



RETURN BIDS TO:

RETOURNER LES SOUMISSIONS À:

Travaux publics et Services gouvernementaux
Canada

Place Bonaventure, portail Sud-Ouest

800, rue de La Gauchetière Ouest

7^e étage, suite 7300

Montréal

Québec

H5A 1L6

FAX pour soumissions: (514) 496-3822

REQUEST FOR PROPOSAL

DEMANDE DE PROPOSITION

**Proposal To: Public Works and Government
Services Canada**

We hereby offer to sell to Her Majesty the Queen in right of Canada, in accordance with the terms and conditions set out herein, referred to herein or attached hereto, the goods, services, and construction listed herein and on any attached sheets at the price(s) set out therefor.

**Proposition aux: Travaux Publics et Services
Gouvernementaux Canada**

Nous offrons par la présente de vendre à Sa Majesté la Reine du chef du Canada, aux conditions énoncées ou incluses par référence dans la présente et aux annexes ci-jointes, les biens, services et construction énumérés ici sur toute feuille ci-annexée, au(x) prix indiqué(s).

Comments - Commentaires

Vendor/Firm Name and Address

Raison sociale et adresse du

fournisseur/de l'entrepreneur

Issuing Office - Bureau de distribution

Travaux publics et Services gouvernementaux Canada

Place Bonaventure, portail Sud-Ouest

800, rue de La Gauchetière Ouest

7^e étage, suite 7300

Montréal

Québec

H5A 1L6

Title - Sujet Flying Wing Drone	
Solicitation No. - N° de l'invitation 01756-200667/A	Date 2020-01-06
Client Reference No. - N° de référence du client 01756-200667	
GETS Reference No. - N° de référence de SEAG PW-\$MTA-455-15591	
File No. - N° de dossier MTA-9-42239 (455)	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2020-01-28	Time Zone Fuseau horaire Heure Normale du l'Est HNE
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: Uribe, Rafael	Buyer Id - Id de l'acheteur mta455
Telephone No. - N° de téléphone (514) 754-9349 ()	FAX No. - N° de FAX (514) 496-3822
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction: MINISTERE DE L'AGRICULTURE ET DE L'AGROALIMENTAIRE 430 BOUL.GOUIN ST JEAN S'RICHELIEU Québec J3B3E6 Canada	

Instructions: See Herein

Instructions: Voir aux présentes

Delivery Required - Livraison exigée Voir Doc.	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

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PART 1 - GENERAL INFORMATION

1.1 Security Requirements

There is no security requirement applicable to the Request for proposal.

1.2 Requirement

The requirement is detailed under Annex « **A** ».

1.3 Trade Agreements

The requirement is subject to the provisions of the Canadian Free Trade Agreement (CFTA).

1.4 Debriefings

Bidders may request a debriefing on the results of the bid solicitation process. Bidders should make the request to the Contracting Authority within 15 working days from receipt of the results of the bid solicitation process. The debriefing may be in writing, by telephone or in person.

1.5 Canadian Content

Canadian Content Certification

This procurement is conditionally limited to Canadian goods.

Subject to the evaluation procedures contained in the bid solicitation, bidders acknowledge that only bids with a certification that the good(s) offered are Canadian goods, as defined in clause [A3050T](#), may be considered.

Failure to provide this certification completed with the bid will result in the good(s) offered being treated as non-Canadian goods.

The Bidder certifies that:

() the good(s) offered are Canadian goods as defined in paragraph 1 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, Example 2, of the Supply Manual.

"The requirement is subject to a preference for Canadian goods and services".

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1.6 epost Connect service

This bid solicitation allows bidders to use the epost Connect service provided by Canada Post Corporation to transmit their bid electronically. Bidders must refer to Part 2 entitled Bidder Instructions, and Part 3 entitled Bid Preparation Instructions, of the bid solicitation, for further information.

PART 2 - BIDDER INSTRUCTIONS

2.1 Standard Instructions, Clauses and Conditions

All instructions, clauses and conditions identified in the bid 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) (<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual>) issued by Public Works and Government Services Canada.

