



**RETURN BIDS TO:**

**RETOURNER LES SOUMISSIONS À:**

**Bid Receiving - PWGSC / Réception des soumissions**

**- TPSGC**

**11 Laurier St. / 11, rue Laurier**

**Place du Portage, Phase III**

**Core 0B2 / Noyau 0B2**

**Gatineau**

**Québec**

**K1A 0S5**

**Bid Fax: (819) 997-9776**

**Revision to a Request for a Standing Offer**

**Révision à une demande d'offre à commandes**

National Individual Standing Offer (NISO)

Offre à commandes individuelle nationale (OCIN)

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

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

**Comments - Commentaires**

Various RCMP Detachments

**Vendor/Firm Name and Address**

**Raison sociale et adresse du  
fournisseur/de l'entrepreneur**

**Issuing Office - Bureau de distribution**

Civilian Aircraft Division/Division des Avions Civils

Portage III 8C1 - 50

11 Laurier St./11 rue Laurier

Gatineau

Québec

K1A 0S5

<b>Title - Sujet</b> Remotely Piloted Aircraft System		
<b>Solicitation No. - N° de l'invitation</b> M7594-185423/C		<b>Date</b> 2019-08-20
<b>Client Reference No. - N° de référence du client</b> M7594-185423		<b>Amendment No. - N° modif.</b> 002
<b>File No. - N° de dossier</b> 011cag.M7594-185423	<b>CCC No./N° CCC - FMS No./N° VME</b>	
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$CAG-011-27419		
<b>Date of Original Request for Standing Offer</b> Date de la demande de l'offre à commandes originale		2019-08-02
<b>Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2019-09-18</b>		<b>Time Zone Fuseau horaire</b> Eastern Daylight Saving Time EDT
<b>Address Enquiries to: - Adresser toutes questions à:</b> Gratton, Isabelle		<b>Buyer Id - Id de l'acheteur</b> 011cag
<b>Telephone No. - N° de téléphone</b> (819) 420-5362 ( )		<b>FAX No. - N° de FAX</b> (819) 956-0355
<b>Delivery Required - Livraison exigée</b>		
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>		
<b>Security - Sécurité</b> This revision does not change the security requirements of the Offer. Cette révision ne change pas les besoins en matière de sécurité de la présente offre.		

**Instructions: See Herein**

**Instructions: Voir aux présentes**

<b>Acknowledgement copy required</b> <b>Accusé de réception requis</b>	<b>Yes - Oui</b> <input type="checkbox"/>	<b>No - Non</b> <input type="checkbox"/>
<b>The Offeror hereby acknowledges this revision to its Offer.</b> <b>Le proposant constate, par la présente, cette révision à son offre.</b>		
<b>Signature</b>	<b>Date</b>	
Name and title of person authorized to sign on behalf of offeror. (type or print) Nom et titre de la personne autorisée à signer au nom du proposant. (taper ou écrire en caractères d'imprimerie)		
<b>For the Minister - Pour le Ministre</b>		

Amendment 002 is raised:

- to answer questions from bidders with regard to this solicitation
- to amend mandatory criteria 3.4.6;
- to renumber paragraphs in the Statement of Work (SOW) in the English Request for Standing Offer (RFSO) only. The paragraphs in the French RFSO were numbered correctly; and
- to extend the closing date to 18 September 2019.

## PART A: QUESTIONS AND ANSWERS

1. **Question:** Section 3.2.9 indicates systems must be Ingress Protection rated at IP53. The RPAS we can supply is IP43 – would this still be acceptable?

**Answer:** Dust protection is a requirement for this equipment, so bids need to meet the IP53 rating.

2. *4.1.1.1 Mandatory Technical Criteria : Each proposed element of the bid will be reviewed to determine whether they meet the mandatory requirements of the bid solicitation. Bids that do not comply with each and every mandatory requirement will be considered non-responsive and be disqualified. The Mandatory evaluation criteria are described in Annex "H" Bid Evaluation Criteria.*

**Question:** Section 4.1.1.1 states that "each and every" requirement must be complied with, failing which the bid will be considered non-responsive. In the event of an unmet requirement, may candidates make an alternative proposal?

**Answer:** No. If a requirement is not met, no alternative proposal will be accepted. All mandatory requirements of bid solicitation must be met for the bid to be considered responsive, with no exceptions.

For example :

- a) *Criteria 3.3.1: The system's diagonal distance of the airframe (excluding propellers) must not exceed 90 cm.*

**Question:** What if the candidate proposed a system measuring 100 cm diagonally? This requirement is in no way necessary for the proper functioning of the system to carry out its mission. If the system meets the other criteria, but the diagonal distance is 10 cm over the limit, should the candidate be disqualified?

**Answer:** Yes, the offer would be rejected. The size limitations are for mobility and transportation purposes not aircraft performance. The sizes were determined by considering logistical factors involving transporting and deploying in emergency situations where we may not have a large vehicle or aircraft available and may need to transport and deploy in confined spaces.

- b) *Same as for criteria 3.3.2: The system's vertical height of the airframe must not exceed 40 cm.*

**Question:** If the drone is 45 cm tall, would we be eliminated?

**Answer:** Yes, the offer would be rejected. The size limitations are for mobility and transportation purposes not aircraft performance. The sizes were determined by considering logistical factors involving transporting and deploying in emergency situations where we may not have a large vehicle or aircraft available and may need to transport and deploy in confined spaces.

