

**RETURN BIDS TO:
RETOURNER LES SOUMISSIONS À:**

Bid Receiving - PWGSC
11 Laurier St.
Place du Portage, Phase III
Core 0B2
Gatineau, Québec K1A 0S5
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ePost Connect Email:
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**SOLICITATION AMENDMENT
MODIFICATION DE L'INVITATION**

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

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

Comments - Commentaires

**Vendor/Firm Name and Address
Raison sociale et adresse du
fournisseur/de l'entrepreneur**

Issuing Office - Bureau de distribution

Innovation Procurement Directorate
Direction des achats innovateurs
Terrasses de la Chaudière
10, rue Wellington, Étage 4
Gatineau, Québec
K1A 0S5

Title-Sujet Area Detection and Identification System (ADIS)	
Solicitation No. - N° de l'invitation W8476-18ADIS/B	Amendment No. - N° modif. 007
Client Reference No. - N° de référence du client W8476-18ADIS/B	Date 5 March 2020
GETS Reference No. - N° de référence de SEAG	
File No. - N° de dossier 010sl.W8476-18ADIS/B	CCC No./N° CC - FMS NO. / N° VME
Solicitation Closes - L'invitation prend fin at - à 2:00 PM on - le 31 March 2020	Time Zone Fuseau horaire Eastern Standard Time EST
F.O.B. - F.A.B	
Plant-Usine : <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: April Campbell	Buyer Id - Id de l'acheteur 010SL
Telephone No. - N° de téléphone 613-858-9485	FAX No. - N° de FAX
Destination of Goods, Services and Construction: Destinations des biens, services et construction :	
Specified Herein Précisé dans les présentes	

Instructions : See Herein

Instructions : voir aux présentes

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

**THIS AMENDMENT IS RAISED TO CORRECT THE BASIS OF SELECTION EXAMPLE
AND RESPOND TO BIDDERS' QUESTIONS**

At Volume 1, Part 4, article 4.8, Basis of Selection, article 4.8.2,

DELETE: Evaluation Example in its entirety.

INSERT: The following:

4.8.2 Evaluation Example

Basis of Selection - Highest Combined Rating Technical Merit (60%), Price (25%) and ITB/VP (15%)				
		Bidder 1	Bidder 2	Bidder 3
Overall Technical Score		445/600	495/600	385/600
ITB / VP Score		56/100	65/100	80/100
Total Evaluated Bid Price		\$550,000.00	\$500,000.00	\$450,000.00
Calculations	Technical Merit Score	$445/600 * 60 = 44.5$	$495/600 * 60 = 49.5$	$385/600 * 60 = 38.5$
	ITB VP SCORE	$56/100 * 15 = 8.4$	$65/100 * 15 = 9.8$	$80/100 * 15 = 12$
	Pricing Score	$45/55 * 25 = 20.5$	$45/50 * 25 = 22.5$	$45/45 * 25 = 25$
	Combined Rating	73.4	81.8	75.5
	Overall Rating	3rd	1st	2nd

Note: When a calculation includes a decimal, calculations will be rounded to the first decimal point.

At Volume 1, Attachment 2B to Part 4, Stage 5 – DRDC Laboratory Testing, article 3. Mandatory Requirements, section 3.2.4.2 Battery Charger

DELETE: M70 109 The Battery Charger must fully charge the depleted External Battery Pack within 240 minutes or less at 20° C ± 5° C. TR

INSERT: M70 109 The Battery Charger must fully charge the depleted External Battery Pack within 240 minutes or less at 20° C ± 5° C. N or PP

At Volume 1, Attachment 2B to Part 4, Stage 5 – DRDC Laboratory Testing, article 4.2 Point Rated Criteria, PR23,

- DELETE: PR23 105 **3.2.4.1.1 External Battery Pack**
 A single External Battery Pack should provide power for ADIS to operate continuously for more than 4 hours at 20° C ± 5° C on a single charge.
Verification Method: Test Report
Scoring Methodology: >4 or <5 = 5 pts; >5 and <6 = 10 pts; >6 = 15 pts
- INSERT: PR23 105 **3.2.4.1.1 External Battery Pack**
 A single External Battery Pack should provide power for ADIS to operate continuously for more than 4 hours at 20° C ± 5° C on a single charge.
Verification Method: Narrative or Preliminary Proof
Scoring Methodology: >4 or <5 = 5 pts; >5 and <6 = 10 pts; >6 = 15 pts

