



**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

**LETTER OF INTEREST  
LETTRE D'INTÉRÊT**

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> LOI - ENHANCED RECOVERY CAPABILITY	
<b>Solicitation No. - N° de l'invitation</b> W8476-175567/H	<b>Date</b> 2020-01-30
<b>Client Reference No. - N° de référence du client</b> W8476-175567	<b>GETS Ref. No. - N° de réf. de SEAG</b> PW-\$\$BL-316-27602
<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 2021-01-08</b>	
<b>Time Zone</b> <b>Fuseau horaire</b> Eastern Standard Time EST	
<b>F.O.B. - F.A.B.</b> <b>Plant-Usine:</b> <input checked="" type="checkbox"/> <b>Destination:</b> <input type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Singh, Shaila	<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>  Specified Herein Précisé dans les présentes	

Instructions: See Herein

Instructions: Voir aux présentes

<b>Delivery Required - Livraison exigée</b> See Herein	<b>Delivery Offered - Livraison proposée</b>
<b>Vendor/Firm Name and Address</b> <b>Raison sociale et adresse du fournisseur/de l'entrepreneur</b>    <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</b> <b>(type or print)</b> <b>Nom et titre de la personne autorisée à signer au nom du fournisseur/</b> <b>de l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b>   <b>Signature</b>   <b>Date</b>	

## Invitation to Qualify (ITQ) for the Enhanced Recovery Capability (ERC) Project Procurement Process – Round Two

On November 15, 2019, Canada issued the ITQ W8476-175567/F for the ERC Project. This ITQ is Phase I of the ERC Project. Following Canada's evaluation of the responses provided by Suppliers during this Phase I, six Suppliers qualified as Qualified Suppliers for the ERC Project. Their names have been published on the Qualified Suppliers List which can be found at <https://buyandsell.gc.ca/procurement-data/tender-notice/PW-BL-316-27563>.

Pursuant to subsection 2.6.4 of the ITQ document, Canada has decided to reopen the ITQ Phase. This will allow other Suppliers which would like to qualify as Qualified Suppliers to submit a Response to try to qualify as Qualified Supplier. The ITQ qualification requirements remain exactly the same for this second round of the ITQ Phase. Canada will conduct this qualification process in the same manner as the first ITQ qualification process. The same terms and conditions will apply.

The Qualified Suppliers which are already on the Qualified Suppliers List must **NOT** submit a response for this second round of the ITQ Phase. The reopening of the ITQ Phase is only to allow other suppliers to qualify on this list if their response meets the qualification requirements of the ITQ Phase.

The Contracting Authority, who is identified on the first page, is Canada's representative for all questions and comments about this document.	
ITQ Closing Date and Time	Closing date: The closing date is on the first page.
Email Address for submitting questions	<a href="mailto:TPSGC.padgamdcra-apdmpberc.PWGSC@tpsgc-pwgsc.gc.ca">TPSGC.padgamdcra-apdmpberc.PWGSC@tpsgc-pwgsc.gc.ca</a>
Submission of Responses	PSPC Bid Receiving Unit: The address is on the first page.



# Invitation to Qualify the Procurement Process for the Enhanced Recovery Capability Project

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## 1.0 GENERAL INFORMATION

Canada's defence policy, Strong, Secure, Engaged, will ensure that the women and men of the Canadian Armed Forces are well equipped with the equipment they need to do their jobs. Through an open and transparent competitive process, the Enhanced Recovery Capability Project (ERC) (the "Project") will replace and improve the existing fleet of Canadian Armed Forces heavy tow trucks and associated recovery equipment. The enhanced capability will enable modern technologies to effectively recover newer and heavier armoured and logistics vehicles that cannot be recovered safely by the current fleet.

Industry engagement began with the publication of Letters of Interest on Buyandsell.gc.ca in April 2017 and March 2019, seeking industry feedback on the ERC project. Industry days and one-on-one sessions were also held to develop a shared understanding with industry about the project. On June 17, 2019, a draft Invitation to Qualify (ITQ) was released to industry for feedback and comments.

### 1.1 DEFINITIONS

The following definitions apply for the purpose of this procurement:

- 1.1 **"Entity"**<sup>1</sup> is defined here as a body corporate, a partnership, a trust, a joint venture<sup>2</sup> or an unincorporated association or organization.
- 1.2 **"Extrication"** means a recovery task consisting of winching a casualty vehicle from a mired condition to hard ground.
- 1.3 **"Lift Tow"** means a recovery task consisting of lifting one end of a casualty vehicle and using the effort of the recovery vehicle to tow the casualty vehicle while the remaining wheels of the casualty vehicle remain in contact with the ground.
- 1.4 **"Logistics Vehicle"** is a vehicle for which the NATO Supply Classification Group (NSCG) code is 2320 or 2355. Any **"Recovery Variant of a Logistic Vehicle (Wrecker Truck)"** with a NATO Stock Number (NSN) in the form of 2320-xx-xxx-xxxx or 2355-xx-xxx-xxxx is considered a logistics vehicle.
- 1.5 **"Manufacturer"** means an original equipment manufacturer (OEM) of Logistics Vehicles who has designed and built the cab and chassis of the **Recovery Variant of a Logistic Vehicle (Wrecker Truck)** being proposed in response to this ITQ.
- 1.6 **"Qualified Supplier"** is a Respondent Team that will successfully be evaluated by Canada as meeting all requirements of the ITQ. Qualified Suppliers will be invited to participate in the subsequent phases of the procurement process.
- 1.7 **"Recovery Variant of a Logistic Vehicle (Wrecker Truck)"** is a medium or heavy Logistics Vehicle specifically designed for recovery operations, fitted with the following equipment:
  - 1.7.1 A main recovery winch system to perform Extrication operations; and
  - 1.7.2 A Lift Tow system.

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<sup>1</sup> Entity - <https://laws-lois.justice.gc.ca/eng/acts/c-44/page-1.html>

<sup>2</sup> See Standard Instructions - Goods or Services - Competitive Requirements 2003 Section 17(2019-03-04) Joint Venture (<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual/1/2003/24>).

