

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

Bid Receiving - PWGSC
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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. 009
Client Reference No. - N° de référence du client W8476-18ADIS/B	Date 11 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 30 April 2020	Time Zone Fuseau horaire Eastern Standard Time EST
F.O.B. - F.A.B	
Plant-Usine : <input type="checkbox"/> estimation: <input type="checkbox"/> er-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 MODIFY THE FINANCIAL BID PRESENTATION SHEET, BASIS OF PAYMENT, APPENDIX AB, AND RESPOND TO BIDDER QUESTIONS

At Volume 1, Part 3, article 3.1 Bid Preparation Instructions,

DELETE: Section I: Technical Bid – ADIS Acquisition
Section II: Financial Bid – ADIS Acquisition
Section III: Technical Bid – ADIS In-Service Support
Section IV: Financial Bid – ADIS In-Service Support

INSERT: Section I: Technical Bid
Section II: Financial Bid

At article 3.3,

DELETE: Sections I and III: Technical Bids

INSERT: Section I: Technical Bid

At article 3.4,

DELETE: Sections II and IV: Financial Bids

INSERT: Section II: Financial Bid

At Volume 1, Attachment 1 to Part 3, Financial Bid Presentation Sheet, Equipment, Spare and Replacement Parts,

DELETE: Third Party (TP) parts must be provided at cost with no provision for mark up.

INSERT: Third Party (TP) parts may be provided at cost plus overhead.

At Volume 1, Part 4, Article 4.2.3, Phase II: Technical Bid –

DELETE: Applies to eligible Mandatory Criteria only, including Articles 4.3.2 Mandatory Technical Requirements, 4.3.3 System Requirement Specifications, 4.3.4 and Attachment Point-rated criteria is excluded from the PBCP. Eligible Mandatory Criteria does not include the Mandatory Requirements associated with the DRDC Laboratory Testing detailed at Attachment 2 to Part 4.

INSERT: Applies to eligible Mandatory Criteria only, including Articles 4.3.2, Mandatory Technical Requirements, 4.3.3, Mandatory Financial Criteria, Attachment 1 to Part 4, ITB/VP mandatory criteria and Attachment 2B to Part 4, Stage 5 - DRDC Laboratory Testing, article 3. Mandatory Requirements.

At Volume 1, Part 4, Attachment 2B to Part 4, DRDC Laboratory Testing, article 3, Mandatory Requirements, section 3.1.2.5 Scanning Background

DELETE:	M23	30	ADIS must be capable of detecting and identifying chemical clouds following a line of sight that does not intersect hard targets (i.e., a uniform temperature sky background).	TR
INSERT:	M23	30	ADIS must be capable of detecting and identifying chemical clouds following a line of sight that does not intersect hard targets (i.e., a uniform temperature sky background).	COC

At Volume 1, Part 4, Attachment 2B to Part 4, DRDC Laboratory Testing, article 3, Mandatory Requirements, section 3.5.13, Shock

DELETE:	M178	321	The ADIS, while in its transit cases, must operate following a tactical transport drop test as described in MIL-STD-810H, method 516.8, Procedure IV, for infantry and man-carried equipment.	TR
INSERT:	M178	321	The ADIS, while in its transit cases, must operate following a tactical transport drop test as described in MIL-STD-810H, method 516.8, Procedure IV, for infantry and man-carried equipment.	N

At Volume 2, Annex B, Basis of Payment, article 2.3, Subcontractors

DELETE:	The Contractor will be paid its actual costs with no provision for markup for the following goods and services, applicable taxes extra.			
INSERT:	The Contractor will be paid its actual costs plus overhead for the following goods and services, applicable taxes extra.			