At Volume 1, Attachment 2B to Part 4, Stage 5 – DRDC Laboratory Testing, article 4.2 Point Rated Criteria, PR25,

- DELETE: PR25 115 **3.2.4.2 Battery Charger**
 The Battery Charger should accept and use a voltage range of 12-36 V DC.
Verification Method: Test Report
Scoring: 2 points
- INSERT: PR25 115 **3.2.4.2 Battery Charger**
 The Battery Charger should accept and use a voltage range of 12-36 V DC.
Verification Method: Narrative or Preliminary Proof
Scoring: 2 points

At Volume 2, Appendix AA to Annex A, System Requirements Specification (SysRS), article 3, Requirements,

- DELETE: 50 One Console with OEM software must wirelessly operate and control up to and including 2 ADIS. PP
- INSERT: 50 One Console with OEM software must wirelessly operate and control up to and including 2 ADIS. PP D
- DELETE: 51 One Console with OEM software must, using hard wire, operate and control up to and including 2 ADIS. PP
- INSERT: 51 One Console with OEM software must, using hard wire, operate and control up to and including 2 ADIS. PP D

DELETE:	52	One Console with OEM software should wirelessly operate and control up to and including 6 ADIS.	PP	
INSERT:	52	One Console with OEM software should wirelessly operate and control up to and including 6 ADIS.	PP	D
DELETE:	53	One Console with OEM software should, using hard wire, operate and control up to and including 6 ADIS.	PP	
INSERT:	53	One Console with OEM software should, using hard wire, operate and control up to and including 6 ADIS.	PP	D
DELETE:	105	A single External Battery Pack should provide power for ADIS to operate continuously for more than 4 hours at 20° C ± 5° C on a single charge	TR	
INSERT:	105	A single External Battery Pack should provide power for ADIS to operate continuously for more than 4 hours at 20° C ± 5° C on a single charge	N or PP	D
DELETE:	109	The Battery Charger must fully charge the depleted External Battery Pack within 240 minutes or less at 20° C ± 5° C.	TR	
INSERT:	109	The Battery Charger must fully charge the depleted External Battery Pack within 240 minutes or less at 20° C ± 5° C.	N or PP	D
DELETE:	114	The Battery Charger must accept and use a voltage of 24 V DC.	N or PP	
INSERT:	114	The Battery Charger must accept and use a voltage of 24 V DC.	N or PP	D
DELETE:	115	The Battery Charger should accept and use a voltage range of 12-36 V DC.	TR	
INSERT:	115	The Battery Charger should accept and use a voltage range of 12-36 V DC.	N or PP	D
DELETE:	120	ADIS must operate using input power with a voltage of 24 V DC.	N or PP	
INSERT:	120	ADIS must operate using input power with a voltage of 24 V DC.	N or PP	D

- DELETE: 121 ADIS should operate using input power with a voltage range of 12-36 V DC. N or PP T or TR
- INSERT: 121 ADIS should operate using input power with a voltage range of 12-36 V DC. N or PP D

At Volume 2, article 6.1 Basis of Payment, subsection d),

- DELETE: For the professional services to integrate the government supplied material, develop the training program and courseware, and provision of helpdesk services, Canada will pay the contractor the firm, all-inclusive hourly rates stipulated in Annex B, Basis of Payment, applicable taxes extra.
- INSERT: For the professional services to integrate the government supplied material, develop the training program and courseware, and provision of helpdesk services, and for the professional services to conduct reviews, testing, update plans and all other associated costs associated with the work detailed at Annex A and the associated Appendices, Canada will pay the contractor the firm, all-inclusive hourly rates stipulated in Annex B, Basis of Payment, applicable taxes extra.

Reference: Volume 1, Attachment 2B to Part 4, Stage 5 - DRDC Laboratory Testing

- Q20 **M80 page 48/77** - ADIS AC power input cable must include a NEMA 5-15P connector that fits in standard Canadian wall sockets.

