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LETTER OF INTEREST

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Title - Sujet Nav Arch and Engineering Services	
Solicitation No. - N° de l'invitation F7044-190233/A	Date 2020-05-25
Client Reference No. - N° de référence du client F7044-190233	GETS Ref. No. - N° de réf. de SEAG PW-\$\$MC-037-27789
File No. - N° de dossier 037mc.F7044-190233	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2020-07-03	
Time Zone Fuseau horaire Eastern Daylight Saving Time EDT	
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: Gandolfini, Gianmarco	Buyer Id - Id de l'acheteur 037mc
Telephone No. - N° de téléphone (819) 420-1547 ()	FAX No. - N° de FAX () -
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction: DEPARTMENT OF FISHERIES AND OCEANS ATT: Grace Di Cesare 200 KENT ST STN. 7W-064 . OTTAWA Ontario K1A0E6 Canada	

Instructions: See Herein

Instructions: Voir aux présentes

Delivery Required - Livraison exigée See Herein	Delivery Offered - Livraison proposée
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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

Request for Information (RFI)

This Request for Information (RFI) is to engage industry for the procurement of naval architecture and marine engineering services for the Canadian Coast Guard (CCG) for conversions, major refits, midlife modernizations (MLMs), and vessel life extensions (VLEs).

One-on-One Sessions

All interested naval architecture and marine engineering firms having capabilities in all 3 disciplines of naval architecture, marine/mechanical engineering, and electrical engineering are welcome to participate in the consultative one-on-one sessions.

All industry consultations will be documented and this information is subject to the Access to Information Act. Canada shall not reveal any designated proprietary information to third parties.

Participants are encouraged to provide representatives that can speak to the technical aspects of the process.

Purpose of the Consultative Process

The overall approach to developing the final RFP/RFSA is anticipated to consist of 2 rounds of one-on-one industry consultations and the release of a draft RFP for industry feedback.

The one-on-one sessions present Canada with an opportunity to obtain feedback from industry to better understand what is presently being done (best practices) by suppliers for similar requirements and how Canada's own requirement can best be met. The sessions will also allow industry to provide input on all aspects of the procurement, including procurement strategy, basis of payment, selection methodology and evaluation of bids. Furthermore, the consultation process will allow Canada to assess market availability and capability of suppliers to provide services. The combination of CCG's operational needs and the feedback provided by industry is essential to the writing of the final technical requirements as they evolve prior to release of the final RFP/RFSA.

Round 1 Industry Consultation

Round 1 is anticipated for late June 2020 and may be held virtually via Webex due to COVID-19. Round 1 sessions are anticipated to be 2 hours in length but this may be adjusted accordingly dependent on response from industry. Respondents are invited to provide a presentation during round 1.

Following presentations, the rest of the session will likely be focused on questions from Canada included in this document (Annex C) and open for any questions from the interested supplier.

Please note that respondents are encouraged to send the responses to the questions in Annex C and their presentation prior to the one-on-one session.

Guidance for Corporate Presentations – Round 1

Respondents will be given up to 30 minutes for their presentations. While presentations may include a corporate history, it is encouraged that presentations focus on the respondent's history on work relevant to this procurement. Specifically, respondents are encouraged to discuss their experiences working on conversions, major refits, midlife modernizations, and vessel life extensions.

Round 2 Industry Consultation

A Draft RFP/RFSA will be released on the buyandsell website for comments from industry after Round 1. Round 2 will provide Canada and industry a final chance to discuss the documentation prior to the release of the Final RFP/RFSA.

Round 2 may be longer in duration as the goal will be to allow a review of all documents provided up until that point. Round 2 is anticipated to occur in late summer/fall 2020.

Estimated Schedule

The target date for the release of the Final RFP is winter 2020-2021. However, circumstances around Covid-19 may impact this schedule. If the schedule does shift, it will be communicated to respondents to the RFI.