Bidders who submit a bid agree to be bound by the instructions, clauses and conditions of the bid solicitation and accept the clauses and conditions of the resulting contract.

The [2003](#) (2019-03-04) Standard Instructions - Goods or Services - Competitive Requirements, are incorporated by reference into and form part of the bid solicitation.

2.1.1 SACC Manual Clauses

[B1000T](#) (2014-06-26), Condition of Material – Bid

2.1.1.1 B3000T Equivalent Products

1. Products that are equivalent in form, fit, function and quality to the item(s) specified in the bid solicitation will be considered where the Bidder:
 - a. designates the brand name, model and/or part number of the substitute product;
 - b. states that the substitute product is fully interchangeable with the item specified;
 - c. provides complete specifications and descriptive literature for each substitute product;
 - d. provides compliance statements that include technical specifics showing the substitute product meets all mandatory performance criteria that are specified in the bid solicitation; and
 - e. clearly identifies those areas in the specifications and descriptive literature that support the substitute product's compliance with any mandatory performance criteria.
2. Products offered as equivalent in form, fit, function and quality will not be considered if:
 - a. the bid fails to provide all the information requested to allow the Contracting Authority to fully evaluate the equivalency of each substitute product; or

- b. the substitute product fails to meet or exceed the mandatory performance criteria specified in the bid solicitation for that item.
3. In conducting its evaluation of the bids, Canada may, but will have no obligation to, request bidders offering a substitute product to demonstrate, at the sole cost of bidders, that the substitute product is equivalent to the item specified in the bid solicitation.

2.1.2 Best Delivery Date – Bid *(To be completed by the Bidder)*

While delivery is requested by **2020-03-13**, the best delivery that could be offered is

_____.

2.2 Submission of Bids

Bids must be submitted only to Public Works and Government Services Canada (PWGSC) Bid Receiving Unit by the date, time and place indicated in the bid solicitation. Bidders must submit their offers to:

By mail or in person:

Public Works and Government Services Canada
Acquisitions Branch – Quebec Region
800, de la Gauchetière Ouest street, Sud-ouest portal, suite 7300
Montréal, Québec, H5A 1L6

For bidders choosing to submit using epost Connect (e-mail address to open a conversation)

TPSGC.RQReceptionSoumissions-QRSupplyTendersReception.PWGSC@tpsgc-pwgsc.gc.ca

Note: Bids will not be accepted if emailed directly to this email address. This email address is to be used to open an epost Connect conversation, as detailed in Standard Instructions **2003**, or to send bids through an epost Connect message if the bidder is using its own licensing agreement for epost Connect.

Facsimile number: (514) 496-3822

2.3 Enquiries - Bid Solicitation

All enquiries must be submitted in writing to the Contracting Authority no later than **7 calendar days** before the bid closing date. Enquiries received after that time may not be answered.

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Bidders should reference as accurately as possible the numbered item of the bid solicitation 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 question(s) or may request that the Bidder do so, so that the proprietary nature of the question(s) is eliminated, and the enquiry can be answered to all Bidders. Enquiries not submitted in a form that can be distributed to all Bidders may not be answered by Canada.

2.4 Applicable Laws

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

Bidders may, at their discretion, substitute the applicable laws of a Canadian province or territory of their choice without affecting the validity of their bid, by deleting the name of the Canadian province or territory specified and inserting the name of the Canadian province or territory of their choice. If no change is made, it acknowledges that the applicable laws specified are acceptable to the Bidders.

PART 3 - BID PREPARATION INSTRUCTIONS

3.1 Bid Preparation Instructions

- If the Bidder chooses to submit its bid electronically, Canada requests that the Bidder submits its bid in accordance with section 08 of the 2003 standard instructions. The epost Connect system has a limit of 1GB per single message posted and a limit of 20GB per conversation.

The bid must be gathered per section and separated as follows:

Section I: Technical Bid
Section II: Financial Bid
Section III: Certifications

- If the Bidder chooses to submit its bid in hard copies, Canada requests that the Bidder submits its bid in separately bound sections as follows:

Section I: Technical Bid (2 hard copies)

Section II: Financial Bid (1 hard copy)

Section III: Certifications (1 hard copy)

If there is a discrepancy between the wording of the soft copy on electronic media and the hard copy, the wording of the hard copy will have priority over the wording of the soft copy.