Is an adapter required to fit Euro plugs?

- A20 The requirement does not allow for an adaptor. The system must have a NEMA 5-15P power input cable and run on the power input specified in the RFP. For operations in countries not using the NEMA 5-15P connector, Canada will provide an adaptor.

- Q21 **Vol 1 – M97 page 49/77** - d. Be transportable on the operator's back;

How is this to be achieved, with a modular Load Carrying Pack or with a sling or is it up to industry to suggest a solution? Are there certain dimensions required? Since the tripod must be man portable, will the rest of the system be required to be man portable as the tripod?

- A21 It will be up to industry to suggest a solution. DND does not favour a particular solution for this requirement. The only dimensions for the tripod are listed in Vol 1- M95, and there are no dimension limitations for the transportable solution as long as they meet the overall dimension requirements of the system. The rest of the system portability requirements are described in Vol 1 – M85 to Vol 1 - M92.

- Q22 **Mandatory Requirements legend** – page 43/77

Could you clarify the difference between Narrative and Preliminary Proof in order to manage expectations?

- A22 Both Narrative and Preliminary Proof allow the Bidder to provide a system that may not meet a DND-specific requirement now, but could reasonably be expected to do so after Contract Award. The difference in the two verification methods is the level of proof required. Narrative requires no proof per se, just a reasonable description on how the requirement could be met. Preliminary Proof may indicate some informal testing by the Bidder may be required to show they can meet the requirement, or show how a current model is close to the requirement, as may be the case between EU and Canadian standards.

This can be further illustrated if we examine the requirements in Vol 1 – M86 to M90 (page 49). These requirements have the option to provide either a Narrative or Preliminary Proof. It is possible that DND is asking the Bidder to meet equipment configurations (power supply, cable length, size of the furnished laptop and radios, etc.) that are different from previously produced configurations. If it is very different, a Narrative may be required to describe how all the pieces of the ADIS will be configured to meet the dimension and weight requirements. If it is only slightly different (i.e. DND requires 100m of cable and previous models have provided 50m), Preliminary Proof would be easy to provide and would increase the level of confidence DND will have that the requirement can be met after Contract Award.

- Q23 **PR12 page 32/77 Environmental Management System (EMS)**
The Bidder should possess a valid EMSISO 14001 certification received within the past 3 years from the date of bid submission. As evidence, the Bidder must provide a copy of the ISO 14001 certificate to achieve 30 points.
OR Provide evidence of the a. through i. below (for up to 20 points):

Since a manufacture in Germany must adhere to the EU and German Government standards, will DND accept the EU and German equivalent to ISO 14001?

- A23 Yes, provided the equivalent standards meet the requirements of PR12, the bid will receive full points for the EMS.

- Q24 **PR13 page 32/77 Occupational Health and Safety Management System (OHSMS)**
Does the Bidder organization have an Occupational Health and Safety Management System certified OSHAS 18001 or Z1000-06 CSA?
If Yes, a copy of the OSHAS 18001 or Z1000-06 CSA certificate obtained within the past three (3) years by an accredited body is to be submitted to receive the maximum number of 30 points.

Since OSHAS 18001 or Z1000-06 CSA are North American standards, will you include the EU equivalent for goods that are manufactured in the EU?

- A24 Yes, provided the equivalent standards meet the requirements of PR13, the bid will receive full points for the OHMS.

- Q25 **4.8.2 Evaluation Example Page 33/77**
 The scoring for Technical Merit Score, ITB VP SCORE and Pricing Score doesn't seem to be correct; could you explain how you came to these results?

A25 Corrected. See above.

Q26 CDRL PM109 page 14/55

Block 12: The Contractor must submit a proposed QAP at RFP Closing date with the Bidder proposal.

The initial QAP must be submitted within 15 Working Days (WDs) following Contract award. Upon Contract Award, the Contractor will be provided with comments on the Proposed QAP that was evaluated with the RFP, to consider in preparing their 1st submission. Comments will be provided by the TA at the kick-off meeting or earlier.

Initially this CDRL calls for the submission of QAP to be submitted at RFP closing date, yet further it is stated the QAP must be submitted following contractual award. Please clarify.