Supporting Documentation

Any additional documents will be provided through amendment to this solicitation and will be made available on www.buyandsell.gc.ca

Follow-up communication

Respondents expressing interest in participating in the sessions will be invited to participate in the one-on-one consultation sessions. Parties interested in bidding on the final RFP/RFSA are not required to participate in the sessions.

Nature and Format of Responses Requested

Respondents are requested to contact the Public Services and Procurement Canada (PSPC) Contracting Authority to confirm their interest in participating in the industry consultation sessions. Respondents are also requested to provide any feedback, comments or concerns they may have to this RFI. Respondents can also provide comments regarding the content, format, and/or organization of any draft documents included in this RFI.

This document is not a bid solicitation. This Request for Information (RFI) will not result in the award of any contract. As a result, potential suppliers of any goods or services described in this RFI should not reserve stock or facilities, nor allocate resources, as a result of any information contained in this RFI. Nor will this RFI result in the creation of any source list.

The procurement of any goods or services described in this RFI will not necessarily follow this RFI.

Response Costs

Canada will not reimburse any respondent for expenses incurred in responding to this RFI. Respondents will have no claim for damages, compensation, loss of profit, or allowance arising out of providing answers and comments to the attached.

Security Requirement

There is no security requirements associated with responding to this RFI. However any future procurement may include a security requirement as mandatory criteria at time of bid submission.

For more information about security requirements governing contracts, visit the Canadian Industrial Security Directorate website at <http://www.tpsgc-pwgsc.gc.ca/esc-src/index-eng.html>

Treatment of information gathered from the consultation sessions

The information gathered may be used by Canada to:

- Develop/Modify procurement strategies and evaluation criteria.
- Support the development of the draft and final RFP/RFSA.

Review Team: A review team composed of representatives of the PSPC and CCG Integrated Technical Services, Marine Engineering (ME) personnel will form the primary team for the consultations. Canada reserves the right to hire any independent consultant, or use any Government resources that it considers necessary to review any response.

Confidentiality: Respondents should mark any portions of their response that they consider proprietary or confidential. Canada will handle the responses in accordance with the *Access to Information Act*.

Activity: Canada will contact respondents to coordinate meeting times for the industry consultation sessions. Times selected will be on a first come first served basis. Canada will work with respondents to align with availability of key personnel to attend the sessions, as required. The industry consultation sessions may take place as face-to-face meetings, videoconferences or teleconferences, as appropriate given the supplier and Canada's availability.

Contents of this RFI

This RFI contains the following attached document(s):

1. Engineering Support Services Information – Annex A
2. Procurement Options – Annex B
3. Questions for respondents – Annex C

Enquiries

All communications regarding this RFI must be directed to the Contracting Authority to ensure fair and transparent treatment of all respondents. Because this is not a bid solicitation, Canada may not necessarily respond to enquiries in writing or by circulating answers to all potential respondents.

Contracting Authority: Gianmarco Gandolfini

Gianmarco.Gandolfini@tpsgc-pwgsc.gc.ca

Registration

Respondents wishing to attend the one-on-one Sessions via videoconference are to register by notifying the PSPC Contract Authority identified herein, electronically by email no later than **June 12, 2020**. Sessions to be scheduled on a first come first served basis.

In the subject line, respondents should clearly indicate the project name and solicitation reference number as follows:

“Engineering Support Services RFI F7013-190233”

Participants must identify themselves by their legal name, corporate address, the names of representatives attending and their respective title, office address, telephone number(s) and e-mail address. By providing the above information, the respondents consent to the release of this information to the public. Call-in or videoconference co-ordinates, for those wishing to participate in a video/teleconference can be provided 24 hours prior to the Session Date.

Annex A

Canadian Coast Guard Marine Engineering (ME) Engineering Support Services

Background

The Canadian Coast Guard (CCG) currently operates a fleet of over one-hundred vessels which it strives to keep operational so that it can deliver on its mandate and the various programs that exist to support that mandate. To support this effort, CCG conducts midlife modernizations, refits, and vessel life extensions (VLEs) to keep its fleet operational, even as vessels age. While CCG has plans to replace certain vessels within the fleet, there is an increasing priority to ensure that the fleet stays mission-ready while CCG awaits the arrival of these new vessels. Integrated Technical Services (ITS) is the branch within CCG that is tasked with maintaining the fleet. Within ITS, the Marine Engineering (ME) group is responsible for providing the engineering analysis and leading any design work to support refits/VLEs.

