

**AREA DETECTION AND IDENTIFICATION SYSTEM (ADIS)  
PROJECT**

**Industrial and Technological Benefits (ITB) and Value  
Proposition**

**Evaluation Plan**

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**1. INTRODUCTION**

- 1.1. The purpose of the Industrial and Technological Benefits (ITB) Evaluation Plan is to describe the methodology that will be used to evaluate the ITB Proposal submitted by the Bidder.
- 1.2. As part of its bid submission, the Bidder must submit an ITB Proposal at bid closing.
- 1.3. The ITB Proposal will be deemed responsive by the ITB Authority if it:
  - 1.3.1. Meets the ITB mandatory requirements outlined in Section 2; and,
  - 1.3.2. Meets the ITB minimum assessment values outlined in Section 3.
- 1.4. Failure to meet the requirements in Sections 1.3.1 and 1.3.2, and the requirements of the Compliance Assessment Report detailed at Article 4.2.3 of the Request for Proposal, will result in the Proposal being deemed non-responsive and the Proposal will be given no further consideration.
- 1.5. All responsive Proposals will then be evaluated based on rated criteria, as outlined in Section 4 of this Evaluation Plan.
- 1.6. The results of the evaluation will be conveyed to the Contracting Authority. The results will then be integrated into the overall bid evaluation results, as outlined in Section 4.3 of Volume 1 of the Area Detection and Identification System (ADIS) project’s (the Project) Evaluation Plan.
- 1.7. The Bidder is strongly encouraged to closely review the entire ITB Bidder Instructions document and ITB Terms and Conditions.
- 1.8. Defined terms not otherwise defined in this document have the meaning given to them in the ITB Terms and Conditions and the Request for Proposal, including appendices, to which this ITB Evaluation Plan is attached.

**2. ITB MANDATORY REQUIREMENTS**

- 2.1. The chart below details each ITB mandatory requirement and how the ITB Authority will assess whether it has been met. The ITB Proposal will be assessed as responsive or not responsive. To be considered responsive, all mandatory requirements must be met.

**Table 2-1, ADIS Mandatory Requirements Evaluation Chart**

ITB Mandatory Requirements	Method to Confirm
1. Commits to achieve not less than one hundred percent (100%) of the Contract Price in CCV as Transactions, or the total value of all Commitments in the Contractor’s Proposal, whichever is higher.	ITB mandatory requirements certificate is duly signed and submitted.
2. Commits to achieve not less than ten percent (10%) of the Acquisition Contract Price and forty percent (40%) of the In-Service Support Contract Price in CCV as Direct Transactions, or the total value of all Direct	ITB mandatory requirements certificate is duly signed and submitted

Transaction Commitments in the Contractor’s Proposal, whichever is higher.	
3. Identifies its total evaluation bid price inclusive of the Acquisition Contract Price and In-Service Support Contract Price (not including taxes, not including options, and rounded to the nearest dollar)	ITB mandatory requirements certificate is duly signed and submitted, with total evaluation bid price provided.
3(a). Identifies Transactions equal in total to not less than thirty percent (30%) of its total evaluation bid price, measured in CCV.	CCV value of each Transaction in the ITB Proposal is totalled, and then compared against the total evaluation bid price. ITB mandatory requirements certificate is duly signed and submitted.
3(b). Commits to identifying, one (1) year following the Effective Date of the Acquisition Contract, additional Transactions that bring the cumulative total of Transactions to not less than sixty percent (60%) of the Contract Price measured in CCV.	ITB mandatory requirements certificate is duly signed and submitted.
3(c). Commits to identifying, three (3) years following the Effective Date of the Acquisition Contract, additional Transactions that bring the cumulative total of Transactions to not less than one hundred percent (100%) of the Contract Price measured in CCV.	ITB mandatory requirements certificate is duly signed and submitted.
4. Commits to achieve not less than fifteen percent (15%) of the Contract Price in CCV, or the total value of all Commitments in the Contractor’s Proposal, whichever is higher, as Transactions with SMB.	ITB mandatory requirements certificate is duly signed and submitted.
5. Accepts all of the ITB Terms and Conditions.	ITB mandatory requirements certificate is duly signed and submitted.
6. Submitted all the following required components of the ITB Proposal: <ul style="list-style-type: none"> <li>• Company business Plan;</li> <li>• ITB management Plan;</li> <li>• Regional development Plan;</li> <li>• Small and medium business development Plan;</li> <li>• Gender and diversity Plan;</li> <li>• Export target market overview;</li> <li>• Detailed Transaction sheets, accompanied by a summary chart of all of them; and,</li> <li>• Mandatory requirements certificate, duly completed, signed and dated.</li> </ul>	Each required component is present in the ITB Proposal and the ITB mandatory requirements certificate is duly signed and submitted.

