



**RETURN BIDS TO:**

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**SOLICITATION AMENDMENT  
MODIFICATION DE L'INVITATION**

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

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

**Comments - Commentaires**

**Vendor/Firm Name and Address**

Raison sociale et adresse du fournisseur/de l'entrepreneur

**Issuing Office - Bureau de distribution**

Armoured Vehicles Support/Soutien des véhicules blindés  
11 Laurier St./11, rue Laurier  
Place du Portage Phase III 6C1  
Gatineau  
Québec  
K1A 0S5

<b>Title - Sujet</b> RFI - ENHANCED RECOVERY CAPABILITY	
<b>Solicitation No. - N° de l'invitation</b> W8476-175567/C	<b>Amendment No. - N° modif.</b> 003
<b>Client Reference No. - N° de référence du client</b> W8476-175567	<b>Date</b> 2019-04-18
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$SBL-316-27219	
<b>File No. - N° de dossier</b> 316bl.W8476-175567	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2019-04-29</b>	
<b>Time Zone</b> Fuseau horaire Eastern Daylight Saving Time EDT	
<b>F.O.B. - F.A.B.</b> Specified Herein - Précisé dans les présentes	
<b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input type="checkbox"/> <b>Other-Autre:</b> <input checked="" type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Singh, Shailla	<b>Buyer Id - Id de l'acheteur</b> 316bl
<b>Telephone No. - N° de téléphone</b> (819) 921-3988 ( )	<b>FAX No. - N° de FAX</b> ( ) -
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>	

**Instructions: See Herein**

**Instructions: Voir aux présentes**

<b>Delivery Required - Livraison exigée</b>	<b>Delivery Offered - Livraison proposée</b>
<b>Vendor/Firm Name and Address</b> Raison sociale et adresse du fournisseur/de l'entrepreneur	
<b>Telephone No. - N° de téléphone</b> <b>Facsimile No. - N° de télécopieur</b>	
<b>Name and title of person authorized to sign on behalf of Vendor/Firm (type or print)</b> <b>Nom et titre de la personne autorisée à signer au nom du fournisseur/de l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b>	
<b>Signature</b>	<b>Date</b>

No.	Question	Answer	Category
1	Could Canada provide details on the budget for the Enhanced Recovery Capability (ERC) Project?	The ERC has been fully costed and has received departmental Chief Financial Officer attestation that the project is achievable given the allocated budget. ERC will be submitted for the Minister of National Defence MND approval. Once approved, the budget for the project will be specified. In the meantime, the Defence Capability Blueprint provides a budget range in which the project falls into.	Project Management and Contractual
2	Has the project determined a cost-proportion between variants A and B?	No. Canada leaves it to the industry to propose a solution that will meet all ERC requirements within the allocated budget.	Project Management and Contractual
3	Can industry expect additional orders of ERC vehicles beyond the current scope of the project?	The budget allocated for ERC is fixed. Canada cannot comment on additional orders of ERC vehicles beyond the scope of the project at this time.	Project Management and Contractual
4	Is it Canada's expectation that variants A and B be delivered by a single bidder?	Yes. The approved procurement strategy for ERC will be a competitive process where potential suppliers will bid on a single RFP which will result in two separate contracts awarded to a single winning supplier; an acquisition contract, which will include the delivery of both ERC vehicles (variants A and B), and an in-service contract to support for the ERC fleet during its in-service life.	Project Management and Contractual
5	Can the ERC fleet be procured through a supply arrangement?	No, the ERC fleet be cannot be procured through a supply arrangement.	Project Management and Contractual
6			

No.	Question	Answer	Category
7	Does Canada intend to initiate an Invitation to Qualify process (ITQ)?	Canada may or may not initiate an ITQ.	Project Management and Contractual
8	Will Canada visit potential ERC suppliers before the RFP is published?	Canada has not made a decision on this subject and other means of industry engagement are being considered. Should Canada decide to conduct visits at potential suppliers, Canada will provide official notice through the website <a href="http://buyandsell.gc.ca">buyandsell.gc.ca</a> .	Project Management and Contractual
9	What is the anticipated ratio between the number of mandatory and desirable requirements?	Most ERC requirements will be mandatory and some will be desirable. The draft RFP will provide a clearer picture in that regard.	Project Management and Contractual
10	What is the maturity of the draft RFP, and is there a plan on how its release will occur?	Canada will likely issue the draft RFP in parts to allow for earlier industry feedback and engagement. At this time, it is anticipated that all parts of the draft RFP will be issued by summer 2019.	Project Management and Contractual
11	Will there be much changing from draft RFP to final RFP?	It is Canada's intent to communicate openly with industry and consider its feedback as requirements are defined. Canada's aim is to keep the industry updated as much as possible on the ERC requirements up to when the final RFP will be released.	Project Management and Contractual
12	What is the level of activity or engagement required by industry on the draft RFP? How is industry to provide feedback on the draft RFP?	Industry engagement between Canada and the industry is managed by PSPC using the website <a href="http://buyandsell.gc.ca">buyandsell.gc.ca</a> .	Project Management and Contractual
13	Is the PSOR still applicable, or has it been superseded by later documentation?	The PSOR still exists and is applicable. However, changes have since been made and are highlighted in the RFI and the presentation. Industry must read and be aware of all documentation on the website <a href="http://buyandsell.gc.ca">buyandsell.gc.ca</a> to ensure they have the most current, relevant information and instructions with regards to the ERC project.	Project Management and Contractual