Objective

The objective of the Engineering Services Support (ESS) procurement is to secure additional support from naval architecture and marine engineering firms to support ITS-ME system engineers with the engineering and design work for midlife modernizations, major refits, and VLEs. It is anticipated that the selected Contractor(s) will work collaboratively with CCG system engineers to develop technical solutions for major refit, MLM or VLE requirements. The selected Contractor(s) will be responsible for engineering and design and ensures the integration of all Vessel systems and will generate specifications and design drawings to be used by shipyards to conduct modification work.

Possible Work Scenarios

It is anticipated that the work of any contracts under the ESS contract/supply arrangement will either focus on 1) updates to a system (ex. propulsion, bridge, deck equipment, etc.), multiple systems, or 2) updates to an entire vessel, which may be the most common scenario. In all scenarios, the Work is likely to require the efforts of the contractor(s) resources from the disciplines of electrical engineering, mechanical/marine engineering, and naval architecture working collaboratively to complete any updates.

Prior to engaging a contractor for Work, one of three situations is likely:

- CCG will conduct preliminary concept exploration and define basic requirements
- CCG will conduct extensive concept exploration and define high level requirements
- CCG may not explore options and only the current Vessel drawing/plans required to design the new system or the whole Vessel may be provided to the Contractor. In this instance, it would be anticipated that there would be more collaboration in the beginning (phase 1 and 2).

Notionally, steps for a Contract or a Contract under the SA and the associated deliverables may look as follows:

Example Scenario #1 – System Update

The Contractor will be engaged to work with CCG to update a specific system. The Contractor may be dealing with one CCG system engineer who has already done some early concept work and market analysis and could have some specific options for the system update in mind. The Contractor will assess the options in order to rationalize and select a single preferred/optimal option. The Contractor may be required to show their analysis and the related criteria in determining their initial recommendations.

Suppliers of said system could be engaged by the Contractor to gather vendor furnished information (VFI) and/or a single system integrator (SSI) be identified. If an SSI is selected, the Contractor could then work with CCG and the SSI to determine a final optimized equipment selection. The Contractor would likely be required to provide updated deliverables showing an analysis to integrate a solution for the SSIs system into the vessel or perhaps options for the system.

The final deliverables will likely entail a final specification and drawings for the system and any associated calculations. These documents could then be used by Canada as part of a request for proposal (RFP) to select a shipyard to make the updates to the vessel(s).

Example Scenario #2 – Vessel Update

The Contractor will be engaged to work with a number of CCG OPIs for various systems. CCG will likely have done analysis of various systems to date and provide historical information as well as high level options for the various systems to be considered to assess the options in order to select a single preferred/optimal option for they key systems. Suppliers of said systems could be engaged for VFI and/or SSIs may be identified. If SSIs are selected, the Contractor could work with CCG and the SSI to determine a final optimized equipment selection.

The final deliverables will likely entail a final specification and drawings for the various systems and any associated calculations. Other potential deliverables may include: weight reports/estimates, stability analysis, updated electrical information (load analysis, single line diagrams). These documents could then be used by Canada as part of an RFP to select a shipyard to make the updates to the vessel(s).

Vessels or vessel classes that need refits, midlife modernizations and life extensions

Below is a list of vessels or vessel classes that have been slated for major refit, MLM or VLE in the next 5-10 years. Note that not all of these files might be able to be addressed.

Large Vessels:

- Heavy and Medium Icebreakers
- High and Medium Endurance Multi-Tasked Vessels
- Offshore Patrol Vessel
- Offshore Oceanographic Science Vessel
- Specialty Vessels

Small Vessels:

- Mid Shore Science Vessel
- Air Cushion Vehicle
- Near-Shore Fishery Research Vessel
- Special Nav aids Vessel
- Search and Rescue Lifeboat
- Speciality Vessels

Annex B

Procurement Discussion

The preferred method of supply for this requirement is a supply arrangement which includes predetermined conditions that will apply to bid solicitations and resulting contracts. Bids may be solicited from a pool of pre-qualified suppliers. A key point of discussion will be the overall evaluation and selection methodology options/considerations captured below.