- If the Bidder is simultaneously providing copies of its bid using multiple acceptable delivery methods, and if there is a discrepancy between the wording of any of these copies and the electronic copy provided through epost Connect service, the wording of the electronic copy provided through epost Connect service will have priority over the wording of the other copies.

Prices must appear **in the financial bid only**. No prices must be indicated in any other section of the bid.

Canada requests that bidders follow the format instructions described below in the preparation of hard copy of their bid:

- (a) use 8.5 x 11 inch (216 mm x 279 mm) paper;
- (b) use a numbering system that corresponds to the bid solicitation.

In April 2006, Canada issued a policy directing federal departments and agencies to take the necessary steps to incorporate environmental considerations into the procurement process [Policy on Green Procurement](https://www.tbs-sct.gc.ca/pol/doc-eng.aspx?id=32573) (<https://www.tbs-sct.gc.ca/pol/doc-eng.aspx?id=32573>). To assist Canada in reaching its objectives, bidders should:

- 1) use 8.5 x 11 inch (216 mm x 279 mm) paper containing fibre certified as originating from a sustainably-managed forest and containing minimum 30% recycled content; and

- 2) use an environmentally-preferable format including black and white printing instead of colour printing, printing double sided/duplex, using staples or clips instead of cerlox, duotangs or binders.

Section I: Technical Bid

In their technical bid, Bidders should explain and demonstrate how they propose to meet the requirements and how they will carry out the Work.

Section II: Financial Bid

Bidders must submit their financial bid in accordance with the Basis of Payment.

3.1.1 Electronic Payment of Invoices – Bid

If you are willing to accept payment of invoices by Electronic Payment Instruments, complete Annex “D” Electronic Payment Instruments, to identify which ones are accepted.

If Annex “D” Electronic Payment Instruments is not completed, it will be considered as if Electronic Payment Instruments are not being accepted for payment of invoices.

Acceptance of Electronic Payment Instruments will not be considered as an evaluation criterion.

3.1.2 Exchange Rate Fluctuation

C3011T (2013-11-06), Exchange Rate Fluctuation

3.1.3 SACC Manual Clauses

Section III: Certifications

Bidders must submit the certifications and additional information required under Part 5.

PART 4 - EVALUATION PROCEDURES AND BASIS OF SELECTION

4.1 Evaluation Procedures

- (a) Bids will be assessed in accordance with the entire requirement of the bid solicitation including the technical and financial evaluation criteria.
- (b) An evaluation team composed of representatives of Canada will evaluate the bids.
- (c) The evaluation team will determine first if there are two or more bids with a valid Canadian Content certification. In that event, the evaluation process will be limited to the bids with the certification; otherwise, all bids will be evaluated. If some of the bids with a valid certification are declared non-responsive, or are withdrawn, and less than two responsive bids with a valid certification remain, the evaluation will continue among those bids with a valid certification. If all bids with a valid certification are subsequently declared non-responsive, or are withdrawn, then all the other bids received will be evaluated.

4.1.1 Technical Evaluation

4.1.1.1 Mandatory Technical Criteria

Every proposal must meet all technical criteria described in Annex "C". Technical evaluation will be based on the mandatory technical criteria to be demonstrated detailed in a grid at Annex "C".

Bidders must complete the Annex "C" and include it with their proposal. It is mandatory to provide technical/ descriptive documents and/or technical literature/notes, at the submission of your bid to allow the technical evaluation (**No internet link will be accepted**). Failure to comply will render your bid non-responsive.

Only the information included in the technical bid will be taken into consideration in the evaluation of the mandatory technical criteria to be demonstrated.