No.	Question	Answer	Category
14	Why does Canada envision the ERC requirements filled with two variants?	The main driving factor behind this decision is cost. Based on the costing information received from industry during the ERC RFI in 2017, it is clear for Canada that the cost of a single-variant fleet capable of meeting all ERC requirements would exceed the allocated budget. The percentage split between variants was determined by considering doctrinal sustainment factors, as well as domestic and deployed operational considerations.	Project Management and Contractual
15	Will Canada consider the maturity of the proposed ERC solutions during bid evaluation?	Canada considers the maturity of proposed ERC solutions to be an important factor. Industry is welcomed to propose appropriate methods to evaluate the maturity of proposed ERC solutions. Canada will provide more details on bid evaluation with the draft RFP.	Bid Evaluation
16	Will Canada require variants A and B to be physically tested during bid evaluation?	Canada will provide more details on bid evaluation with the draft RFP.	Bid Evaluation
17	Could Canada give additional details on the differences and respective expectations of variants A and B?	<p>The main distinction between the variants is as follows:</p> <ul style="list-style-type: none"> <li>- Variant A must be able to fulfill the entire spectrum of the ERC recovery tasks with the exception of the task of lifting and cross-loading a 16.5 tons sea container, while retaining a MHC capability.</li> <li>- Variant B must be able to fulfill the entire spectrum of the ERC recovery tasks, including the task of lifting and cross-loading a 16.5 tons sea container.</li> </ul> <p>Canada leaves it to the industry to propose the optimal variant configurations to meet all the ERC requirements. The draft RFP will contain the technical requirements for each variant.</p>	Recovery Requirements

No.	Question	Answer	Category
18	In the ERC project director presentation, there is a reference to a material handling crane with an unspecified capability. What is the desired capability?	Canada leaves it to the industry to propose a solution that meets all the ERC requirements. This capability could be a smaller rotating boom, a material handling crane or any other capability that would surpass the current MHC used with the HLVW wrecker.	Recovery Requirements
19	Is it Canada's expectation that the requirement to lift and cross-load a 16.5 tons sea container be met by at least 25% of the ERC fleet?	Yes.	Recovery Requirements
20	Is it Canada's expectation that the boom or crane capable of meeting the requirement to lift and cross-load a 16.5 tonne sea container be used only for that purpose?	No. Canada requires that the boom also performs the other recovery tasks specified in the Preliminary Statement of Requirements.	Recovery Requirements
21	Will Canada provide recovery scenarios?	Yes, with the draft RFP.	Recovery Requirements
22	Can Canada provide technical information on the vehicles ERC will have to support?	Yes. This information will be provided in the draft RFP.	Recovery Requirements
23	Could Canada elaborate its expectations as to when to use an A-frame or the lift towing system?	Based on the wide range of CAF wheeled vehicles ERC will have to support, Canada's expectation is that towing operations will primarily consist of underlift. A-frames will only be used for heavier and rolling casualties that cannot support the axle loading involved with underlift towing.	Recovery Requirements
24	Which vehicles will the ERC be expected to recover?	As per the PSOR, the ERC must be able to extract, tow and backload all CAF wheeled vehicles. Canada will provide technical details on all the CAF wheeled vehicles supported by ERC in the draft RFP.	Recovery Requirements
25	Could Canada elaborate on the requirement to have a constant pull main drag winch?	This requirement is desirable and only applicable to the main drag winch. It allows ERC operators to take advantage of the main drag winch maximum pull force at any deployed length of the wire rope.	Recovery Requirements