3. *Criteria 3.6.4 The controller or compatible viewing platform must be securely paired with the RPAS and secondary controller or compatible viewing platform.*

**Question:** A “secondary compatible viewing platform” is mentioned. Is there a main station and a secondary station for the video stream?

**Answer:** Yes, that is correct.

4. *Criteria 3.4.9: EO/IR cameras must be made available with minimum 640x512 pixels.*

**Question:** What is the desired optical lens for the IR camera? We are proposing a 35 mm optical lens, which performs better than 19 mm lenses because it enables surveillance from a greater distance. Are we allowed to provide the optical lens of our choice? In addition, is the IR camera intended to be a 9 Hz or 30 Hz model? A 30 Hz model is preferable as it provides higher video quality.

**Answer:** As long as the EO/IR camera meets the requirement of 640x512 pixel resolution, the choice of lens and Hz is the decision of the bidder.

5. *Criteria 3.4.3: Still image resolution must be minimum 16 Mega Pixels (MP).*

**Question:** As an alternative, could we propose a Full HD 1080p EO camera with 30x optical zoom and 12x digital zoom, but a photo resolution below 16 MP?

**Answer:** No, the still image resolution must be at least 16 Mega Pixels (MP).

6. *Criteria 3.4.6: Payload must be stabilized by at least 3 axis gimbal minimum.*

**Question:** How many degrees of freedom does the payload have? What are the “yaw” rotations of the payload? As an alternative, could we propose a PTZ sensor ball payload with two mechanical axes and three digital axes for stabilization?

**Answer:** The requirement is to ensure that the motion of the camera is stabilized in conditions where the unit is going up and down, left and right, and back and forth. As long as the camera has sufficient pan, tilt and roll stabilization it would meet this requirement. Further testing may be required to determine how sufficient the stabilization is if the technology is not a traditional three axis gimbal. As a result of this question, criteria 3.4.6 is modified to the following:

*“Payload must be stabilized by at least 3 axis gimbal minimum or an equivalent technology that provides at minimum the stabilization of a typical 3 axis gimbal and ensures that the motion of the camera is stabilized in conditions where the unit is going up and down, left and right and back and forth.”*

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## PART B: AMENDMENTS TO THE RFSO

### At 3.4.6 of Annex "A" Statement of Work

**DELETE:**

3.4.6 Payload must be stabilized by at least 3 axis gimbal minimum.

**INSERT:**

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### At Annex "A" Statement of Work

**DELETE:**

3.6 Charging System(s)

3.6.1 The charging station(s) for both batteries and controllers must be capable of both standard wall (120VAC) and vehicle (12VDC) charging methods.

3.6.2 Charging station must be capable of charging a minimum of two batteries at a time.

3.7 Flight Application

3.7.1 Real time battery status, flight telemetry, link signal status, GPS status and any fault information must be displayed by the application on the compatible viewing platform or controller for the pilot's information.

3.7.2 At minimum the software on the compatible viewing platform must have a low battery warning (RPAS and Controller), link strength indicator, loss of link warning, and a GPS status indicator.

3.8 User Manual

3.8.1 The Offeror must provide a user manual per RPAS in the form of a printed and electronic manual (one (1) copy each per RPAS) that instructs:

- 3.8.1.1 How to use the product
- 3.8.1.2 How to care for the product components
- 3.8.1.3 How to change batteries
- 3.8.1.4 Pre-flight Check Sheets and Emergency Procedures
- 3.8.1.5 Troubleshooting

3.8.2 If the system is upgraded during the standing offer period, the user manual must be updated accordingly, and new copies sent to the RCMP.

3.9 Standard Technical Support

3.9.1 The Offeror must provide at no cost Standard Technical Support, for the life cycle of the RPAS (six (6) years), by phone or email (with a live agent) during core business hours across Canada, Monday to Friday from 08:00 to 20:00 EST. The Offeror's personnel

must be qualified and able to respond to the client's enquiries, and, to the extent possible, be able to resolve user problems.

- 3.9.2 Replies to all support enquiries must be within 24 hours, however, if it falls outside the hours specified in 3.13.1, then next business day unless after hour/emergency support is requested by the client.
- 3.9.3 As part of the Standard Technical Support, the Offeror must send any software and firmware upgrades to the RCMP via e-mail (e-mail address will be provided at time of issuance of standing offer) as soon as they are released. If the software/firmware is unavailable in a timely manner, the RCMP must be notified what effects the software/firmware is being used to remedy.

**INSERT:**

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Solicitation No. - N° de l'invitation  
M7594-185423/C  
Client Ref. No. - N° de réf. du client  
M7594-185423

Amd. No. - N° de la modif.  
002  
File No. - N° du dossier  
011cag.M7594-185423

Buyer ID - Id de l'acheteur  
011cag  
CCC No./N° CCC - FMS No./N° VME

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**On page 1, under Solicitation Closes - L'invitation prend fin:**

**DELETE:**

Solicitation Closes - L'invitation prend fin  
at - à 02:00 PM  
on - le 2019-09-04

**INSERT:**

Solicitation Closes - L'invitation prend fin  
at - à 02:00 PM  
on - le 2019-09-18