4.1.2 Financial Evaluation

Total price of the items A-B-C-D-E-F indicated in Annex "B"

4.1.2.1 Evaluation of Price - Canadian / Foreign Bidders

1. Bidders must submit firm prices, customs duties, excise taxes and Applicable Taxes excluded.
2. Unless the bid solicitation specifically requires bids to be submitted in Canadian currency, bids submitted in foreign currency will be converted to Canadian currency for evaluation purposes. The rate given by the Bank of Canada in effect on the bid solicitation closing date, or on another date specified in the bid solicitation, will be applied as a conversion factor to the bids submitted in foreign currency.

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3. Bidders must provide prices Delivered at Place (DAP) **Saint-Jean-sur-Richelieu**, Quebec (See Annex "A") according to Incoterms 2010 for shipments from a commercial contractor. Bids will be assessed on a DAP basis.

4.2 Basis of Selection

4.2.1 Basis of Selection - Mandatory Technical Criteria

A bid must comply with the requirements of the bid solicitation and meet all mandatory technical evaluation criteria to be declared responsive. The responsive bid with the lowest evaluated price will be recommended for award of a contract.

PART 5 – CERTIFICATIONS AND ADDITIONAL INFORMATION

Bidders must provide the required certifications and additional information to be awarded a contract.

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.

5.1 Certifications Required with the Bid

Bidders must submit the following duly completed certifications as part of their bid.

5.1.1 Integrity Provisions - Declaration of Convicted Offences

In accordance with the Integrity Provisions of the Standard Instructions, all bidders must provide with their bid, **if applicable**, the declaration form available on the [Forms for the Integrity Regime](http://www.tpsgc-pwgsc.gc.ca/ci-if/declaration-eng.html) website (<http://www.tpsgc-pwgsc.gc.ca/ci-if/declaration-eng.html>), to be given further consideration in the procurement process.

5.1.2 Additional Certifications Required with the Bid

5.1.2.1 Canadian Content Certification

5.1.2.1.1 SACC Manual clause [A3050T](#) (2018-12-06) Canadian Content Definition

5.2 Certifications Precedent to Contract Award and Additional Information

The certifications and additional information listed below should be submitted with the bid, but may be submitted afterwards. If any of these required certifications or additional information is not completed and submitted as requested, the Contracting Authority will inform the Bidder of a time frame within which to provide the information. Failure to provide the certifications or the additional information listed below within the time frame provided will render the bid non-responsive.

5.2.1 Integrity Provisions – Required Documentation (To be completed by bidder –See Annex “E”)

In accordance with the section titled Information to be provided when bidding, contracting or entering into a real property agreement of the [Ineligibility and Suspension Policy](http://www.tpsgc-pwgsc.gc.ca/ci-if/politique-policy-eng.html) (<http://www.tpsgc-pwgsc.gc.ca/ci-if/politique-policy-eng.html>), the Bidder must provide the required documentation, as applicable, to be given further consideration in the procurement process.

5.2.2 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 at the bottom of the page of the [Employment and Social Development Canada \(ESDC\) - Labour's](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.

5.2.3 Additional Certifications Precedent to Contract Award

5.2.3.1 Original Equipment Manufacturer

Any Bidder that is not the Original Equipment Manufacturer (OEM) for every item of hardware proposed as part of its bid is required to submit the OEM's certification regarding the Bidder's authority to provide and maintain the OEM's hardware, which must be signed by the OEM (not the Bidder). No Contract will be awarded to a Bidder who is not the OEM of the hardware it proposes to supply to Canada, unless the OEM certification has been provided to Canada.

PART 6 - RESULTING CONTRACT CLAUSES

The following clauses and conditions apply to and form part of any contract resulting from the bid solicitation.

6.1 Security Requirements

6.1.1 There is no security requirement applicable to the Contract.

6.2 Requirement

The Contractor must provide the items detailed under Annex « A », Requirement.

6.3 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.

6.3.1 General Conditions

[2010A](#) (2018-06-21), General Conditions - Goods (Medium Complexity), apply to and form part of the Contract.

6.4 Term of Contract

6.4.1 Period of the Contract

The period of the Contract is from date of Contract to _____ inclusive (The end date will be three months from the date of receipt of the deliverables. The date will be indicated when the contract is awarded).

6.4.2 Delivery Date

All the deliverables must be received on or before _____ (will be insert at contract award).