- 1.8** “**Respondent Team**” is an Entity which includes at a minimum, a Manufacturer submitting a response to this Invitation to Qualify (ITQ) to become a “Qualified Supplier” and to participate in any subsequent phases of the phased procurement process.
- 1.9** “**Subcontractor**” means a first-tier contractor to a Qualified Supplier. It does not include a Qualified Supplier Entity.

## **1.2 INTRODUCTION**

### **1.2.1 Overview of the Procurement Process**

This ITQ is the first phase of a procurement process lead by Public Services and Procurement Canada (PSPC)<sup>3</sup> for the ERC Project. The purpose of this ITQ is to qualify Suppliers that have the technical ability to develop and propose solutions for the ERC Project to Canada. Interested Suppliers who can demonstrate they meet the requirements at article 1.3 are invited to respond to this ITQ. Canada will assess responses and qualify respondents in accordance with the terms and conditions of this ITQ. Only the Qualified Suppliers will be permitted to participate in the subsequent phases of the procurement process as further detailed in article [1.5](#).

### **1.2.2 Further Evaluation of Qualified Suppliers**

Even though certain Respondent Teams may be qualified by Canada as a result of this ITQ, Canada reserves the right to re-evaluate any aspect of the qualification of any Qualified Supplier at any time during the procurement process and revoke their Qualified Supplier status if they no longer meet the requirements provided in this ITQ.

### **1.2.3 ITQ is not a Bid Solicitation**

This ITQ process is not a solicitation of bids or tenders. No contract will be awarded as a result of the activities during the ITQ phase. Canada reserves the right to cancel any of the qualification requirements included as part of the Project at any time during the ITQ phase. Given that the ITQ process may be partially or completely cancelled by Canada, it may not result in any of the subsequent procurement process described in this document. Subject to article [4.4](#) herein; Qualified Suppliers may withdraw from the procurement process at any time.

### **1.2.4 Request for Proposal Strategy**

Currently, the procurement strategy is based on a competitive bid solicitation, open only to the Qualified Suppliers, resulting in the award of two contracts to the winning bidder: one Contract for the acquisition of the [Recovery Variant of a Logistic Vehicle \(Wrecker Trucks\)](#) and the other for In-Service Support. This strategy may be reassessed during the Review and Refine Requirements phase (see section [1.5.2](#)). Qualified Suppliers will be informed if Canada decides to change the procurement strategy.

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<sup>3</sup> The legal name of the Department is "Department of Public Works and Government Services". "Public Services and Procurement Canada" and "PSPC" as well as "Public Works and Government Services Canada" and "PWGSC" are the common usage names.

## 1.3 QUALIFICATION REQUIREMENTS

### 1.3.1 To qualify for this ITQ, the Respondent Team must:

1.3.1.1 Include, at a minimum, a Manufacturer of Logistics Vehicles that has prior experience in successfully designing and building the cab and chassis of a [Recovery Variant of a Logistic Vehicle \(Wrecker Truck\)](#). This qualification requirement is mandatory throughout the procurement process because the cab and chassis of the Logistics Vehicle is the platform or vector onto which Canada will require the integration of the Recovery Variant of a Logistic Vehicle (Wrecker Truck), which is the core capability acquired by Canada under this procurement. Therefore, Canada has determined that the Manufacturer as the Qualified Supplier or as an Entity of the Qualified Supplier is best able to mitigate risks related to the technical, costs and schedule requirements for the Project; and

1.3.1.2 Propose a [Recovery Variant of a Logistic Vehicle \(Wrecker Truck\)](#) with **all** the following characteristics:

- 1.3.1.2.1 It must have a cab and chassis designed and built by the same Manufacturer as the one proposed as part of the Respondent Team;
- 1.3.1.2.2 It must be a [Recovery Variant of a Logistic Vehicle \(Wrecker Truck\)](#) for which the NATO Supply Classification Group code is 2320 or 2355;
- 1.3.1.2.3 It must have a minimum Gross Vehicle Weight Rating (GVWR)<sup>[1]</sup> of 25,000 kg;
- 1.3.1.2.4 It must be equipped with a main recovery winch system to perform Extrication operations;
- 1.3.1.2.5 It must be equipped with a Lift Tow system; and
- 1.3.1.2.6 It must currently be in service with NATO Member Country<sup>[2]</sup>, Australia or New Zealand.

1.3.1.3 The [Recovery Variant of a Logistic Vehicle \(Wrecker Truck\)](#) proposed by the Respondent Team for this ITQ is only required for the purposes of the ITQ phase. The Qualified Supplier's proposed solution to Canada at the RFP phase may offer different vehicles, provided that they are designed and built by the same Manufacturer identified by the Qualified Supplier.

### 1.3.2 To respond to this ITQ, the Respondent Team must be:

1.3.2.1 The Manufacturer of the cab and chassis of the [Recovery Variant of a Logistic Vehicle \(Wrecker Truck\)](#) proposed for this ITQ;

1.3.2.2 A proposed Joint Venture in which the Manufacturer of the cab and chassis of the [Recovery Variant of a Logistic Vehicle \(Wrecker Truck\)](#) proposed for this ITQ is a member; or

1.3.2.3 A party proposing to act as a potential prime contractor that agrees with one or more companies, one of which is the Manufacturer of the cab and chassis of the [Recovery Variant of a Logistic Vehicle \(Wrecker Truck\)](#) proposed in the ITQ, to have the company (ies) act as its Subcontractor(s) under the contracts with Canada for the provision of the [Recovery Variant of a Logistic Vehicle \(Wrecker Truck\)](#); as well as its support.

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<sup>[1]</sup> GVWR: Gross Vehicle Weight Rating ([https://lois-laws.justice.gc.ca/eng/regulations/C.R.C.,\\_c.\\_1038/page-3.html](https://lois-laws.justice.gc.ca/eng/regulations/C.R.C.,_c._1038/page-3.html)).