- Supply Arrangement (SA) pre-qualifying suppliers for work on:
 - multiple streams by the Vessel complexity such as large Vessel stream and Small Vessel stream
 - all categories of vessels (i.e. no streams)

- Selection methodology for Request for Supply Arrangement (RFSA)
 - Only technical/may include *corporate and personnel experience* (point rated and mandatory criteria)
 - Best value: Technical and price (technical/corporate and personnel experience rated and mandatory criteria / hourly rates for various disciplines) (60-40 or 70-30)
 - For example: For each stream, scoring could be based on multiple criteria for the various disciplines (Nav Arch, Mechanical and Electrical). Each discipline will have subset areas (3 to 6) which are assessed. Bidders would have to receive a minimum score for each discipline and/or a minimum overall score to pass.
 - Ceiling price subject to downward adjustment

- Selection methodology :
 - Price proposal
 - Technical and price
 - Technical/Price/delivery requirement

- Basis of Payment
 - Firm price
 - Fixed time rate with ceiling price
 - Fixed time rate without ceiling price
 - Cost reimbursable with incentive fee
 - Cost reimbursable with fixed fee

For further details on the various Basis of Payments please consult the PSPC Supply Manual 4.70.20

- Collaboration approach (phased):
 - Phase 1: Discuss preliminary options with CCG
 - Phase 2: Contractor conducts feasibility evaluation for the options and shares with CCG. CCG to choose desired systems in a determined amount of time.
 - Phase 3: Contractor will provide status updates (timeline/progress)
 - Phase 4: Delivery of an integrated (whole Vessel) design solution (drawings/plans) for the Vessel Refit, MLM and VLEs.

- Deliverables:
 - Deliverables in each phase (reports)
 - Only the final deliverable (drawings and plans)

- Incentives and penalties

Delays in completing this work may result in the non-availability of a Vessel. Contractor(s) will need to respect the delivery date determined in the follow-on RFPs under the SA as this could have a negative impact on the CCG operations. As a result, Canada is considering implementing an incentive for finishing the Work before the required delivery date and a penalty to any delays of the final deliverable.

- Method of Payment
 - Single Payment once the final deliverable has been finalized
 - Multiple payments (milestones, by phase, monthly, etc)

Annex C
Questions to Industry

Process	
1)	<p>Describe a major refit or conversion project from beginning to end (i.e. initial requirements and contracting up to final re-entry into service) where you are engaged in design/engineering work:</p> <p>a. The level and nature of interaction you had with the client (i.e., how were requirements developed and how were solutions identified).</p> <p>b. How resources were identified and assigned to the project.</p> <p>c. Were any specialized technical areas sub-contracted and, if so, which and why?</p> <p>d. What is the difference between working on a new build versus a refit?</p> <p>e. Were there any aspects of that technical process that you would recommend the CCG using in the future for projects and why?</p> <p>f. Were there any aspects of that technical process that you would recommend the CCG not use in the future for projects and why?</p>
2)	<p>What has been your process on government contract conversions? How is this process different from commercial environment, if at all?</p>
3)	<p>Is the process when doing engineering/design on a new build versus a refit different for you? If so, what are some of the differences?</p>
Small vessels vs large vessels	
4)	<p>CCG has vessels of various characteristics and capabilities such as icebreaking hulls, vessels with multi-purpose science work decks and labs, as well as buoytending platforms. Based on your experience, are there significant differences to the engineering/design work dependent on the type of vessel capability when it comes to major refits/conversions? Specifically, does it place different demands on the various disciplines of naval architecture, marine/mechanical engineering, and electrical engineering dependent on the vessel characteristics? Provide examples if so.</p>
5)	<p>CCG also has vessels of different sizes, from large icebreakers, to medium sized mid-shore patrol and science vessels, to smaller weight sensitive search and rescue boats. Based on your experience, does the difference between small, medium, and large vessels create different demands for the major refit of conversion process? Specifically, does it place different demands on the various disciplines of naval architecture, marine/mechanical engineering, and electrical engineering dependent on the vessel characteristics?</p>
6)	<p>Would the type of vessel requiring support affect your ability or interest to execute the project and, if so, can you explain which and how (e.g., requirement to sub-contract hull or propulsion system related work for large icebreakers)?</p>