6.4.5 Delivery Points

Delivery of the requirement will be made to delivery point(s) specified at Annex "A" of the Contract.

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6.5 Authorities

6.5.1 Contracting Authority

The Contracting Authority for the Contract is:

Name: Rafael Uribe
Title: Procurement Agent
Public Works and Government Services Canada
Acquisitions Branch
800, de La Gauchetière ouest street, Suite 7300
Montréal (Quebec) H5A 1L6

Telephone: 514-212-7109
Facsimile: 514-496-3822
E-mail address: rafael.uribe@tpsgc-pwgsc.gc.ca

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.

6.5.2 Project Authority

The Project Authority for the Contract is: *(will be insert at contract award)*

Name: _____
Title: _____
Organization: _____
Address: _____

Telephone: ____ ____ ____
Facsimile: ____ ____ ____
E-mail address: _____

The Project Authority is the representative of the department or agency for whom the Work is being carried out under the Contract and is responsible for all matters concerning the technical content of the Work under the Contract. Technical matters may be discussed with the Project Authority, however the Project 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.

6.5.3 Contractor's Representative *(to be completed by the tenderer)*

Name: _____
Title: _____
Organization: _____
Address: _____

Telephone: ____ ____ ____
Facsimile: ____ ____ ____
E-mail address: _____

6.6 Payment

6.6.1 Basis of Payment - Firm Price, Firm Unit Price(s) or Firm Lot Price(s)

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 "B" for a cost of \$ _____* (*Will be insert at contract award*). Customs duties are *excluded* 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.

6.6.2 Multiple payments

SACC Manual Clauses H1001C (2008-05-12), *Multiple payments*

6.6.3 SACC Manual Clauses

C2000C (2007-11-30), Taxes – Foreign-based Contractor

6.6.4 Electronic Payment of Invoices – Contract (**Will be indicated at contract award**)

The Contractor accepts to be paid using any of the following Electronic Payment Instrument(s):

- a. Visa Acquisition Card;
- b. MasterCard Acquisition Card;
- c. Direct Deposit (Domestic and International);

6.7 Invoicing Instructions

1. The Contractor must submit invoices in accordance with the section entitled "Invoice Submission" of the general conditions. Invoices cannot be submitted until all work identified in the invoice is completed.
2. Invoices must be distributed as follows:
 - a. The original and one (1) copy must be forwarded to the address shown on page 1 of the Contract for certification and payment.
 - b. One (1) copy must be forwarded to the Contracting Authority identified under the section entitled "Authorities" of the Contract.

6.8 Certifications and Additional Information

6.8.1 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.

6.8.2 SACC Manual Clauses

A3060C (2008-05-12), Canadian Content Certification

6.9 Applicable Laws

The Contract must be interpreted and governed, and the relations between the parties determined, by the laws in force in _____ (*insert the name of the Canadian province or territory*).

6.10 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 general conditions 2010A (2018-06-21), General conditions: Goods (medium complexity);
- (c) Annex A, Requirement;
- (d) Annex B, Basis of payment;
- (e) the Contractor's bid dated _____ (*insert date of bid*) (*If the bid was clarified or amended, insert at the time of contract award: “, as clarified on _____” or “, as amended on _____” and insert date(s) of clarification(s) or amendment(s)*)

6.11 SACC Manual Clauses

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

A2001C (2006-06-16), Foreign Nationals (Foreign Contractor)

A9068C (2010-01-11), Government site regulations;

G1005C (2016-01-28), Insurance – No Specific Requirement;

ANNEX "A" REQUIREMENT

Low-Altitude Remote-Sensing Platform for Flying Wing Drone

1. Background

Agriculture et Agri-Food Canada—more specifically, the Saint-Jean-sur-Richelieu Research and Development Centre and its Precision Agriculture Research Platform (PARP)—wishes to procure a flying wing to round out its line of drones. The flying wing has three (3) components: the flying wing itself, the on-board cameras, and the control software. The flying wing (one of two types of drones on the market) allows the use of a large number of sensors, such as high-resolution cameras, multi-spectral cameras, a thermal imaging camera, a LiDAR sensor and a hyper-spectral sensor. The particular characteristic of a flying wing is that it can cover large areas (over 50 hectares) in a single flight, and with a single battery cycle, which makes possible to spatially characterize entire fields and cover an entire farm in a single mission. The data collected with this equipment will be used to detect weed-infested areas and crop stress patterns, and to characterize soils.