<sup>[2]</sup> NATO Member Country: A country that has signed the North Atlantic Treaty ([https://www.nato.int/cps/en/natohq/nato\\_countries.htm](https://www.nato.int/cps/en/natohq/nato_countries.htm)).

- 1.3.3 There are no rated requirements nor is any price data required under this ITQ.
- 1.3.4 Canada will determine if the Respondent Team meet the requirements outlined in this ITQ by reviewing and evaluating the Proofs of Compliance outlined at [Annex A](#) and the information provided at [Annex D](#).
- 1.3.5 In case the information is not provided with the ITQ responses, Canada will request that the missing information be provided within a short time period to be determined by Canada.

## 1.4 OVERVIEW OF THE PROJECT AND THE COMPETITION SCOPE

### 1.4.1 Overview of Project

The ERC Project is a capability replacement of the existing fleet of Canadian Armed Forces (CAF) heavy tow trucks and associated recovery equipment. Experience during past domestic and international missions proves that vehicle casualties are inevitable. Vehicles suffer mechanical breakdown, they get stuck in mud and soft terrain, they are involved in accidents and they suffer battle damage from enemy action. This drives the need for a dual-variant modern fleet of [Recovery Variant of a Logistic Vehicle \(Wrecker Trucks\)](#) as well as recovery equipment that will be reliable, deployable and more capable than the existing fleet.

### 1.4.2 Expected Deliverables

The Project's expected deliverable are, but not limited to, heavy and medium-heavy tow trucks, and other special equipment for lifting and towing. A number of the new tow trucks will also receive cab armour to protect the crews when conducting recovery operations in high threat mission areas. The equipment to be delivered by this Project is intended to support the new fleets of light, medium and heavy trucks and their bulk cargo containers. There will also be circumstances in which this equipment will be used in the recovery of wheeled armoured vehicles. The requirement will also include initial in-service and logistics support. The following provides further details about the Project:

- 1.4.2.1 *Strong, Secure, Engaged* – Canada's Defence Policy (SSE) outlines the mandate and strategic objectives of DND and CAF to meet the Government of Canada's vision and approach to defence. The ERC Project is linked to SSE Initiative 40 which calls, amongst other things, for the modernization of the logistics vehicles, heavy engineering equipment and light utility vehicles.
- 1.4.2.2 Ground vehicles are critical assets used by all CAF when conducting land-based operations. Although the majority of vehicles are used by the Canadian Army (CA), recovery vehicles are also employed by other branches of the CAF.
- 1.4.2.3 At this time, Canada expects the ERC requirements to include the following:
  - 1.4.2.3.1 Extraction: The vehicle will have the ability to winch and extricate the wheeled vehicles from various terrain conditions and casualty scenarios.
  - 1.4.2.3.2 Lifting and Controlled Righting: The vehicle will have the ability to perform lifting and controlled righting tasks, with vehicles and their accessories, including trailers. [This includes more complex tasks for variant B, including lifting containers up to 16.5 tonnes.](#)
  - 1.4.2.3.3 Towing and Backloading: The vehicle will have the ability to perform towing and backloading for all wheeled vehicles across various terrain conditions and at long distances and at acceptable speeds.

- 1.4.2.3.4 Protection: The vehicle will have the ability to receive Add-on Armour or swap-able Cabs to a Ballistic Level 3 and Blast Level 3A/3B as specified in STANAG 4569 protection level for occupants of Armoured Vehicles.
- 1.4.2.3.5 Self Defence: The vehicle will have the ability to accept a Remote Weapons Station.
- 1.4.2.3.6 Interoperability: The vehicle will have the ability to operate on North Atlantic Treaty Organization (NATO) single-fuel standard (high-sulfur diesel) and ultra-low sulfur diesel and will comply with STANAG 4478 Emergency Towing and Recovery.
- 1.4.2.3.7 Transportability: The vehicle will have the ability to be transported by road, rail, ship, and CC-177.
- 1.4.2.3.8 Mobility: The vehicle will adhere to elements of the Ministry of Defence United Kingdom (MODUK) STAN 23-6 for Improved Medium Mobility.
- 1.4.2.3.9 Sustainment:<sup>4</sup> A comprehensive sustainment program that assures operational readiness and maintains mission effectiveness of the recovery vehicle capabilities throughout their service life.

#### 1.4.3 Competition Scope

The scope of contract(s) resulting from any subsequent solicitation may include, but not limited to:

- 1.4.3.1 vehicles and associated equipment;
- 1.4.3.2 Armour Protection Kits (APK);
- 1.4.3.3 initial provisioning of two years of spare parts;
- 1.4.3.4 related Integrated Logistic Support (ILS);
- 1.4.3.5 operator and maintenance training;
- 1.4.3.6 Technical Investigation and Engineering Support (TIES); and
- 1.4.3.7 a comprehensive sustainment program

### 1.5 OVERVIEW OF ANTICIPATED PROCUREMENT PROCESS

This ITQ is the first of a three-phase procurement process. Although the procurement process remains subject to change, Canada currently anticipates that the procurement process will be conducted in the following phases:

#### 1.5.1 Phase I - ITQ Phase

The purpose of Phase I - ITQ is to qualify Respondent Team(s) that have the technical ability to develop and propose solutions for a [Recovery Variant of a Logistic Vehicle \(Wrecker Truck\)](#). This ITQ will also be used to qualify Respondent Teams to participate in any subsequent phases of the procurement process.

#### 1.5.2 Phase II - Review and Refine Requirements Phase

- 1.5.2.1 The Review and Refine Requirements (RRR) process with the Qualified Suppliers will follow the ITQ phase. The objective of the RRR phase is to obtain feedback from Qualified Suppliers on Canada's preliminary requirements. It is intended to be a collaborative

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<sup>4</sup> Sustainment, in general terms, refers to the augmentation of DND capabilities and/or the provision of contractor support in the following areas: equipment maintenance, both preventative and corrective; repair parts provisioning and management; provision of special tooling and test equipment; production of operator and technical publications; and provision of technical advice and support, to include dedicated equipment engineering support (e.g. field service representatives, configuration and engineering change management, and technical data management).



process and may involve interactions such as workshops, commercial-in-confidence meetings, and written questions and answers. Canada will consider the feedback provided by Qualified Suppliers when refining the requirements and preparing its procurement documents. Further details regarding the RRR phase will be provided to those Respondent Teams who qualify as a result of this ITQ phase. This phase will involve the release of a draft RFP.

