



**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
Electronics, Simulators and Defence Systems Div.
/Division des systèmes électroniques et des systèmes de
simulation et de défense
11 Laurier St. / 11, rue Laurier
8C2, Place du Portage
Gatineau
Québec
K1A 0S5

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|---|--|
| Title - Sujet Remote Minehunting and Disposal Sys | |
| Solicitation No. - N° de l'invitation W8472-105270/B | Amendment No. - N° modif. 008 |
| Client Reference No. - N° de référence du client W8472-105270 | Date 2019-12-10 |
| GETS Reference No. - N° de référence de SEAG PW-\$\$QF-101-26162 | |
| File No. - N° de dossier 109qf.W8472-105270 | CCC No./N° CCC - FMS No./N° VME |
| Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2020-03-31 | 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: Brent Springs | Buyer Id - Id de l'acheteur 109qf |
| Telephone No. - N° de téléphone (819) 420-1733 () | FAX No. - N° de FAX (819) 956-5650 |
| Destination - of Goods, Services, and Construction: Destination - des biens, services et construction: | |

Instructions: See Herein

Instructions: Voir aux présentes

| | |
|--|--|
| Delivery Required - Livraison exigée | Delivery Offered - Livraison proposée |
| Vendor/Firm Name and Address Raison sociale et adresse du fournisseur/de l'entrepreneur | |
| Telephone No. - N° de téléphone Facsimile No. - N° de télécopieur | |
| 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 |

Innovation, Science and Economic Development Canada is seeking feedback to inform the development of an Industrial and Technological Benefits Value Proposition (VP) framework for the RMDS project. The attached presentation provides a series of questions for industry's consideration. The responses provided will help further refine the VP framework in preparation for the subsequent release of a draft Request for Proposals. Written responses are to be provided by no later than January 27, 2020 to brent.sprigings@tpsgc-pwgsc.gc.ca.

Remote Minehunting and Disposal System (RMDS) Project

Innovation, Science and Economic Development Canada (ISED)
Industry Engagement and Consultation for Draft RFP

December 2019



OUTLINE

1. Background
2. Objective
3. Value Proposition Pillars
4. Industry Feedback and Questions for Considerations
5. Next Steps
6. Key Contact Information

BACKGROUND



- Previous industry engagement provided ISED with **valuable insights** that assisted in development of the VP framework.
- The Government of Canada is **conducting further consultation with industry** to solicit feedback in refining the VP framework.
- The following slides are intended to solicit further feedback, prior to the release of the draft RFP, relating to Economic Benefits for both the **Acquisition** and **In-Service Support (ISS)** portion of the RMDS project.



OBJECTIVE

Through this draft VP framework, bidders will be encouraged to:

- Establish supply-chain partnerships with Canadian companies, including small and medium enterprises;
- Invest in research and development and skills development and training; and,
- Produce and export RMDs related technologies internationally from Canada.

The following KICs have been identified as relevant to RMDs:

- Emerging Technologies: **Remotely-piloted Systems and Autonomous Technologies;**
- Leading Competencies & Critical Industrial Services: **In-Service Support; and Sonar and Acoustic Systems.**

VALUE PROPOSITION PILLARS

Using market analysis and industry feedback, Canada has determined the following pillars and their respective weightings as follows:

| Pillar | Proposed Weighting | Weighting range |
|---------------------------------|--------------------|-----------------|
| Direct Work | Medium to High | 30 – 40% |
| Supplier Development | Low to Medium | 10 – 20% |
| Research and Development (R&D) | Medium to High | 30 – 40% |
| Exports | Low to Medium | 10 – 20% |
| Skills Development and Training | Low | 5 – 10% |

Questions for Feedback:

1. Which pillar has the most potential for economic benefit to Canada?
2. What notional weighting would you propose for each pillar to maximize investments in Canada?