No.	Question	Answer	Category
26	Could Canada define the extrication recovery task?	A recovery task that consists of winching a casualty vehicle from a mired condition to hard ground where it can drive under its own power or be towed, by means of equipment mounted on the recovery vehicle, and using the recovery vehicle as a land anchor to counteract the pulling forces and effects generated during the extrication operation.	Recovery Requirements
27	Could Canada define the controlled righting recovery task?	A recovery task that consists of pivoting a casualty vehicle around its axis, by means of equipment mounted on the recovery vehicle, by precisely controlling all movements to return a casualty vehicle back on its wheels from an overturned position, including the rate of descent of the casualty vehicle when its center of gravity passes the rotation point, and to minimize collateral damages to the casualty vehicle and the environment.	Recovery Requirements
28	Does Canada expect the ERC fleet to extricate CAF tracked vehicles?	As per the PSOR, ERC must be able to recover all wheeled vehicles in the CAF. Although in service there could be a situation where an ERC vehicle could extricate a tracked vehicle, this situation is not part of the ERC requirements.	Recovery Requirements
29	Is it Canada's expectation that both variants be able to perform winching in-line with and/or perpendicular to the ERC vehicle longitudinal axis?	Yes. Canada will publish recovery scenarios that will provide additional clarifications on ERC recovery requirements.	Recovery Requirements
30	In order to meet the cab survivability requirements, does Canada have a preference between a removable armoured cab or removable add-on armour?	Canada does not have a preference and leaves it with the industry to propose a solution that meets the survivability requirements. In addition, when not in use, armour systems must be packaged for storage in accordance with packaging details that will be specified in the draft RFP.	Armour Systems
31	Will there be a time requirement for the installation of the armoured cab or add-on armour?	Not at this time. Industry feedback is welcomed on this aspect.	Armour Systems

No.	Question	Answer	Category
32	What is the armour cab percentage distribution?	The entire ERC fleet, both variants A & B must be able to accept armour to meet the survivability requirements. At any given time, the ERC fleet must have enough armour system to outfit approximately 10% of the ERC fleet. This requirement will be further defined in the draft RFP.	Armour Systems
33	Is the requirement to seat three soldiers in the ERC mandatory?	Yes. Canada leaves it to the industry to propose a solution that meets this requirement as well as all related human factors requirements.	Vehicle Systems Requirements
34	Does the ERC variant have to meet provincial and federal road axle load limits?	Canada's intent is to comply with federal and provincial axle load limits. That being said, Canada understands that given the requirements ERC will have to meet, the proposed solutions will most likely exceed axle load limits. Feedback is welcomed from the industry to specify the order of magnitude of axle load excess.	Vehicle Systems Requirements
35	Will Canada maintain the requirement for ERC to have a turning radius of 21.5 m?	Canada will consider the feedback received by the industry to review this requirement.	Vehicle Systems Requirements
36	Could Canada clarify the requirement of having 23% of Gross Vehicle Weight applied on the steering axle(s) at all time?	This is a provincial requirement from the Ministry of Transportation of Ontario. Canada's intent is to comply with federal and provincial road regulations. That being said, Canada understands that given the requirements ERC will have to meet, the proposed solutions may not comply with federal and provincial regulations. Feedback is welcomed from the industry to specify the order of magnitude of deviation.	Vehicle Systems Requirements
37	Could Canada clarify if the 4.15m maximum height requirement is applicable to the ERC fleet only or does it refer to the casualty as it is being towed?	The height requirement is applicable to both unladen ERC variants only.	Vehicle Systems Requirements

No.	Question	Answer	Category
38	Is Canada considering a maximum tire loading requirement for the ERC project?	No, not at this time. To clarify, the loads associated with meeting all ERC requirements must not exceed the load ratings specified by the component manufacturer.	Vehicle Systems Requirements
39	Does Canada intend to have engine emissions requirements for the ERC fleet?	Yes. Engine emissions-related requirements will be outlined in the draft RFP.	Vehicle Systems Requirements
40	Could Canada specify if the climatic conditions performance requirement applies to the entire ERC system, including the crane/boom?	This requirement applies to the entire ERC system.	Vehicle Systems Requirements
41	Does Canada have a preference on the expected chassis configuration (10x10, 8x8 or 6x6)?	No. Canada leaves it to the industry to provide a solution that meets all the ERC requirements.	Vehicle Systems Requirements
42	Does Canada have a requirement for a driver's vision enhancer (DVE) for the ERC?	Yes. Additional details will be provided in the draft RFP.	Vehicle Systems Requirements
43	Will Canada equip the ERC fleet with communications equipment?	Yes. All ERC vehicles must be fitted to receive communications equipment. Additional details will be provided in the draft RFP.	Vehicle Systems Requirements
44	Could Canada confirm if the following requirement from the PSOR is mandatory: <i>"Climb and descend, with intermediate stops, a 60% slope in a controlled manner, at full payload."</i>	At this time, Canada considers this requirement as mandatory. Industry feedback on this requirement is welcomed and will be considered by Canada as the ERC requirements are being further defined.	Vehicle Systems Requirements
45	Could Canada confirm the parking brake performance requirement on a graded slope for the ERC fleet?	As per the PSOR, the requirement is as follows: <i>The parking brake shall hold the vehicle at maximum rated payload, less towed load, on a 30% grade facing up or down the grade.</i> Industry feedback on this aspect is welcomed.	Vehicle Systems Requirements