This requirement is divided into three (3) distinct sections: 1) The flying wing; 2) the available cameras that can be mounted on it; and 3) the mission control software.

2. Requirement

2.1. Flying wing

2.1.1. Minimum mandatory technical criteria

- 2.1.1.1. Device certified by Transport Canada; A technical committee will verify the list of devices recognized by Transport Canada
- 2.1.1.2. Weight of empty device (without payload): equal or under 4 kg;
- 2.1.1.3. Capable of covering over 50 ha in a single mission in rated conditions of 120 m AGL (above ground level);
- 2.1.1.4. Cameras mounted on drone must be interchangeable, for a variety of payloads, within few minutes and without the use of tools beforehand;
- 2.1.1.5. The flying wing must have the option of receiving RTK GPS or PPK geotagging
- 2.1.1.6. Must include battery charger and remote control and telemetry modules;
- 2.1.1.7. Minimum radio signal range of 3 km.
- 2.1.1.8. Manual or automatic vertical take-off launch;
- 2.1.1.9. For devices offering Safe linear belly landing, it must be able to be done in an obstacle-free corridor space of a maximum of 100 linear meters. For devices offering vertical landing, it must be able to do so in a safe space of up to 25 m²
- 2.1.1.10. Device stable (does not suffer too much from the effects of roll and pitch during flight) in adverse weather conditions (such as light rain or sudden drizzle and/or wind gusts of up to 25 km/h);
- 2.1.1.11. Device that uses Li-ion smart batteries or drone LiPo batteries

2.2. Two (2) interchangeable types de cameras (payloads) included

2.2.1. Minimum mandatory technical criteria

- 2.2.1.1. The manufacturer must offer one (1) very-high-resolution RGB sensor with the following characteristics:
 - 2.2.1.1.1. **Minimum** resolution of 20 MP
 - 2.2.1.1.2. Global shutter
 - 2.2.1.1.3. Ground sampling distance of <5 cm at a flight altitude of 120 m above ground level (AGL)

- 2.2.1.2. The manufacturer must also offer one (1) multispectral sensor-type “global shutter”, and this must be easily interchangeable in connection with criterion 2.1.1.4. The camera must have 5 spectral bands including the Blue (450-475 nm, bandwidth 20 nm), Green (550-560 nm, bandwidth 20 nm), Red (650-670 nm, bandwidth 10 nm) bands, Red-edge (715-725 nm, bandwidth 10 nm) and Near Infrared (800-850 nm, bandwidth 40 nm). The camera must include an integrated DLS module (Downwelling Light Sensor) with cables.

Note: These specifications have been determined based on the equipment we already have (MicaSense camera model RedEdge MX), which can be mounted on our rotary wing UAV. The objective is to ensure compatibility, redundancy and stability in our data.

2.3. Mission Control Software

2.3.1. Minimum mandatory technical criteria

- 2.3.1.1. Automated flight controller;
- 2.3.1.2. Flight and data management and planning software must be included;
- 2.3.1.3. Acquired data must be compatible with one of the following two types of image processing software: Pix4D or Correlator3D.

3. Delivery and installation

The drone must be delivered to the following address:

Agriculture and Agri-Food Canada
430 Gouin Boulevard
St-Jean-sur-Richelieu, QC
Canada J3B 3E6

4. Training

Training must be given in St-Jean-sur-Richelieu by a specialist for a minimum of 4 people. The training must include, without being limited to the following items: maintenance in the event of damage, installation of interchangeable cameras, operation of mission control software and flight parameters, safety rules, take-off and landing technique, and demonstration overflights. The date of the training will be agreed between the supplier and the project manager. A technical document and a complete user manual must be provided, ideally in French OR in English.