**3. ITB MINIMUM ASSESSMENT VALUES**

3.1. The Plans specified in mandatory criteria of Section 2.1.6 of the ITB Evaluation Plan will be evaluated to determine if they meet the ITB minimum assessment values below.

- 3.1.1.The Bidder’s five (5) mandatory Plans will be evaluated to confirm that they are present in the Proposal.
- 3.1.2.The Plans are then assessed for quality and for risk, using the assessments in Tables 3-1 and 3-2 of the ITB Evaluation Plan.
- 3.1.3.This assessment does not include the export target market overview or the gender and diversity plan, which will be assessed on the criteria outlined in Section 5.7 and Section 5.6 of the ITB Bidder Instructions, respectively.
- 3.1.4.Quality and risk assessment
- 3.1.4.1. The quality of the Plans will be evaluated for the thoroughness and completeness based on the requested components outlined in Section 5 of the ITB Bidder Instructions, the level of detail in the component, as well as, how well the content of the plan meets the ITB Objectives outlined in Section 2 of the ITB Bidder Instructions.
- 3.1.4.2. Risk will be evaluated according to Bidders response to the risk areas outlined in Section 5.1.2 of the ITB Bidder Instructions and the level of details provided.
- 3.1.5.Quality and risk will be assessed on a scale of one (1) to four (4), using the values below in Table 3-1 and Table 3-2, respectively.
- 3.1.6.The Quality and risk assessments agreed to by evaluators will be multiplied together and the sums added together to determine the final Plans assessment value for the ITB Proposal.
- 3.1.7.The Bidder must achieve or exceed a final Plans assessment value of thirty-two (32) out of a possible sixty-four (64).

**Table 3-1, Plan Quality Assessment**

VALUE	PLAN – QUALITY ASSESSMENTS
4	<p><b>SUPERIOR</b>                      Plan contains detailed responses to four (4) or more of the requested items in Section 5.2 to 5.5, both inclusive, as applicable, of the ITB Bidder Instructions. The Plan demonstrates that many of Canada’s ITB Objectives will be met.</p>
3	<p><b>GOOD</b>                      Plan contains detailed responses to three (3) of the requested items in Section 5.2 to 5.5, both inclusive, as applicable, of the ITB Bidder Instructions. The Plan demonstrates that several of Canada’s ITB Objectives will be met.</p>
2	<p><b>POOR</b>                      Plan contains detailed responses to two (2) of the requested items in Section 5.2 to 5.5, both inclusive, as applicable, of the ITB Bidder Instructions. The Plan demonstrates that some of Canada’s ITB Objectives will be met.</p>
1	<p><b>VERY WEAK</b>                      Plan contains detailed response to one (1) or less of the requested items in the Section 5.2 to 5.5, both inclusive, as applicable, of the ITB Bidder Instructions. The Plan does not demonstrate that Canada’s ITB Objectives will be met.</p>

**Table 3-2, Plan Risk Assessments**

VALUE	PLAN - RISK ASSESSMENTS
4	<p><b>SUPERIOR</b>                      Plan contains a detailed response to four (4) or more of the risk areas in Section 5.1.2 of the ITB Bidder Instructions, such that the probability of failure to achieve is extremely low.</p>
3	<p><b>GOOD</b>                      Plan contains a detailed response to three (3) of the risk areas in Section 5.1.2 of the ITB Bidder Instructions, such that the probability of failure to achieve is low.</p>
2	<p><b>POOR</b>                      Plan contains a detailed response to two (2) of the risk areas in Section 5.1.2 of the ITB Bidder Instructions, such that the probability of failure to achieve is moderate.</p>
1	<p><b>VERY WEAK</b>                      Plan contains a detailed response to one (1) or less of the risk areas in Section 5.1.2 of the ITB Bidder Instructions, such that the probability of failure to achieve is significant.</p>

**Table 3–3, Example**

<b>Plan</b>	<b>Quality (A)</b>	<b>Risk (B)</b>	<b>Assessment Value (C) (C) = (A) x (B)</b>
Company business Plan	4	3	12
ITB management Plan	2	3	6
Regional development Plan	4	4	16
SMB development Plan	4	2	8
<b>Final plans assessment value</b>			<b>42</b>

3.2. Evaluation of Export Target Market Overview

3.2.1.The Bidder must submit one (1) export target market overview (the overview) which will be evaluated to confirm that it is present in the ITB Proposal. It will then be assessed as compliant or non-compliant. A compliant overview must contain detailed responses to four (4) or more of the criteria listed in Section 5.7 of the ITB Bidder Instructions.