At Volume 2, Appendix AA to Annex A, System Requirements Specification, section 3.5.13, Shock,

DELETE:	321	The ADIS, while in its transit cases, must operate following a tactical transport drop test as described in MIL-STD-810H, method 516.8, Procedure IV, for infantry and man-carried equipment.	TR	
INSERT:	321	The ADIS, while in its transit cases, must operate following a tactical transport drop test as described in MIL-STD-810H, method 516.8, Procedure IV, for infantry and man-carried equipment.	N	T

At Volume 2, Appendix AB to Annex A, Contract Data Requirements List (CDRL), PM-107, block 16,

DELETE: Block 12: The Lexicon must be submitted for review no more than 20 Working Days (WDs) following the Kick-off Meeting.
 Response Time: The TA will provide comments on the Lexicon within 20 WDs following receipt.
 Block 13: The Lexicon must be revised whenever new items identified and added to the Lexicon list.
 Canada will provide further comments, if any, within 15 WDs of receipt of the Contractor’s re-submission.

INSERT: Block 12: Item 1: The Contractor must submit a draft unilingual (Canadian English) Lexicon for review within 20 Working Days (WDs) following the Kick Off Meeting.
 Response time: DND will provide comments on the initial unilingual (Canadian English) Lexicon 20 WDs following receipt.
 Response time: DND will provide comments on the unilingual (Canadian English) Lexicon within 15 WDs following ICT 1.
 Item 2: The Contractor must submit an initial bilingual (Canadian English and Canadian French) Lexicon for review no later than 80 WDs prior to ICT 2.
 Block 13: The Lexicons must be revised whenever new items identified and added to the Lexicon list.
 Canada will provide further comments, if any, within 15 WDs of receipt of the Contractor’s re-submission.

At Volume 3, Annex B, Basis of Payment, article 2.2, Subcontractors – Option Periods Only,

DELETE: The Contractor will be paid its actual costs with no provision for markup for the following goods and services, applicable taxes extra:

INSERT: The Contractor will be paid its actual costs plus overhead for the following goods and services, applicable taxes extra:

Q44 RFP Main Document page 30 of 77 – Proposed Project Plans “bidder to assume a Contract Award date of 1 June 2020

While we understand this assumption is for evaluation purposes only, realistically, with Bid closing March 31st 2020 and evaluation time to determine who is invited to Laboratory Testing (which will not take place before 3 months after bid closing.

Laboratory Testing would require 2-3 months minimum and afterwards the final bid evaluations by DND and the Crown. This realistically would mean a Contract award date more in line with November -December 2020 – Our Project schedule would be based on realistic timelines which would also potentially benefit Canada in both a risk reduction and cost reduction based on international programs we are currently involved in therefore can 1 June 2020 be revised to December 2020 as Contract Award Baseline for the Master Project Schedule?

A44 The laboratory testing is expected to take 2 weeks overall. During the 3-month preparation for the laboratory testing, the Bid Evaluation will continue. It is therefore expected that the Bid Evaluation, including the Lab Test and associated results will be complete 4 months after Bid Closing date.

Q45 Block 16 calls out the actions associated with review and comments in producing the Lexicon. While the TA review times are specified the final response time for the contractor is not. Nor is the manner in which the Approval is to be confirmed. Further the associated DID PM-107 calls for a French language version of the Lexicon, but there is no mention within Block 16 on the review and approval cycle for the French Lexicon.

- a. Would you please advise how many days the Contractor has to provide the full and final version of Rev 0 of the Lexicon (E&F) for approval to complete the action on this CDRL. We acknowledge that the Lexicon will be updated throughout the program. It is imperative that the document Approval process for both the English and French language Lexicons be clearly defined. This process has a direct impact on the Master Project Schedule and subsequent Milestone Reviews.

A45 The French Lexicon must be available for the production of the French versions of the manuals and the course material. This will occur after acceptance of the English Lexicon. Please see modification above.

Reference: Volume 1, Part 3, Financial Bid Presentation Sheet, Volumes 2 and 3, Annex B, Basis of Payment

Q46 The RFP states that subcontractor's costs are not to be marked-up. This is unreasonable since prime contractors have G&A and overhead expenses that are real costs and shareholders require companies to earn profit. It should be noted this is a competitive solicitation and bidders are mindful of competitive factors when determining prices which will limit markup to a competitively reasonable amount. Please remove this limitation on a contractor's inability to add markup.