Innovation	
7)	What are some of the innovations you have explored (ex. System level, equipment level, etc) for recent projects? Identify the system and/or equipment. Draw from new builds and refits for this answer.
8)	What is your approach/methodology to innovation and analyzing new technologies and their suitability for a particular vessel/project?
9)	How do you factor in lifecycle into your decision making?
Working with Original Equipment Manufacturers (OEMs)/ Single System Integrators (SSIs)	
10)	What is your process in terms of working with single system integrators (SSIs)/original equipment manufacturers (OEMs)?
11)	Do you ever select SSIs/OEMs or is this usually done by the client or shipyard? If so, what is your process to do so?
12)	When working with OEMs/SSIs what is your process in terms of division of labour on the engineering/design front? Is it largely just vendor information about equipment or are they providing engineering expertise?
Shipyard	
13)	The engineering/design work generated by suppliers under this procurement could be provided to shipyards to do the physical construction work. Based on your experience, is it more beneficial to carry the naval architecture firm forward into the yard when working on major refits, mid-life modernizations (MLMs), and vessel life extensions (VLEs)? If you find it beneficial to actually work with the yard directly, what is the overall scope of services you provide to the shipyard during the refit/MLM/VLE period?
Basis of payment	
14)	What is the basis of payment requested for a design project?
Notional Procurement Strategies	
15)	One of the possible procurement scenarios being considered is to setup a supply arrangement with multiple suppliers. Do you have any thoughts on the supply arrangement structure (limitations/ advantages/ things to consider)?
16)	Currently, the planned vehicle for this procurement would be through a supply arrangement. One of the desirable outcomes here is that, is to make sure the bid process is simple for both suppliers and bid evaluators, and to get into contract easily and with minimal effort on either side. The supply arrangement should allow for a simplification in the procurement process for both Canada and the suppliers. Do you have any thoughts on how to achieve this objective or any key considerations you suggest we ought to keep in mind as we strive to achieve that outcome?
17)	With a supply arrangement, do you have any considerations or concerns with work being

	<p>distributed among suppliers? If you do have any concerns, do you have any proposed strategies for us to consider so we can mitigate some of those concerns?</p>
18)	<p>Another possible procurement scenario is a consortium approach: a contract with one supplier who then plausibly farms the work out to other suppliers as need be. Do you have any thoughts or concerns with this particular approach? Any considerations for us to bear in mind if we explore this approach further?</p>
19)	<p>Related to the consortium style approach, are you interested in working with other engineering firms (Joint Venture) on a specific requirement?</p>
20)	<p>Do you have an alternate proposal for us to consider and what are the advantages of the proposal for Canada and industry?</p>
21)	<p>Please identify any Pros and Cons of the various Selection Methodology, Basis of Payment, Method of Payment and the collaboration approach (4 phases).</p>
Contracts under the SA	
22)	<p>One of the keys for us is that the delivery of the Technical Data package is on time. How can a resource availability be assured? What type of assurances can be requested/obtained? Can you think of any ways you as a supplier could quickly demonstrate your resource availability? What can we provide suppliers to facilitate on time delivery?</p>
23)	<p>Some of this work may entail visits to specific ships or various vessels within a class of vessels. Would you be able to support CCG vessels across Canada?</p>
24)	<p>What are your thoughts on co-locating resources for specific projects to allow for the sharing of information and development of personnel for both the CCG and suppliers? What system could be in place to facilitate this effectively?</p>