3.3. Evaluation of Transactions

3.3.1.The Bidder’s proposed Transactions will be evaluated to determine whether they comply with the ITB Bidder Instructions and with the ITB Terms and Conditions, with respect to eligibility criteria, valuation, banking, and transaction types.

3.3.2.If a proposed Transaction does not meet the criteria outlined in Section 3.3.1, it will be rejected and will receive no further consideration during the mandatory or rated evaluation, or in the Contract.

3.3.3.If a proposed Transaction meets the criteria outlined in Section 3.3.1, it will then be evaluated using the rated evaluation criteria outlined in Section 4 of the ITB Evaluation Plan.

**4. ITB RATED EVALUATION**

4.1. The Bidder’s proposed Commitments and Transactions will be evaluated against the rated criteria as described below.

4.2. The total evaluation bid price will be used to determine the score for Direct Transactions, Research and Development, Skills Development and Training, Small and Medium Size Businesses, and Export criteria.

4.3. Identified Transactions will be assessed to determine whether they align with each of the five (5) rated evaluation criteria identified in Sections 4.6.1 through 4.6.5 of the ITB Evaluation Plan. The Bidder should provide a level of detail sufficient to support the claim that the Transaction fits within a given criteria.

4.3.1.Transactions where the Bidder demonstrates alignment with the rated evaluation criteria will be included as a Commitment to be achieved in the Contract.

- 4.3.1.1. In the event that the Bidder identifies Transactions in its ITB Proposal valued at more than one-hundred (100) percent of the total evaluation bid price, no additional points will be earned in the rated evaluation, above those outlined in the ITB Evaluation Plan. Additionally in this event, the Obligation value in Article 3.1.1 of the Terms and Conditions will be adjusted to match the total value of those Transactions.
- 4.4. One identified Transaction may be aligned with multiple criteria and will be scored as such, up to the maximum total points. All Transactions and Commitments in the ITB Proposal will be included as a Commitment and Obligation to be achieved in the ensuing Contract.
- 4.5. A Bidder’s Commitment in each VP criteria is comprised of identified Transactions and any additional Commitments the Bidder is willing to contractually commit to, but not demonstrate through Transactions at bid submission.
- 4.6. The Bidder is eligible to receive up to one-hundred (100) Value Proposition Points (VPP) for the five (5) criteria which will be weighted and rounded to the nearest one (1) decimal point, using the following criteria:
  - 4.6.1. Direct Transactions

**Table 4–1, Direct Transactions**

Criteria	Available Points	Basis of Evaluation
<b>Direct Transactions</b>		
Commitments to Direct Transactions above ten (10) percent of the ADIS Acquisition Contract Price	Twenty Five (25)	Points will be awarded for Commitments to achieve Direct Transactions based on the following:  The Bidder with the highest Commitment to undertake Direct Transactions above ten (10) percent of the ADIS Acquisition Contract Price, stated as a percentage of the Bidder’s total evaluation bid price measured in CCV, will receive twenty five (25) points. All other bidders will be pro-rated down.  Formula: Bidders total Commitment above ten (10) percent divided by the highest bidder’s Commitment above ten (10) percent, multiplied by twenty five (25) points.
Commitments to Direct Transactions above forty (40) percent of the ADIS In-Service-Support Contract Price	Twenty (20)	Points will be awarded for Commitments to achieve Direct Transactions based on the following:  The Bidder with the highest Commitment to undertake Direct Transactions above forty (40) percent of the ADIS In-Service-Support Contract Price, stated as a



		<p>percentage of the Bidder’s total evaluation bid price measured in CCV, will receive twenty (20) points. All other bidders will be pro-rated down.</p> <p>Formula: Bidders total Commitment above forty (40) percent divided by the highest bidder’s Commitment above forty (40) percent, multiplied by twenty (20) points.</p>
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4.6.2. Research and Technological Development

