
 - ii. Mean Maintenance Hours per Kilometer (MMH/km)
 - iii. Mean Maintenance Hours per Hour (MMH/hr)
 - b. KPIs would be monitored on an annual basis for annual monetary incentives.
 - i. Mean Kilometers between Critical Failure (MKBCF)
 - ii. Mean Hours Between Critical Failure (MHBCF)
 - c. SPMs would be monitored on annual basis for contract year incentives.
 - i. Obsolescence Management
 - ii. Repair Parts Availability
 - iii. Repair and Overhaul (R&O) Turn-Around Time
5. It is acknowledged that there may be challenges with respect to several of the suggested performance metrics as listed above. In order to assist the ERC project with refining the in-service support contract, industry feedback is requested on the viability of the performance metrics listed above, as well as other suggestions.

6.	Questions
a.	Are there any concerns with the proposed metrics above?
b.	Does the proposed solution have the ability to measure the above metrics?
c.	Are there any other proposed metrics currently used in the implementation of the solution?
d.	Does the proposed solution have a Health and Usage Monitoring System?

INDUSTRIAL AND TECHNOLOGICAL BENEFITS (ITB) UPDATE AND QUESTIONS

Application of the Industrial and Technological Benefits (ITB) Policy

1. The Industrial and Technological Benefits (ITB) Policy may be applied on the Enhanced Recovery Capability (ERC) contract. Engagement with industry through the Request for Information (RFI) will help determine the application of the ITB Policy and how Canada could leverage opportunities for economic benefit through this procurement.

The ITB Policy including Value Proposition

2. The ITB Policy is a powerful investment attraction tool and companies awarded defence procurement contracts are required to undertake business activities in Canada equal to the value of the contract. The ITB Policy encourages companies to establish or grow their presence in Canada, strengthen Canada's supply chains, and develop Canadian industrial capabilities.

3. The goal of the ITB Policy is to support the long-term sustainability and growth of Canada's defence sector, including small and medium-sized enterprises in all regions of the country, to enhance innovation through R&D in Canada, to support skills development and training, and to increase the export potential of Canadian-based firms. The ITB Policy includes the Value Proposition (VP), which requires bidders to compete on the basis of the economic benefits to Canada associated with its bid. Winning bidders are selected on the basis of price, technical merit and their VP. VP commitments made by the winning bidder become contractual obligations in the ensuing contract.

4. For more information about the ITB Policy, please visit www.canada.ca/itb.

Key Industrial Capabilities

5. To maximize the economic impact that can be leveraged through the VP, Canada will look to use the ITB Policy to motivate defence contractors to invest in [Key Industrial Capabilities](#) (KICs). KICs align with Canada's defence policy, *Strong, Secure, Engaged*, and the *Innovation and Skills Plan* by supporting the development of skills and fostering innovation in Canada's defence sector. The KICs represent areas of emerging technology with the potential for rapid growth and significant opportunities, established capabilities where Canada is globally competitive, and areas where domestic capacity is essential to national security.

6. Based on initial analysis of the ERC project, this procurement encompasses the KICs of Armour, Ground Vehicle Solutions, and In-Service-Support, where Canada has world leading capabilities. Canada will be seeking to motivate high value economic opportunities and partnerships to support the growth of Canada's defence sector, as well as enhance supply chain participation and skills development opportunities for Canadian industry.

7. The definitions for the relevant KICs for this project are:

- a. **Armour.** Metal, ceramic, composite, or other material solutions used for both vehicle and individual soldier protection. This includes both the development and manufacture of underlying materials, and the design and manufacture of armour solutions for specific military, security, and law enforcement applications;
- b. **Ground Vehicle Solutions.** Design, engineering, advanced manufacturing, integration, and testing of sophisticated combat and combat support vehicles; and
- c. **In-Service Support.** This represents a set of capabilities needed to operate and sustain a range of military platforms and systems operating in all domains across their lifespans. In this

context, the phrase "operate and sustain" includes a wide array of activities, including maintenance, repair and overhaul; diagnostic, prognostic and health management; spares and supply chain management; configuration management; system and software modification and upgrade for both capability enhancement and life extension; and overall product support integration (PSI).

Questions

Defence Sector

8. The ITB Policy seeks to promote economic development and long-term sustainment of Canadian businesses engaged in the manufacturing and delivery of products and services used in government defence and security applications.
9. Based on the high level mandatory requirements proposed by the Department of National Defence, describe what Direct Work activities your company would foresee undertaking in Canada for the production and the maintenance of the ERC fleet?
 - a. What percentage of the Direct Work could be completed in Canada in the KICs identified above?