A26 The preliminary or initial QAP is due at RFP closing date. After the Kick Off Meeting, an updated version will be produced per Appendix AB1 to Annex A (Data Deliverable Specifics for Project Meetings, Reviews, and Audits for the Area Detection and Identification System (ADIS)).

Q27 CDRL IL-501

Block 12: The Contractor must submit a ILSP 15 working days (WD) after Contract Award. Upon Contract Award, the Contractor will be provided with comments on the Proposed ILSP that was evaluated with the RFP, to consider in preparing their 1st submission.

This CDRL calls for the submission of the ILSP 15 working days after the contract award, yet after the contract award contractor will be provided with comments, please clarify.

A27 As indicated in CDRL IL-501 and Appendix AB1 to Annex A, the contractor must submit an initial ILSP 15 Working Days (WDs) after Contract Award. The Kick Off Meeting is 30 WDs after Contract Award, at which time Canada will provide the contractor with comments on the ILSP. The final ILSP is one of the follow-on deliverables from the Kick Off Meeting.

Q28 Pre-Kick Off Meeting (PKM) at 4.3.3 page 21 of 59 Vol 2, The SOW identifies a requirement for a PKM to be held 2 working days following Contract Award. The PKM does not show up on Figure 1 Adis Timeline on Pg 39 of 59 Vol 2. The PKM is not called for anywhere else in the document. Please Clarify if this is a real requirement or a carryover from an earlier document.

A28 This is a real requirement; it is a short teleconference to coordinate the KOM.

Reference: Volume 2, Appendix AA of Annex A

Q29 Pgs 11, 12 Block 98 Power

We would like to request that the response for items block 105, 109, 115, 120 be changed to "N or PP" with "T or TR" being submitted at the FQR as is indicated for blocks 118, 121, 122.

A29 Block 120 already has N or PP for verification. The verification levels for the requirements are revised above.

Q30 Pg 16 of 31, Block 173 Vehicle Mount

At Block 173 the requirement states that *“ADIS should offer a telescoping mast”*

This requirement is not referred to anywhere else in the RFP. Would you kindly advise where we may find the specifications on the mast you require?

A30 Some systems offer an optional vehicle mount or a telescoping mast. While these are not presently mandatory requirements for ADIS, it may become an operational necessity in the future. As such, DND currently have no specifications for either the vehicle mount or the telescoping mast. Bidders who already offer a vehicle mount or telescoping mast as part of their product will receive the points indicated.

Q31 *Pg 16 of 31, Block 104, 4 hours of Power*

At Block 104 the RFP states “a single External Battery Pack must provide power for ADIS to “operate continuously for **at least** 4 hours” on a single charge , at Block 105 “operate continuously **for more than** 4 hours” on a single charge.

Would you please clarify the requirement.

A31 Block 104 is the mandatory/minimum requirement as denoted by the use of the word “must” and indicates the requirement that must be met in order for the Bid to be considered compliant. Block 105 is the point rated/desired requirement as denoted by the use of the word “should” and meeting or exceeding this requirement will be rewarded with points that will make the bid more competitive. Similar conventions are used throughout technical requirements in the RFP.

Q32 The requirement at blocks 104/105 calls for 4 hours operating time for the ADIS. When referring to the ADIS are we to assume that the GFE computer is consider part of the ADIS system.

- a. Is it a requirement to be able to provide aux power to the GFE computer from the battery pack in the event no other power source is available to support the GFE computer?
- b. If Aux power is to be supplied, does that figure into the 4 hour requirement?

A32 The GFE computer and radios are not considered part of the power requirement. They will have an independent power supply.

Q33 Given the hardware delivery may happen as late as 18 to 24 months after contract award, how does the Crown intend to pay for the none-hardware related activity prior to that point (Testing, Reviews, Reports and other CDRLs)?

A33 Refer to the amendment to the Basis of Payment, sub-section d) above and articles 7.1 and 7.2 of the resulting contract.