**Table 4–2, Research and Technological Development**

Criteria	Available Points	Basis of Evaluation
<b>Research and Technological Development</b>		
<p>Commitments to Transactions in Research and Development (R&amp;D) with Canadian Companies or Canadian Post-Secondary Institutions</p>	<p>Fifteen (15)</p>	<p>Points will be awarded for Commitments to achieve Research and Technological Development Transactions based on the following:</p> <p>Commitment to R&amp;D Transactions in EO/IR Systems with Canadian Companies or Canadian Post-Secondary Institutions, up to a maximum of one-hundred (100) percent, stated as a percentage of the Bidder’s total evaluation bid price measured in CCV, will receive two (2) points for every percentage of Contract Price committed. Commitments in this area under the Acquisition contract and In-Service Support contract will be combined for the purposes of evaluation scoring.</p> <p>Commitment to R&amp;D Transactions in other R&amp;D areas (excluding EO/IR Systems) with Canadian Companies or Canadian Post-Secondary Institutions, up to a maximum of one-hundred (100) percent, stated as a percentage of the Bidder’s total evaluation bid price measured in CCV, will receive one (1) point for every percentage of Contract Price committed. Commitments in this area under the Acquisition contract and In-Service Support contract will be combined for the purposes of evaluation scoring.</p> <p>The R&amp;D point accumulation is calculated by totalling the points accumulated in R&amp;D Activities in the EO/IR systems and other R&amp;D Activity investments with</p>

		<p>Canadian Companies and Post-Secondary Institutions. The Bidder with the highest point accumulation for such commitments up to a maximum of one-hundred (100) percent, will receive fifteen (15) points. All other bidders will be pro-rated down.</p> <p>Formula: (Bidders R&amp;D point accumulation divided by the highest bidder’s R&amp;D point accumulation) multiplied by fifteen (15) points.</p>
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4.6.3.Skills Development and Training

**Table 4–3, Skills Development and Training**

Criteria	Available Points	Basis of Evaluation
<b>Skills Development and Training</b>		
<p>Commitments to Transactions in Skills Development and Training with Canadian Companies or Canadian Post-Secondary Institutions</p>	<p>Ten (10)</p>	<p>Points will be awarded for Commitments to achieve Skills Development and Training Transactions based on the following:</p> <p>Commitment to Skills Development and Training Transactions in EO/IR Systems with Canadian Companies or Canadian Post-Secondary Institutions, up to a maximum of one-hundred (100) percent, stated as a percentage of the Bidder’s total evaluation bid price measured in CCV, will receive two (2) points for every percentage of Contract Price committed. Commitments in this area under the Acquisition contract and In-Service Support contract will be combined for the purposes of evaluation scoring.</p> <p>Commitment to Skills Development and Training Transactions in other R&amp;D areas (excluding EO/IR systems) with Canadian Companies or Canadian Post-Secondary Institutions, up to a maximum of one-hundred (100) percent, stated as a percentage of the Bidder’s total evaluation bid price measured in CCV, will receive one (1) point for every percentage of Contract Price committed. Commitments in this area under the Acquisition contract and In-Service Support contract will be combined for the purposes of evaluation scoring.</p>

		<p>The Skills Development and Training point accumulation is calculated by totalling the points accumulated in Skills Development and Training Activities in the EO/IR systems and other Skills Development and Training Activity investments with Canadian Companies and Post-Secondary Institutions. The Bidder with the highest point accumulation for such commitments up to a maximum of one-hundred (100) percent will receive ten (10) points. All other bidders will be pro-rated down.</p> <p>Formula: (Bidders Skills Development and Training point accumulation divided by the highest bidder’s Skills Development and Training point accumulation) multiplied by ten (10) points.</p>
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4.6.4.Small and Medium Sized Businesses (SMB)

**Table 4–3, Small and Medium Sized Businesses**

Criteria	Available Points	Basis of Evaluation
<b>Small and Medium Sized Businesses</b>		
Commitments to undertake Transactions with SMBs above fifteen (15) percent of Contract Price	Twenty (20)	<p>Points will be awarded for Commitments to achieve Transactions based on the following:</p> <p>The Bidder with the highest Commitment to undertake Transactions with SMBs above fifteen (15) percent of Contract Price, stated as a percentage of the Bidder’s total evaluation bid price measured in CCV, will receive twenty (20) points. All other bidders will be pro-rated down. Commitments in this area under the Acquisition contract and In-Service Support contract will be combined for the purposes of evaluation scoring.</p> <p>Formula: Bidders total Commitment above fifteen (15) percent divided by the highest bidder Commitment above fifteen (15) percent, multiplied by twenty (20) points.</p>

4.6.5.International Export Strategy

4.6.5.1. Up to ten (10) Points for the response to the capacity to export criteria

- 4.6.5.1.1. The Bidder is expected to maintain the capacity to export as outlined in their ITB Proposal throughout the life of the project (Acquisition and In-Service Support) and is obligated to report on the maintenance of these conditions through annual reporting to the ITB Authority.