No.	Question	Answer	Category
46	Could Canada confirm if stowed equipment inside the cab needs to be locked as well?	Stowed equipment inside the cab does not need to be locked. Canada leaves it to the industry to propose a cab stowage solution for ERC that meets all requirements, including survivability requirements.	Vehicle Systems Requirements
47	Does the ERC fleet require blackout lighting?	As per the PSOR, the ERC fleet must have blackout lighting compliant with STANAG 4381. Additional details will be specified in the draft RFP.	Vehicle Systems Requirements
48	Will Canada require the ERC fleet to be coated with the Chemical Agent Resistant Coating (CARC)?	Yes.	Vehicle Systems Requirements
49	What sort of Cyber Security threats does Canada anticipate for ERC?	Canada is developing its approach with respect to cyber security and looking for industry feedback regarding its use of mitigating measures or standards. At this time, Canada will consider the feedback provided by the industry and may or may not create cyber-security related requirements for ERC.	Cyber Security
50	What is Canada's expectations in terms of commonality and how will it be measured?	Maximum commonality between variants A and B is a High Level Mandatory Requirement for ERC. Canada has not made a final decision on how it will measure commonality. That being said, it is Canada's expectation that commonality will include a comparison of the major assemblies and sub-assemblies of variants A and B (powertrain, steering, suspension, cab, etc.) rather than individual parts (seals, valves, filters, nuts and bolts, etc.). Canada welcomes feedback from the industry on how to evaluate commonality.	Integrated Logistics Support

No.	Question	Answer	Category
51	With regards to Canada's need for access to the Intellectual Property (IP), can this be satisfied by establishing an escrow agent who would hold the IP, and who would only release if certain legal clauses are fulfilled?	Canada will consider an escrow arrangement as a possible means to have access to IP. As this is an important aspect for the ERC project, Canada also welcomes and will consider other suggestions from the industry on other ways to access IP. Additional details will be available in the draft RFP.	Integrated Logistics Support
52	Could Canada provide additional details with regards to Interactive Electronic Technical Manuals (IETM) requirements for ERC?	IETM requirements will be further defined in the draft RFP.	Integrated Logistics Support
53	What performance metrics does Canada intend to use for the ERC project?	Please refer to annex C of RFI #W8476-175567/C, available on the website <a href="http://buyandsell.gc.ca">buyandsell.gc.ca</a> .	Integrated Logistics Support
54	What is Canada's expectation in terms of training for the ERC project?	Industry can expect ERC will have specific training requirements. Industry feedback is welcomed on this aspect. Additional details and clarifications will be available in the draft RFP.	Integrated Logistics Support
55	Has Canada determined the Value Proposition (VP) weighting factor for the ERC bid evaluation?	10% is typically the minimum weighting for the Value Proposition. The proposed Value Proposition weighting for ERC will be specified in the draft RFP.	Industrial and Technical Benefits
56	Will Canada add cyber security as a key industry capability (KIC) for the ERC project?	Canada will apply relevant KICs that can be best leveraged through the ERC project to maximize benefits for the Canadian economy. The KICs currently identified on the ERC project align with the objectives of the project; however, industry is invited to provide written feedback for Canada's consideration through the RFI that includes detailed explanation justifying the application of any other KICs, such as Cyber Resilience.	Industrial and Technical Benefits

No.	Question	Answer	Category
57	<p>What would give us a good idea of the ITB requirements for ERC?</p>	<p>The ITB Policy requires a company awarded a defence procurement contract to undertake business activities in Canada equal to the value of the contract.</p> <p>The Value Proposition is the weighted and rated element of a bidder's proposal. Requirements for the Value Proposition are developed based on market analysis, industry engagement and opportunities to leverage investments in Canada's Key Industrial Capabilities (KICs). KICs are also meant to provide industry with greater predictability on where to focus investments in preparation for upcoming procurements. Value Proposition requirements on upcoming procurements such as ERC will be used to support the growth of KICs. As the currently identified KICs - Armour, Ground Vehicle Solutions and In-service Support – are considered Leading Competencies and Critical Industrial Services, bidders could expect to see greater emphasis on the Value Proposition pillars of Defence Sector Work (includes Direct Work on ERC) and Supplier Development. Nonetheless, given differences between procurements, industry feedback and market analysis will continue to inform the structure of the Value Proposition on a procurement-by-procurement basis.</p> <p>For additional information on the ITB Policy, including Value Proposition and Key Industrial Capabilities, please see our website: <a href="http://canada.ca/itb">http://canada.ca/itb</a>.</p>	Industrial and Technical Benefits