Q34 Typically in a project with a scope of work, formal reviews, tests and number of Data Deliverables such as the magnitude of ADIS, the Crown requests ventilated pricing for each deliverable and provides for a payment schedule that in some fashion or other allows for payment on completed deliveries. This is not clear in the RFP. Does the Crown intend for the bidder to carry all of the program costs incurred up to the delivery of the Hardware and then for the vendor to roll those costs into the hardware price? If so, how will the crown determine

what is the true and accurate unit cost of system vs what will be a significantly over inflated number due to the incorporation of non-hardware related costs into the line item price?

A34 Refer to the amendment to the Basis of Payment, sub-section d) above and A33.

Q35 Page 57 & 58 are identified as Basis of Payment, however the manner in which the chart is laid out pricing cannot be correlated to the work (CDRLs and Reviews) to be delivered, their value, nor the relevant point on the Program Schedule when the work would be completed and invoiced. Please clarify how we are to properly complete these forms so as to insure the bidder's response is not deemed non-compliant to the requirement.

A35 Refer to the amendment to the Basis of Payment, sub-section d) above and A33.

Q36 I am writing to you today regarding the above-referenced file. As part of this file, Bidders are asked to complete the document "**attach_1_to_part_3_fr_dec_30**" (Excel format). However, we are having difficulty understanding what is required from us in some of the tabs, namely:

- a) Labour tab – We are asked to allocate the hours according to the requirements for each category on a basis of 2000 hours. And as we understand it, there is no place to record these hours, only an hourly rate.
- b) Equipment tab – We are asked to list the spare parts required for each period and to assign a quantity to each one, on an overall basis of 'X' for each period. However, there is no place to record the quantity required, only a unit price.
- c) R&O tab – see b) above.

Could you please clarify the process so that we can identify costs and requirements properly?

A36 In order to add their figures, Bidders must unmerge the cells in question. If there is difficulty in undertaking this action, please contact the Contracting Authority and a new template with unmerged cells will be provided.

Q37 We note in PSPC Amend 6, you have revised Vol1.part.3.art3,4, Sect. II, IV to now include the exchange rate fluctuation protection. The revision is appreciated, and where the span of time between the period when the contractor incurs the expense and the Crown pays the invoice is reasonably close, the Clause is appropriate. However the current payment structure as contained in the RFP and the period of performance of the work does not line up. At present all compensation for work performed occurs at time of shipping the goods. This could result in the Contractor having to disburse foreign currency as much as 24 months in advance of the Crown making payment of goods received, bringing in to play multiple exchange rates based on the timing of subcontractor transactions. Further if the Contractor is to amortize all program costs over the 32 ADIS or perhaps issue a lump sum invoice at the time of shipping the first articles, the invoicing and subsequent ERFA calculation will be extraordinarily complex.

- a. Failing the Crown providing an appropriately structured Financial Bid response table reflecting the Contract Deliverables (Data, Hardware, Milestones etc) Please advise as to how the Contractor is to be properly protected from exchange rate loss in utilizing this clause.

- A37 As detailed in the resulting contracts, the Contractor may submit multiple payments (article 7.1 of the resulting contract) for work detailed in Annex A Statement of Requirement (Volume 2) and Statement of Work (Volume 3) completed prior to the final delivery of the initial ADIS product. The Contractor must submit time sheets in accordance with article 7.2 Time Verification clause to document the work completed and the hours.
- Q38 Vol 1, Part 1, 1.6: The RFP names three parties that have been involved in the RFP. Please confirm that these companies, their respective directors, officers, partners, employees, or affiliates of such third party and who are or were involved while in such capacity in this bid solicitation process are hereinafter described as a “Restricted Party” as it relates to section 18 of SACC 2003.
- A38 The requirements of 2003 Standard Instructions – Goods or Services – Competitive Requirements will be met, including article 18, Conflict of Interest – Unfair Advantage.
- Q39 ADIS Storage: 4.9 page 39 of 45, Vol 3. The requirement states the Contractor must provide secure storage for one or more ADIS Units. Please advise how the costs associated with the Storage and more importantly the insurance of these devices will be covered by the Crown?
- A39 The Contractor will only need to store the ADIS sent for repairs or updates. Canada will store the operational and stock ADIS units. It is anticipated that the number will be no more than 3 systems at any given time. As such costs for storage and insurance should fall within the bidders’ overhead costs.