- 1.5.2.2 Engagement with Canadian Industry Stakeholders: In parallel to the activities related to the RRR phase of the procurement process between Canada and the Qualified Suppliers, Canada will engage, in a forum to be determined later, with Canadian Industry Stakeholders and other parties to gather and share information related to the ERC Project. Parallel Engagement activities may include the release of high-level technical specifications and Value Proposition information to Canadian Industry Stakeholders and other parties. Once this process is defined, this information will be posted on [buyandsell.gc.ca](http://buyandsell.gc.ca) as an amendment to the ITQ.

### 1.5.3 Phase III - Request for Proposals Phase

- 1.5.3.1 Canada anticipates releasing an RFP to Qualified Suppliers who remain qualified at the time the RFP is released. The current intent is to evaluate bids based on capability, performance, cost (acquisition, sustainment, and operations), Industrial Technological Benefits, as well as project and contractual risks criteria.

- 1.5.3.2 Subject to article [1.3](#) and [4.4](#) herein, Qualified Suppliers retain maximum flexibility in establishing teaming arrangements, forming consortiums, entering into Joint Venture and/or License Agreements up until the closing of the Request for Proposal. Such arrangements do not need to be formalized to respond to the ITQ and will not be evaluated under this ITQ, however, Canada requests the Respondent Team provide an indication of the proposed arrangements in [Annex D](#). They will generally be left to the discretion of the Qualified Supplier and may include subcontracting as required.

- 1.5.4 The anticipated timeline for each phase of the ITQ is provided at [Annex C](#).

## 1.6 CONSULTANTS

- 1.6.1 Canada may engage consultants in the future at its sole discretion, for the purposes of the ERC Project.
- 1.6.2 Canada will share with consultants, on a need to know basis, information and documents provided to Canada, which may include those of Respondent Teams', as part of the procurement process.
- 1.6.3 The consultants will be under obligations pursuant to their contracts with Canada to maintain the confidentiality of all information received as a result of its participation in this procurement process.

## 1.7 FAIRNESS MONITOR

- 1.7.1 Canada has engaged RFP Solutions Inc. as a fairness monitor for this procurement. The fairness monitor will observe the procurement phases to determine whether Canada has adhered to the process described in all solicitation documents.
- 1.7.2 The fairness monitor is under obligations pursuant to its contract with Canada to maintain the confidentiality of all information received as a result of its participation in this procurement process.

## 1.8 EPOST CONNECT

- 1.8.1 This ITQ allows Respondent Teams to use the epost Connect service provided by Canada Post Corporation to transmit their response electronically. Respondent Teams must refer to Section 2 entitled “Instructions for Respondent Teams”, of this ITQ, for further information.

## 2.0 INSTRUCTIONS FOR RESPONDENT TEAMS

### 2.1 STANDARD INSTRUCTIONS, CLAUSES AND CONDITIONS

The 2003 (2019-03-04) Standard Instructions – Goods or Services – Competitive Requirements, are incorporated by reference into and form part of the ITQ as though they were expressly set out here in full. If there is a conflict between the provisions of the 2003 Standard Instructions and this document, this document prevails. The 2003 Standard Instructions may be found at: <https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual/1/2003/24>. The 2003, Standard Instructions - Goods or Services – Competitive Requirements, is amended as follows:

- 2.1.1 The words “Bidder(s)” are replaced with the words “Respondent Team (s)”;
- 2.1.2 The words “bid(s)” are replaced with the words “response(s)”;
- 2.1.3 Section 01 (2016-04-04) Integrity provisions—bid in the 2003 Standard Instructions is deleted.
- 2.1.4 Section 03 (2007-05-25) - Standard instructions, clauses and conditions, is deleted in their entirety.
- 2.1.5 Section 05 (2018-05-22) para 4 Submission of Bids are deleted in their entirety and amended as follows:

*There is no validity period, since this Invitation to Qualify invites Respondent Teams simply to qualify. Canada will assume that all Respondent Teams wish to qualify unless they withdraw in writing.*

- 2.1.6 Section 14 (2007-11-30) - Price Justification, are deleted in their entirety;
- 2.1.7 Section 08, entitled Transmission by facsimile or by epost Connect, is amended as follows: subsection 2, is deleted entirely and replaced with the following:

#### Epost Connect

Unless specified otherwise in the ITQ, responses may be submitted by using the epost Connect service provided by Canada Post Corporation. The only acceptable email address to use with epost Connect is:

[tpsgc.dgareceptiondessoumissions-abbidreceiving.pwgsc@tpsgc-pwgsc.gc.ca](mailto:tpsgc.dgareceptiondessoumissions-abbidreceiving.pwgsc@tpsgc-pwgsc.gc.ca)

To submit a response using epost Connect service, the Respondent Team must either:

send directly its response only to the specified PWGSC Bid Receiving Unit, using its own licensing agreement for epost Connect provided by Canada Post Corporation; or

send as early as possible, and in any case, at least six business days prior to the ITQ closing date and time, (in order to ensure a response), an email that includes the ITQ (“bid solicitation”) number to the specified PWGSC Bid Receiving Unit requesting to open an epost Connect conversation. Requests to open an epost Connect conversation received after that time may not be answered.