A46 Please see above modification to the Financial Bid Presentation Sheet and the Basis of Payment.

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

Q47 Section 3.1.2.5, Scanning Background, item M23, SysRS ID 30, please clarify if this verification method should be N (Narrative) and not TR (Test Report).

A47 Refer to the modification, detailed above.

Q48 Section 3.2.4.2, Battery Charger, item M70, SysRS ID 109, please clarify if this verification method should be N (Narrative) and not TR (Test Report)

A48 Refer to Amendment 007.

Q49 Section 3.4.1.1, Radiated Susceptibility, items M100 and M101, SysRS ID 176 and 177, please clarify if this test report can be supplied prior to contact award and not at Bid Closing time

- If not, please advise if the verification method could be changed to N (Narrative) and not TR (Test Report)
- A49 Bidders must submit the required documentation to support the mandatory requirements at bid closing.
- Q50 Section 3.4.1.2, Radiated Emissions, items M102 and M103, SysRS ID 177 and 178, please clarify if this test report can be supplied prior to contact award and not at Bid Closing time
If not, please advise if the verification method could be changed to N (Narrative) and not TR (Test Report).
- A50 Bidders must submit the required documentation to support the mandatory requirements at bid closing.
- Q51 Section 3.5.1, Temperature Storage (high and low), items M165 and M166, SysRS ID 287 and 289, please confirm if DND would accept MIL-STD-810G test as equivalent to MIL-STD-810H.
- A51 MIL-STD-810G is an acceptable alternative.
- Q52 Section 3.5.2, Temperature Operation (high and low), items M167 and M168, SysRS ID 292 and 294, please confirm if DND would accept MIL-STD-810G test as equivalent to MIL-STD-810H.
- A52 MIL-STD-810G is an acceptable alternative.
- Q53 Section 3.5.3, Humidity, item M169, SysRS ID 297, please confirm if DND would accept MIL-STD-810G test as equivalent to MIL-STD-810H.
- A53 MIL-STD-810G is an acceptable alternative.
- Q54 Section 3.5.4, Thermal Shock, item M170, SysRS ID 299, please clarify if this test report can be supplied prior to contact award and not at Bid Closing time.
If not, please advise if the verification method could be changed to N (Narrative) and not TR (Test Report).
- A54 Bidders must submit the required documentation to support the mandatory requirements at bid closing.
- Q55 Section 3.5.5, Solar Radiation, item M171, SysRS ID 301, please confirm if DND would accept MIL-STD-810G test as equivalent to MIL-STD-810H.
- A55 MIL-STD-810G is an acceptable alternative.
- Q56 Section 3.5.6, Blowing Rain, item M172, SysRS ID 303, please confirm if DND would accept MIL-STD-810G test as equivalent to MIL-STD-810H.
- A56 MIL-STD-810G is an acceptable alternative.

- Q57 Section 3.5.9, Dust, item M173, SysRS ID 309, please confirm if DND would accept MIL-STD-810G test as equivalent to MIL-STD-810H.
- A57 MIL-STD-810G is an acceptable alternative.
- Q58 Section 3.5.12, Vibration, item M174, SysRS ID 315, please confirm if DND would accept MIL-STD-810G test as equivalent to MIL-STD-810H.
- A58 MIL-STD-810G is an acceptable alternative.
- Q59 Section 3.5.13, Shock, item M178, SysRS ID 321, please clarify if this test report can be supplied prior to contact award and not at Bid Closing time.
If not, please advise if the verification method could be changed to N (Narrative) and not TR (Test Report).
- A59 Refer to amendment modification above. Meeting this requirement will depend on shock absorption of equipment and transit cases. The latter may not be finalized prior equipment finalization at FQR.
- Q60 We have reviewed the technical requirements for the ADIS, as this is a COT/MOTS requirement and the systems to be put forward by the various bidders are non-developmental, there is a very high probability that the systems offered by all bidders will not meet all mandatory requirements.
- a. Please clarify how the Crown intends to proceed should none of the systems offered meet the one or more of the mandatory requirements. One possible solution may be to provide a point based evaluation table for the Mandatory technical requirements due at bid.
- A60 As detailed in the Request for Proposal, bidders who fail to meet any individual mandatory requirement and/or failed to comply with the Phased Bid Compliance Process (PBCP) detailed at Volume 1, Part 4, article 4.2 and/or fail to meet the mandatory requirement(s) following the application of the PBCP will be non-responsive and given no further consideration.