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File No. - N° du dossier
MTA-9-42239

Buyer ID - Id de l'acheteur
MTA455
CCC No./N° CCC - FMS No./N° VME

ANNEX "B" BASIS OF PAYMENT

Item	Description	Quantity	Unit Price*	Total*
A	Flying wing UAV including software suite, telemetry and battery charger According to points 2.1 and 2.3 of annex A	1		
B	RTK GPS signal OR PPK Geotagging GPS signal. According to point 2.1 of Annex A <u>Indicate GPS-type signal offered:</u> _____	1		
C	RGB sensor According to point 2.2.1 of annex A	1		
D	Multispectral sensor According to point 2.2.2 of Annex A	1		
E	Training According to point 4 of Annex A	1		
F	Transport and delivery costs	1		
Grand Total (A+B+C+D+E+F)				

***Applicable taxes not included**

**** Customs duties and other applicable taxes not included.**

If currency is other than CAD \$, please indicate: _____

ANNEX "C" MANDATORY TECHNICAL CRITERIA TO BE DEMONSTRATED

At bid closing time, it is mandatory to provide the technical / descriptive documents of the product that you are offering (eg. drawing, data sheet, sketch, etc.) or a description to allow the technical evaluation. Failure to comply will render your bid non responsive.

Canada will evaluate only the documentation provided with a bidder's bid. Canada will not evaluate information such as references to Web site addresses where additional information can be found, or technical manuals or brochures not submitted with the bid.

Item # According to Annex A	Description	Reference: please specify where can be found these criteria within your technical bid/descriptive documents and/or technical literature/notes
Flying Wing UAV		
2.1.1.3	Weight of the empty unit (without payload) equal to or less than 4 kg	
2.1.1.4	Possibility to cover more than 50 ha in a single mission in nominal conditions of 120 m AGL (above ground level)	
2.1.1.6	The flying wing must be able to offer the option of receiving a GPS RTK or PPK Geotagging signal	
2.1.1.7	Should include battery charger as well as remote control and telemetry modules	
2.1.1.8	Radio signal range of at least 3 km	
2.1.1.9	Manual launch OR automatic launch with vertical takeoff	
2.1.1.12	Use of Li-Ion Smart-Type Batteries OR LiPo drone Batteries-Type	
Interchangeable cameras		
2.2.1.1	Main RGB camera with the following features:	
	• Minimum resolution of 20 MP	
	• Global shutter	
	• Pixel size on the ground (Ground Sampling Distance) of <5 cm at a flight altitude of 120 m AGL	

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2.2.1.2	Global Shutter Multispectral Camera	
	Integrated DLS module with cable	
	5 narrow and distinct bands which must include these part of the spectrum:	
	<ul style="list-style-type: none"> • Blue (Centered between 450 and 475 nm bandwidth = 20 nm) 	
	<ul style="list-style-type: none"> • Green (Centered between 550 et 560 nm bandwidth = 20 nm) 	
	<ul style="list-style-type: none"> • Red (Centered between 650 et 670 nm bandwidth = 10 nm) 	
	<ul style="list-style-type: none"> • Red-Edge (Centered between 715 et 725 nm bandwidth = 10 nm) 	
	<ul style="list-style-type: none"> • NIR (Centered between 800 et 850 bandwidth = 40 nm) 	
Mission Control Software suite		
2.3.1.1	Automated Flight Control	
2.3.1.2	Flight planning and management software must be included	
2.3.1.3	Compatibility with the following two image processing software: Pix4d OR SimActive Correlator 3D	

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Annex "D" ELECTRONIC PAYMENT INSTRUMENTS

The Bidder accepts any of the following Electronic Payment Instrument(s):

- () VISA Acquisition Card;
- () MasterCard Acquisition Card;
- () Direct Deposit (Domestic and International);

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ANNEX “E” COMPLETE LIST OF COMPANY BOARD OF DIRECTORS

NOTE TO BIDDERS

WRITE ALL DIRECTOR’S SURNAMES AND GIVEN NAMES IN BLOCK LETTERS

PROCUREMENT - BUSINESS NUMBER (PBN): _____