- a. If the Respondent Team sends an email requesting epost Connect service to the specified Bid Receiving Unit in the ITQ, an officer of the Bid Receiving Unit will then initiate an epost Connect conversation. The epost Connect conversation will create an email notification from Canada Post Corporation prompting the Respondent Team to access and action the message within the conversation. The Respondent Team will then be able to transmit its response afterward at any time prior to the ITQ closing date and time.
  - b. If the Respondent Team is using its own licensing agreement to send its response, the Respondent Team must keep the epost Connect conversation open until at least 30 business days after the ITQ closing date and time.
  - c. The ITQ ("bid solicitation") number should be identified in the epost Connect message field of all electronic transfers.
  - d. It should be noted that the use of epost Connect service requires a Canadian mailing address. Should a Respondent Team not have a Canadian mailing address, they may use the Bid Receiving Unit address specified in the ITQ in order to register for the epost Connect service.
  - e. For responses transmitted by epost Connect service, Canada will not be responsible for any failure attributable to the transmission or receipt of the response including, but not limited to, the following:
    - i. receipt of a garbled, corrupted or incomplete response;
    - ii. availability or condition of the epost Connect service;
    - iii. incompatibility between the sending and receiving equipment;
    - iv. delay in transmission or receipt of the response;
    - v. failure of the Respondent Team to properly identify the response;
    - vi. illegibility of the response;
    - vii. security of response data; or,
    - viii. inability to create an electronic conversation through the epost Connect service.
  - f. The Bid Receiving Unit will send an acknowledgement of the receipt of response document(s) via the epost Connect conversation, regardless of whether the conversation was initiated by the Respondent Team using its own license or the Bid Receiving Unit. This acknowledgement will confirm only the receipt of response document(s) and will not confirm if the attachments may be opened nor if the content is readable.
  - g. Respondent Teams must ensure that they are using the correct email address for the Bid Receiving Unit when initiating a conversation in epost Connect or communicating with the Bid Receiving Unit and should not rely on the accuracy of copying and pasting the email address into the epost Connect system.
  - h. A response transmitted by epost Connect service constitutes the formal response of the Respondent Team and must be submitted in accordance with section 05.
- 2.1.8 Section 21 (2016-04-04) Code of Conduct for Procurement—bid in the 2003 Standard Instructions is deleted and replaced with the following:

21 Code of Conduct for Procurement

The procurement process is subject to the Code of Conduct for Procurement (<https://www.tpsgc-pwgsc.gc.ca/app-acq/cndt-cndct/index-eng.html>).

## 2.2 SUBMISSION OF RESPONSES

- 2.2.1 Responses must be submitted only to Public Works and Government Services Canada (PWGSC) Bid Receiving Unit by the date, time and place indicated in the ITQ.
- 2.2.2 For Respondent Teams choosing to submit using epost Connect, the email address is:  
[tpsgc.dgareceptiondessaoumissions-abbidreceiving.pwgsc@tpsgc-pwgsc.gc.ca](mailto:tpsgc.dgareceptiondessaoumissions-abbidreceiving.pwgsc@tpsgc-pwgsc.gc.ca)
- 2.2.3 Responses 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 responses through an epost Connect message if the Respondent Team is using its own licensing agreement for epost Connect.

## 2.3 QUALIFIED SUPPLIER AND BIDDER

- 2.3.1 A Manufacturer can only be retained in one Qualified Supplier for the duration of the whole procurement process.<sup>5</sup>
- 2.3.2 It is not required for a potential Subcontractor to be listed among a Qualified Supplier's entities in order to perform work if this procurement process results in any contract or agreement.
- 2.3.3 Subcontractors can offer their goods and/or services to multiple Qualified Suppliers.
- 2.3.4 Canada reserves the right to request a list of Subcontractors at any phase of the ERC procurement process.
- 2.3.5 At the RFP phase, only one Entity within a Qualified Supplier (including a joint venture of entities within a Qualified Supplier) will be allowed to submit one or multiple bids on behalf of the Qualified Supplier.
- 2.3.6 The [Recovery Variant of a Logistic Vehicle \(Wrecker Truck\)](#) solution proposed for the RFP must be designed and built by the same Manufacturer as identified in the Qualified Supplier. This Manufacturer will be identified in the resulting contract for the purposes of delivering the required ERC goods and services.
- 2.3.7 Qualified Suppliers intending to bid as an Entity described at article [1.3.2.3](#) must provide, on or before contract award, a performance guarantee signed by the Manufacturer. In addition, Bidders will be requested to provide, by bid closing, a letter signed by the Manufacturer, confirming that the Manufacturer will provide Canada with signed Performance Guarantees on or before award of the contracts to be awarded as a result of an eventual RFP. If this letter is not provided in the bid, the Contracting Authority will so inform the Bidder and provide the Bidder with a time frame within which to meet the requirement. Failure to comply with the request of the Contracting Authority and meet the requirement within that time period will render the bid non-responsive.

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<sup>5</sup> Canada must impose this requirement in order to ensure an efficient and diligent Phase II – Review and Refine Requirements (RRR see section 1.4.2) – which will follow the ITQ phase.

## **2.4 QUESTIONS, COMMENTS AND COMMUNICATIONS**

### **2.4.1 Single Point of Contact**

To ensure the integrity of the competitive procurement process, questions and other communications regarding this ITQ must be directed only to the Contracting Authority identified in on page 1 of the ITQ. Failure to comply with this requirement may result in the response being disqualified from further consideration.

### **2.4.2 Deadline for Asking Questions**

All questions and comments regarding the ITQ solicitation must be submitted by email to the Contracting Authority no later than 5 calendar days before the ITQ closing date. Questions received after that time may not be answered.

### **2.4.3 Content of Questions**

Respondent Teams should reference as accurately as possible the numbered item of the ITQ to which the question relates. Respondent Teams should explain each question in sufficient detail in order to allow Canada to provide an accurate answer. Any questions that a Respondent Team believes include proprietary information must be clearly marked "proprietary" at each relevant item. Items identified as proprietary will be treated as such unless Canada determines that the question is not of a proprietary nature. Canada may edit the questions or may request that the Respondent Team do so, so that the proprietary nature of the question is eliminated, and the edited question and answer may be provided to all Respondent Teams. Questions not submitted in a form that may be provided to all Respondent Teams may not be answered by Canada.

### **2.4.4 Publication of Answers**

To ensure the consistency and quality of information provided to Respondent Teams, questions and the answers will be posted on [buyandsell.gc.ca](http://buyandsell.gc.ca) as an amendment to the ITQ.