If all bidders fail one or more mandatory requirement following the application of the PBCP (where applicable) the solicitation will be cancelled and DND will determine their options and the way forward. Bidders will be advised of the outcome.

Significant engagement was undertaken with industry prior to the publication of the solicitation and DND is confident that multiple bidders will be able to meet the mandatory requirements.

Reference: *Solicitation Amendment 003 dated 4th February 2020, Question and Answer Q10/A10:*

- Q61 In your reply you state that different products would require different test procedures. Would the authority be prepared to hold a one-off industry engagement day before the submission deadline to (a) explain the test procedure, (b) the reasons for choosing a single procedure, and (c) why this particular procedure has been chosen?

A61 At this time there is no intention to hold an Industry Day or Bidders Conference prior to the closing date of the solicitation. Canada **may consider** a teleconference to answer specific questions on protocol with interested bidders who have been invited to participate in Stage 5, DRDC Laboratory Testing portion of the evaluation.

For your information, (a) the test procedure chosen as it is the closest setup that can mimic outdoor scenario at a reasonable cost; (b) for evaluation purposes, all bidders must be evaluated based on the same criteria and as such it would not be fair to have a different procedure for each bidder; modifications to the procedure will be made to make it work for the various systems offered; and (c) that procedure was chosen because it was already developed, well tested and published, and is also broadly accepted as a proper lab procedure.

Reference: Part 3, article 3.1 Bid Preparation Instructions

Q62 You state that Canada requests that bidders provide their bid in separately bound sections as follows:

Section I Technical Bid – ADIS Acquisition
Section ii – Financial Bid – ADIS Acquisition
Section iii – Technical Bid In Service Support
Section iv - Financial Bid In Service Support

Volume 2 Annex A Statement of Requirement clearly maps the response and its format for the Technical bid – ADIS Acquisition. However for the Technical bid – In-Service Support, Volume 3 Annex A does not map the response in detail. What format does the authority require for the Technical Bid In Service Support?

A62 Refer to the modification detailed above. Bidders need only provide one technical bid for both the ADIS Acquisition and the In-Service Support services as well as one financial bid as detailed in the Financial Bid Presentation Sheet. Sections III and IV have been deleted in their entirety.

Reference: Attachment 1 to Part 3 Financial Bid Presentation Sheet

Q63 What do these figures represent and do we have the flexibility to change the quantities based on our system?

A63 To ensure all bidders are evaluated on the same basis, a global quantity and/or global level of effort has been defined. These figures are for evaluation purposes only. As detailed in the instructions, bidders are requested to allocate the level of effort in hours or the quantity across the categories of work or the parts. The Bidder must utilize all of the defined quantity but cannot allocate less. Bidders will need to unmerge cells in the excel spreadsheet to perform his function.

Reference: Amendment 004 dated 10th February Questions 13a and 13b

Q64 Canada supported the requests to extend the solicitation closing date to the 31st March 2020. In order for bidders to gain a full understanding of the complexity in certain Canadian aspects of the proposal we respectfully request the authority grant a further extension of 2 months.

- A64 Several bidders have requested an extension of various lengths. For simplicity, a single question with the greatest duration has been identified. Canada extended the bid closing period from 31 March 2020 to 30 April 2020 under amendment 008.