**Table 4–4, Capacity to Export Criteria**

Capacity to Export Scoring Criteria (10 Points)	Points
Successfully demonstrates that they meet all four (4) of the capacity to export criteria in Section 6.1.5.3 of the ITB Bidder Instructions.	One-hundred (100) percent of available points (10 points)
Did not successfully demonstrate that they met all four (4) of the capacity to export criteria in Section 6.1.5.3 of the ITB Bidder Instructions.	Zero (0) percent of available points (0 points)

4.7 Table 4-5 below summarizes the rated evaluation scoring for the ITB Proposal:

**Table 4–5, Rated Evaluation Scoring**

Criteria	VP point per percentage of commitment	Available Points	Basis of Evaluation
<b>Defence Sector</b>		<b>Forty-Five (45)</b>	
Commitment to Direct Transactions above ten (10) percent of ADIS Acquisition Contract Price	1	25	Commitment made on Bidder’s signed ITB rated criteria certificate for Direct Transactions above ten (10) percent of ADIS Acquisition Contract Price, divided by highest bidder’s commitment and multiplied by twenty five (25).
Commitment to Direct Transactions above forty (40) percent of ADIS In-Service Support Contract Price	1	20	Commitment made on Bidder’s signed ITB rated criteria certificate for Direct Transactions above forty (40) percent of ADIS In-Service-Support Contract Price, divided by highest bidder’s commitment and multiplied by twenty (20).
<b>Research and Technological Development</b>		<b>Fifteen (15)</b>	
Commitments to Transactions in R&D in EO/IR Systems with Canadian Companies or Canadian Post-Secondary Institutions	2		Commitment made on Bidder’s signed ITB rated criteria certificate for R&D in EO/IR Systems will be multiplied by two (2).
	1		Commitment made on Bidder’s signed ITB rated criteria certificate for other R&D areas will be multiplied by one (1).

<p>Commitments to Transactions in other R&amp;D areas (excluding EO/IR) with Canadian Companies or Canadian Post-Secondary Institutions</p>			<p>The resulting VP points from the above formulas will be added together to form the Bidder's total R&amp;D score.</p> <p>The Bidder's total R&amp;D score will be divided by highest bidder's total R&amp;D score and multiplied by fifteen (15).</p>
<p><b>Skills Development and Training</b></p>		<p><b>Ten (10)</b></p>	
<p>Commitments to Transactions in Skills Development and Training in EO/IR Systems with Canadian Companies or Canadian Post-Secondary Institutions</p>	<p>2</p>		<p>Commitment made on Bidder's signed ITB rated criteria certificate for Skills Development and Training in EO/IR Systems will be multiplied by two (2).</p> <p>Commitment made on Bidder's signed ITB rated criteria certificate for other Skills Development and Training areas will be multiplied by one (1).</p>
<p>Commitments to Transactions in other Skills Development and Training areas (excluding EO/IR) with Canadian Companies or Canadian Post-Secondary Institutions</p>	<p>1</p>		<p>The resulting VP points from the above formulas will be added together to form the Bidder's total Skills Development and Training score.</p> <p>The Bidder's total R&amp;D score will be divided by highest bidder's total Skills Development and Training score and multiplied by ten (10).</p>
<p><b>Small and Medium Sized Businesses</b></p>		<p><b>Twenty (20)</b></p>	
<p>Commitments to undertake Transactions with SMBs above fifteen (15) percent of Contract Price</p>			<p>Commitment made on Bidder's signed ITB rated criteria certificate for Transactions involving SMBs above fifteen (15) percent of Contract Price, divided by highest bidder's commitment and multiplied by twenty (20).</p>
<p><b>International Export Strategy</b></p>		<p><b>Ten (10)</b></p>	
<p>Capacity to export</p>			<p>International Export Strategy will first be confirmed that it is in the Proposal and then evaluated on a pass or fail basis based</p>

			on the criteria described in Section 5.7 of the ITB Bidder Instructions.
<b>Total Points</b>		<b>One-hundred (100)</b>	

**5. TOTAL VALUE PROPOSITION EVALUATION SCORE**

- 5.1. Total VP Score: The Bidder’s scores for commitments and identified Transactions will be totaled to reach a total VP Score, which will then be weighted at fifteen (15) percent of the total available score for the Project’s overall bid evaluation.
- 5.2. The calculated total VP Evaluation Score will be forwarded to the contracting authority.

**6. PROCESS**

- 6.1. The evaluation is led by the ITB Authority, with participation from representatives of the Regional Development Agencies, and, if required, other subject matter experts.
- 6.2. The ITB Authority will hold overall responsibility for ensuring that the members of the evaluation team carry out their responsibilities. The ITB Authority will act as the liaison between the evaluation team and outside officials.