## **2.5 PROCUREMENT DOCUMENTS PUBLICATION**

2.5.1 Canada normally makes its procurement documents available for download through the [buyandsell.gc.ca](http://buyandsell.gc.ca). However, by establishing a list of Qualified Suppliers, Canada will provide the procurement documents directly to the Qualified Suppliers, rather than making them available through the [buyandsell.gc.ca](http://buyandsell.gc.ca).

2.5.2 Upon request, Canada may, at its discretion, make information, technical specification, and ITB documentation available to industry stakeholders.

2.5.3 Canada is not responsible for and will not assume any liabilities whatsoever for the information found on websites of third parties that reproduce the information on [buyandsell.gc.ca](http://buyandsell.gc.ca).

2.5.4 Respondent Teams are solely responsible for consulting the [buyandsell.gc.ca](http://buyandsell.gc.ca) website regularly for the most up-to-date information. Canada will not be liable for any oversight by the Respondent Teams, nor for notification services offered by a third party.

## **2.6 RIGHTS OF CANADA**

In addition to any other rights described in this ITQ, Canada reserves the right to:

2.6.1 Amend this ITQ, including the qualification criteria, at any time;

- 2.6.2 Suspend this ITQ at any time;
- 2.6.3 Cancel this ITQ at any time;
- 2.6.4 At any time during Phase I or II, suspend and reopen the ITQ phase I.
- 2.6.5 Reissue the ITQ;
- 2.6.6 If no Respondent Teams are qualified and the requirement is not substantially modified, reissue the ITQ by inviting only those Respondent Teams who submitted responses to the ITQ to submit new responses within a period designated by Canada;
- 2.6.7 Reject and not consider further a response if, in Canada's opinion, any component of the response presents potential, perceived or real issues or matters that may be injurious to the national security of Canada; and
- 2.6.8 Remove at any time, any Qualified Supplier, if it presents potential, perceived or real issues that may be injurious to the national security of Canada.

## **2.7 SECURITY REQUIREMENTS**

- 2.7.1 A Respondent Team is not required to have valid security clearance in order to become a Qualified Supplier. As the ERC Project advances through different procurement phases, security requirements may evolve.
- 2.7.2 Entities of Respondent Teams are not required to have security clearance in order to become a Qualified Supplier.
- 2.7.3 There will be security requirements associated with the RRR Phase. As security screening may be a lengthy process, Respondent Teams should ensure that their representatives participating in one-on-one sessions may be required to each hold a valid security clearance at the SECRET level, granted or approved by the PSPC Contract Security Program. To learn how to obtain security screening for your organization, please copy and paste the following link in a browser: <https://www.tpsgc-pwgsc.gc.ca/esc-src/organisation-organization/enquete-screening-eng.html>.
- 2.7.4 There will be security requirements in the RFP. These security requirements will be discussed with the Qualified Suppliers during the RRR Phase.

## **2.8 National Security Exception**

The National Security Exception provided for in the trade agreements has been invoked for the ERC Project for all purposes.

## **2.9 Controlled Goods Program**

This procurement may be subject to the Controlled Goods Program. The final status of the procurement will be confirmed in any subsequent solicitation.

## **2.10 Canada's Industrial and Technological Benefits (ITB) Policy**

The ITB policy, including the Value Proposition (VP) will apply to the Project. The objectives of the ITB Policy and the VP are to support the long-term sustainability and growth of Canada's defence sectors, including small and medium-sized enterprises in all regions of Canada to enhance

innovation through research and development in Canada, to support skills development and training, and to increase the export potential of Canadian based firms. To maximize the economic impact that may be leveraged through the VP, Canada will motivate the defence contractors to invest in [Key Industrial Capabilities](#) (KICs) of Armour, Ground Vehicle Solutions, and In-Service Support. Further information on the ITB Policy and Value Proposition may be found at <http://www.ic.gc.ca/eic/site/086.nsf/eng/home>.

## 3.0 PREPARING AND SUBMITTING A RESPONSE

### 3.1 Language for Future Communications

Each Respondent Team is requested to identify, in the [Response Submission Form](#) of Annex D, which of Canada's two official languages the Respondent Team chooses to use for future communications with Canada regarding this ITQ and any subsequent phases of the procurement process.

### 3.2 Content of Response

3.2.1 A complete response to this ITQ consists of all of the following:

- 3.2.1.1 Signed and Dated ITQ Cover Page (**Requested at ITQ Closing**): All Entities of the Respondent Teams are requested to sign and date the ITQ cover page and include it in the response.
- 3.2.1.2 Annex D - [Response Submission Form](#) (**Requested at ITQ Closing**): Respondent Teams are requested to include a completed Response Submission Form with their responses.
- 3.2.1.3 Specific responses to Qualification Requirements at [Annex A](#) (**Requested at ITQ Closing**): Respondent Teams are requested to include all the information required by Annex A.

**Note One:** The forms provide a common format in which Respondent Teams may provide information required for evaluation. Using the forms to provide this information is not mandatory, **but it is recommended**.

**Note Two:** The Respondent Teams need to identify a [Recovery Variant of a Logistic Vehicle \(Wrecker Truck\)](#) that meets all the requirements of this ITQ as listed at Annex A for qualification purposes only. The Qualified Supplier's proposed solution to Canada at the RFP phase may offer different vehicles, provided that they are designed and built by the same Manufacturer identified by the Qualified Supplier. Respondent Teams must not assume that the recovery vehicle identified in response to the ITQ will automatically be deemed compliant at the RFP Phase.

**Note Three:** If Canada determines, subject to article [4.2.4](#) herein, that the information required in [Annex A](#) and [Annex D](#), is missing or incomplete, Canada will provide the Respondent Team with opportunities to provide the additional information.

### 3.3 Response Preparation Instructions

- 3.3.1 If the Respondent Team chooses to submit its response electronically, Canada requests that the Respondent Team submits its response in accordance with section 08 of the [2003](#) Standard Instructions and as amended herein as applicable. Respondent Teams who submit their responses using the epost Connect must provide their response in a single transmission. The epost Connect service has the capacity to receive multiple documents, up to 1GB per individual attachment.