Supplier Development

10. The ITB Policy seeks to improve the competitiveness of Canadian industry by encouraging Canadian industrial participation and the scaling up of Canadian companies including small and medium-sized businesses (SMB).
11. The ITB Policy requires that at least 15 percent of the contractor's ITB obligation (equal to the value of the contract) be represented by work with Canadian SMB with less than 250 employees. To what extent can you commit to a SMB requirement of over 15 percent in order to nurture the development of Canadian SMB within the defence sector (includes both direct work on this procurement and work in other business areas)?
12. As a result of the ERC project, please indicate what new supply chain opportunities could be made available to Canadian suppliers. Which opportunities can you foresee that could be specifically targeted at Canadian SMBs? Please include in your response information on:
 - a. Which activities should be perceived as providing the highest value to Canada and why?
 - b. Supplier development opportunities that could be performed in the KICs identified above. For the opportunities identified, please specify the Direct and Indirect activities that could be performed with SMBs.

Skills Development and Training

13. The ITB Policy fosters the development and sustainment of a diverse, talented, and innovative Canadian workforce through access to training, education, opportunities and programs.
14. What types of Skills Development and Training investments would produce the maximum benefit for Canadians (defence or commercial sector)?
 - a. Examples:
 - i. Work integrated learning programs (e.g., co-operative education; work placements);

- ii. Apprenticeship programs;
 - iii. A new or existing skills development program at or through a post-secondary institution; and
 - iv. Support for security certifications (e.g.: Top Secret, ITAR) or cybersecurity compliance certifications for Canadian companies, especially small and medium-sized businesses.
- b. What Skills Development and Training opportunities are available in the KICs identified above?

Research and Development (R&D)

15. The ITB Policy promotes scientific investigation that explores the development of new goods and services, new inputs into production, new methods of producing goods and services, or new ways of operating and managing organizations.

16. Is there potential to develop research consortia or centres of excellence in partnership with Canadian post-secondary or publicly-funded research institutions, and if so, what research areas might your company pursue, particularly in the KICs identified above?

- a. If not, what other research or development partnerships could be formed to support technology development in the KICs identified above or in other areas?

17. What should the minimum R&D requirement be (as a percentage of anticipated bid price) in order to motivate bidders to invest in high-value, innovation within Canada?

- a. Please identify to what extent R&D investments could be performed in KICs identified above?

Export

18. The ITB Policy promotes the ability of Canadian companies, including SMBs, to successfully tap into export markets, thereby increasing their productivity, and competitiveness in the global market.

19. Please describe any export opportunities from Canada directly related to this procurement.

- a. To what extent do export opportunities exist in the KICs identified above?

20. Is it feasible to secure sufficient intellectual property rights and an exclusive global product mandate to export from your Canadian-based operations, including subsidiaries and supply chain partners?

21. Please describe any high value export opportunities from Canada related to broader defence sector, whether commercial or defence, which could be leveraged as a result of this procurement.

Other questions

22. Are there other relevant KICs which align with the work to be conducted for the ERC project? If yes, please indicate which KICs should be considered and why. As part of your response, please describe how the proposed KICs would enhance the opportunities that could be leveraged through the Value Proposition for Canadian industry.

23. Comparatively to price and technical merit, Value Proposition typically has a weight of 10% of the overall bid evaluation. What is your view on the weighting of the Value Proposition for the ERC project?

24. Within the Value Proposition, what are your recommended minimum percentages of weighting for each of the Value Proposition pillars (i.e. Defence Sector, Supplier Development, Skills and Training, R&D, and Exports)?

INDUSTRY DAY AND ONE-ON-ONE SESSION REGISTRATION FORM

Registration Deadline: March 11, 2019 at 2:00 PM, Eastern Daylight Time (EDT)

ERC E-mail Address: tpsgc.padgamdCRA-apdmpbERC.pwgsc@tpsgc-pwgsc.gc.ca

SECTION A: CORPORATE INFORMATION

(Please include legal corporate name, corporate address, as well as a telephone number and e-mail address for any future correspondence)

Name of Business:

Business Address:

Point of Contact Name:

Point of Contact Job title:

Telephone Number of the Contact:

E-mail Address of the Contact*:

* This e-mail address will be used by Contracting Authority to send confirmation of registration. You may provide a supplementary e-mail address who would also receive the confirmation and correspondence related to the Industry Day and one-on-one session.

SECTION B: INDUSTRY DAY AND ONE-ON-ONE SESSION ATTENDANCE

Our purpose/objective for the Industry Day and/or One-on-One Session is to:

Name and title of each representatives from your company who will be attending the Industry Day and/or One-On-One Session:

Industry Day: Yes No

- 1.
- 2.

(you may add more rows)*

One-on-one session: Yes No

- 1.
- 2.

(you may add more rows)*

***Note: Attendance for these events may be limited.**

LOGISTIC NOTES

The following applies to both Industry Day and One-On-One Sessions:

- Supplier representatives will be required to attend onsite. Videoconference and teleconference will not be available.
- Please arrive 15 minutes early to register and/or obtain your visitor passes at the reception area.

The following applies to One-On-One Sessions only:

- Please email any presentation documents in advance to the PSPC Contracting Authority or bring them on a USB.
- The Government of Canada will provide a computer and display device for the meeting room for displaying presentation material, should any participants require it.
- Canada will not provide Internet access.