QUESTIONS FOR CONSIDERATION DIRECT WORK



Objective: To maximize work directly related to RMDS in Canada by Canadians

Industry Feedback: There are areas of opportunity for direct work in Canada, more significantly in In-Service Support than Acquisition

Proposed Weighting: Medium to High

Through previous industry feedback and market analysis, Canada understands that a significant portion of the work could be conducted in Canada. We intend to capitalize on these opportunities through the Direct Work pillar. As such,

1. What would be an appropriate minimum mandatory threshold for this pillar?
2. Should the pillar contain prorated or point-rated scoring? What is your rationale?
3. The selected KICs for this procurement represent areas of emerging technology and leading capabilities in which Canada is a world leader. Is there a possibility to leverage KICs through indirect opportunities?

QUESTIONS FOR CONSIDERATION SUPPLIER DEVELOPMENT



Objective: To improve the competitiveness of the Canadian marine and defence sector by promoting increased productivity and long-term growth

Industry Feedback: Various opportunities for supplier development in the KIC areas and for SMBs to be incorporated into bidder supply chains for direct and indirect work

Proposed Weighting: Low to Medium

Recognizing Canada's intent to leverage economic benefits for Canadian suppliers (including small and medium businesses) in the marine and defence sector,

1. Should Canada implement a minimum mandatory threshold for work with Canadian suppliers on this pillar? What is your rationale?
2. Is there opportunity in this pillar to leverage commitments for SMBs above the 15% mandatory by awarding points?

QUESTIONS FOR CONSIDERATION R&D



Objective: To encourage collaboration that leads to strong and productive R&D partnerships with industry, academia and research centres in Canada

Industry Feedback: Extensive opportunity to invest in research and development through using in-house, industry and post-secondary partnerships through direct and indirect work

Proposed Weighting: Medium to High

Canada has determined that R&D is expected to make up a quarter of RMDS market activity for the next five years. Recognizing the need for continued innovation and Canada's intent to incentivize long-term investments in RMDS related technologies:

1. What would be an appropriate minimum mandatory threshold for this pillar?
2. Should this pillar be point-rated or prorated? What is your rationale?
3. Using the selected KICs for this project (Remotely Piloted Systems and Autonomous Technologies, Sonar and Acoustic Systems, In-Service Support) how can Canada incentivize long-term innovation?

QUESTIONS FOR CONSIDERATION EXPORTS



Objective: To promote the ability of Canadian companies to successfully pursue international market opportunities, thus supporting competitiveness and long-term sustainability

Industry Feedback: Some opportunity for exports directly related to the RMDS system elements (UMVs), possibility to introduce technological components that may have a downstream export potential

Proposed Weighting: Low to Medium

The RMDS solution and RMDS related technologies fall within a high growth international market in which Canadian companies can be a strong source of supply. As such,

1. What would be an appropriate minimum mandatory threshold for this pillar?
2. What target markets can you identify as having export potential for RMDS and RMDS related technologies?



QUESTIONS FOR CONSIDERATION SKILLS DEVELOPMENT AND TRAINING

Objective: To develop and sustain a diverse, talented and innovative Canadian workforce through in-house training, scholarship programs, internships and technology transfers

Industry Feedback: There are areas for skills development and training in a variety of sectors within the marine and defence industry

Proposed Weighting: Low

Recognizing Canada's intention to develop and sustain a high-value workforce in the marine and defence sector:

1. Should Canada implement a minimum mandatory threshold for skills development and training activities? What is your rationale?
2. Should this pillar be prorated or point-rated? What is your rationale?

NEXT STEPS

- All feedback will be considered in the **refinement of the VP framework** to leverage economic benefits from the RMDS procurement.
- For all questions and feedback, please contact: brent.sprigings@tpsgc-pwgsc.gc.ca
- For additional information on Key Industrial Capabilities (KICs), please visit: https://www.ic.gc.ca/eic/site/086.nsf/eng/h_00175.html



KEY CONTACT INFORMATION



For more information on the RMDS Value Proposition, please contact:

Brent.sprigings@tpsgc-pwgsc.gc.ca

For more information on the Regional Development Agencies, visit:

Atlantic Canada Opportunities Agency (ACOA) - <http://www.acoa-apec.gc.ca>

Richard Lincoln - richard.lincoln@canada.ca

Canada Economic Development for the Quebec Region (CED-Q) - <http://www.dec-qed.gc.ca>

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Federal Economic Development Agency for Southern Ontario (FedDev) -

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Canada