- 3.3.2 All Respondent Teams should attempt to submit their responses electronically, through e-post. Canada's preference is to receive responses electronically, however, Canada will accept hard copies, in which case the following applies:
- 3.3.2.1 [Eight](#) hard copies (i.e., printed on paper); [and](#)
  - 3.3.2.2 Two soft copies (i.e.: USB, CD or DVD)
- 3.3.3 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.
- 3.3.4 If the Respondent Team is simultaneously providing copies of the response 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.
- 3.3.5 The Bid Receiving Unit address for the physical copy submission is found on the cover page of the ITQ.

## 4.0 PROCESS FOR EVALUATING RESPONSES

### 4.1 Evaluation of Responses

Canada will evaluate whether each response satisfies all the mandatory requirements described in this ITQ. A response must comply with all the requirements of the ITQ in order for the Respondent Team to be declared qualified for the next phase of the procurement.

### 4.2 Conduct of the Evaluation

#### 4.2.1 Assessment of Responses

Responses will be assessed in accordance with all the requirements described in this ITQ, including all of the Annexes. Any element of this ITQ identified with the words "must", "required" or "mandatory" is a mandatory requirement. Responses that do not comply with each and every mandatory requirement after the application of 4.2.3.1 will be declared non-compliant and be disqualified. Once a response has been disqualified, Canada will have no obligation to evaluate the response further.

#### 4.2.2 Evaluation Team

An evaluation team composed of representatives of Canada will evaluate the responses. Canada may hire any independent consultant, or use any Government of Canada resources, to evaluate any response. Not all members of the evaluation team will necessarily participate in all aspects of the evaluation.

#### 4.2.3 Discretionary Rights during Evaluation

In conducting its evaluation of the responses, Canada may, but will have no obligation to, do the following:

- 4.2.3.1 Request additional information substantiating the compliance of the response with any mandatory requirement;
- 4.2.3.2 Seek clarification or verification from Respondent Teams regarding any or all information provided by them with respect to this ITQ;
- 4.2.3.3 Verify any information provided by Respondent Teams through independent research and use of any government resources including government-to-government channels.



#### **4.2.4 Requests for Clarifications**

If Canada seeks clarification or verification or additional information from a Respondent Team about the response, the Respondent Team will have 3 working days (or a longer period if specified in writing by the Contracting Authority) to provide the necessary information to Canada. Depending on the nature of the request, failure to meet this deadline may result in the response being rejected.

#### **4.2.5 Extension of Time to Respond**

If additional time is requested by a Respondent Team(s), the Contracting Authority may grant an extension in his or her sole discretion.

### **4.3 BASIS OF QUALIFICATION**

4.3.1 Each Respondent Team whose response meets all the requirements of this ITQ will become a Qualified Supplier for the next phases of the procurement process.

4.3.2 All Respondent Teams will be notified in writing whether or not they have qualified. In addition, the list of Qualified Suppliers, will be published on [buyandsell.gc.ca](http://buyandsell.gc.ca) (including the entities within the Respondent if applicable). Any changes to the list of Qualified Suppliers will be amended and published on [buyandsell.gc.ca](http://buyandsell.gc.ca).

### **4.4 WITHDRAWALS AND ADDITIONS OF THE ENTITIES THAT FORM THE QUALIFIED SUPPLIER FOLLOWING ITQ PHASE**

4.4.1 By submitting a response, the member of the Respondent Team (s) submitting the response acknowledges and accepts the following conditions for the Respondent Team (s):

4.4.1.1 The Manufacturer in the Respondent Team must remain part of the Respondent Team and, if applicable, Qualified Supplier for the entire ERC procurement process (including ITQ, RRR and RFP). Any substitution or withdrawal of the Manufacturer within the Respondent Team or Qualified Supplier will result in disqualification of the Respondent Team, or Qualified Supplier from the ERC procurement process and its removal from the list of Qualified Suppliers.

4.4.1.2 The non-Manufacturer entities of the Respondent Team and, if applicable, Qualified Supplier may be removed, substituted or withdraw during the entire ERC procurement process (including ITQ, RRR and RFP), by written request to the Contracting Authority, subject to Canada's approval and at Canada's discretion.

4.4.1.3 After Contract award, any substitutions to or withdrawal from the Qualified Supplier party to the Contract will be subject to Canada's approval, to be exercised at its sole discretion.

4.4.2 Following the ITQ phase, one or more entities may be added to a Qualified Supplier, by written request from a member of the Qualified Supplier party to the Contracting Authority, subject to Canada's approval and at Canada's discretion. These added entities may withdraw, or be removed by the Qualified Supplier, by written request to the Contracting Authority, subject to Canada's approval and at Canada's discretion.

## ANNEX A – QUALIFICATION REQUIREMENTS

### Enhanced Recovery Capability – Performance Requirements

Serial	ITQ Requirements <a href="#">as per article 1.3</a>	Proof of Compliance
1.	The Respondent Team must include at a minimum a Manufacturer of Logistics Vehicles that has prior experience in successfully designing and building the cab and chassis of a <a href="#">Recovery Variant of a Logistic Vehicle (Wrecker Truck)</a> .	<p>The Respondent Team must indicate the Entity being proposed as per article 1.3 of this ITQ and provide the completed forms at Annex D.</p> <p>The Respondent Team should provide a brief description and history of the Manufacturer of the cab and chassis of the <a href="#">Recovery Variant of a Logistic Vehicle (Wrecker Truck)</a> proposed for this ITQ.</p>
2.	<p>The Respondent Team must propose a Recovery Variant of a Logistic Vehicle (Wrecker Truck) with <a href="#">all</a> the following characteristics:</p> <ul style="list-style-type: none"> <li>a. It must have a cab and chassis designed and built by the same Manufacturer as the one proposed as part of the Respondent Team;</li> <li>b. It must be a Recovery Variant of a Logistic Vehicle (Wrecker Truck) for which the NATO Supply Classification Group code is 2320 or 2355;</li> <li>c. It must have a minimum GVWR of 25,000 kg;</li> <li>d. It must be equipped with a main recovery winch system to perform Extrication operations;</li> <li>e. It must be equipped with a Lift Tow system; and</li> <li>f. It must currently be in service with a NATO Member Country, Australia or New Zealand.</li> </ul>	<p>The following information and specifications of the Recovery Variant of a Logistic Vehicle (Wrecker Truck) proposed for this ITQ must be provided by the Respondent Team:</p> <ul style="list-style-type: none"> <li>a. A description of the Recovery Variant of a Logistic Vehicle (Wrecker Truck) which includes the make, model, history and evolution. The description must clearly identify the cab and chassis of the <a href="#">Recovery Variant of a Logistic Vehicle (Wrecker Truck)</a>;</li> <li>b. The NATO Stock Number must be provided for the proposed Recovery Variant of a Logistic Vehicle (Wrecker Truck), demonstrating supply classification grouping 2320 or 2355;</li> <li>c. The GVWR;</li> <li>d. A description of the main recovery winch system;</li> <li>e. A description of the Lift Tow system; and</li> <li>f. Identify which NATO Member Country, Australia or New Zealand country (ies) is/are currently using the <a href="#">Recovery Variant of a Logistic Vehicle (Wrecker Truck)</a> proposed for this ITQ vehicle(s).</li> </ul>

## ANNEX B – ERC VEHICLE VARIANTS

### **ERC Variant A**

- *~75% of fleet*
- *majority recovery tasks*

### **ERC Variant B**

- *~25% of fleet*
- *all ERC tasks; including complex recovery*

### **Towing and Backloading** (~70% of recovery tasks)

- NATO recovery fixtures; towing at axle or frame; battle-damaged

### **Winching and Extraction** (~20% of recovery tasks)

- Mired vehicles, improvised anchor points, various casualty scenarios

### **Material Handling Crane or other**

- Lift capability to be confirmed
- May be capable of performing some righting tasks

### **Lifting and Controlled Righting**

- Lift 16.5T intermodal container
- Controlled righting using rotator
- **Complex recovery tasks**

## ANNEX C – ESTIMATED TIMELINES

Description	Estimated Timeline
<b>Phase I:</b> Invitation to Qualify • Announcement of Qualified Suppliers	January 2020
<b>Phase II:</b> Review and Refine Requirements Phase • Release of Draft RFP	January 2020 to Spring 2020 Late Spring 2020
<b>Phase III:</b> Request for Proposal • Release of Final RFP • Submission of Proposal	Fall 2020 60 Calendar Days
<b>Phase IV:</b> Implementation • Contract Award • First vehicle delivery • Last vehicle delivery	Summer 2021 Fiscal Year 2023/2024 Fiscal Year 2026/2027

## ANNEX D – RESPONSE SUBMISSION FORM

Invitation to Qualify No. W8476-175567/F													
<p><b>Indicate, by checking the box on the left, the Entity being proposed</b></p> <p><input type="checkbox"/> 1. The applicable Manufacturer of the cab and chassis of the <b>Recovery Variant of a Logistic Vehicle (Wrecker Truck)</b> proposed for this ITQ;</p> <p><input type="checkbox"/> 2. A proposed Joint Venture in which the Manufacturer of the cab and chassis of the <b>Recovery Variant of a Logistic Vehicle (Wrecker Truck)</b> proposed for this ITQ is a member; or</p> <p><input type="checkbox"/> 3. A party proposing to act as a potential prime contractor that agrees with one or more companies, one of which is the Manufacturer of the cab and chassis of the <b>Recovery Variant of a Logistic Vehicle (Wrecker Truck)</b> proposed in the ITQ, to have the company (ies) act as its Subcontractor(s) under the contracts with Canada for the provision of the <b>Recovery Variant of a Logistic Vehicle (Wrecker Truck)s</b>; as well as its support.</p>													
<p><b>Full Legal Name:</b> <i>The full Legal Names of each Entity that will form part of the Respondent Team.</i> <b>(required)</b> <i>add lines as required</i></p>	<p>1. 2. 3. 4. 5.</p>												
<p><b>Respondent Team Name</b> <i>(if applicable: the name of each member of the proposed joint venture)</i> <b>(optional)</b> <i>add lines as required</i></p>	<p>1. 2. 3. 4. 5.</p>												
<p>Authorized Representative of Respondent Team for all communications throughout procurement process <i>(e.g., clarifications and sending RFP)</i> <b>(required)</b></p>	<table border="1"> <tr> <td>Name:</td> <td></td> </tr> <tr> <td>Title:</td> <td></td> </tr> <tr> <td>Address:</td> <td></td> </tr> <tr> <td>Telephone #:</td> <td></td> </tr> <tr> <td>Mobile Phone #:</td> <td></td> </tr> <tr> <td>Email:</td> <td></td> </tr> </table>	Name:		Title:		Address:		Telephone #:		Mobile Phone #:		Email:	
Name:													
Title:													
Address:													
Telephone #:													
Mobile Phone #:													
Email:													
<p>Requested language for future communications regarding this procurement process – <i>please indicate either <b>English or French</b></i></p>													
<p>By signing below, I confirm that I have read the entire ITQ and I certify and agree that:</p> <p>1. The Respondent Team considers itself and its products able to meet all the mandatory requirements described in the ITQ;</p> <p>2. The Authorized Representative above is authorized to be the Respondent Team's main point of contact with Canada and represent any resulting Qualified Supplier in all matters during the procurement process;</p> <p>3. The Respondent Team agrees to be bound by all the terms and conditions of this ITQ; and</p> <p>4. All the information provided in the response is complete, true and accurate.</p>													
<p><b>Date</b> <b>(required)</b></p>													
<p><b>Signature</b> <i>(if applicable: the signature and names and titles of representatives of each member of the proposed Respondent Team)</i> <b>(required)</b> <i>add lines as required</i></p>	<p>1. 2. 3. 4. 5.</p>												