



**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

**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**

Industrial Vehicles & Machinery Products Division

11 Laurier St./11, rue Laurier

7B1, Place du Portage, Phase III

Gatineau

Québec

K1A 0S5

<b>Title - Sujet</b> CHER- RFI	
<b>Solicitation No. - N° de l'invitation</b> W8476-185840/A	<b>Amendment No. - N° modif.</b> 023
<b>Client Reference No. - N° de référence du client</b> W8476-185840	<b>Date</b> 2020-06-09
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$SHS-634-74903	
<b>File No. - N° de dossier</b> hs651.W8476-185840	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2020-09-01</b>	<b>Time Zone</b> Fuseau horaire Eastern Daylight Saving Time EDT
<b>F.O.B. - F.A.B.</b> Specified Herein - Précisé dans les présentes <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input type="checkbox"/> <b>Other-Autre:</b> <input checked="" type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Veronica Vallejo	<b>Buyer Id - Id de l'acheteur</b> hs651
<b>Telephone No. - N° de téléphone</b> (613) 297-3978 ( )	<b>FAX No. - N° de FAX</b> ( ) -
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>	

**Instructions: See Herein**

**Instructions: Voir aux présentes**

<b>Delivery Required - Livraison exigée</b>	<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 (type or print)</b> <b>Nom et titre de la personne autorisée à signer au nom du fournisseur/ de l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b>	
<b>Signature</b>	<b>Date</b>

## **Amendment 023**

This amendment is raised to provide an update on the planned Industry visits, provide an update on the schedule for the release of the draft Requests for Proposal (RFP), provide answers to questions received from Industry, and to request information from Industry. Industry is requested to provide feedback by 3 July 2020, though we understand if this will not be possible due to current restrictions.

### **Planned Industry Visits**

In Amendment 012, CHER announced that the project team would visit industry sites for factory tours and equipment demonstrations to gather information needed for the finalization of the draft requests for proposals. Members of the CHER team were only able to visit one site, and before Covid-19 travel restrictions were imposed in early March 2020 and all industry visits were cancelled. Additionally, two team members attended the CONEXPO conference.

Given that travel remains restricted, and will likely remain restricted until after the draft RFP documents start being released, the team is open to proposals for alternative means of engagement. Companies who offered equipment and factory tours should expect to be contacted over the next month to start the conversation and arrange for a mutually convenient approach.

### **Schedule for the Draft RFP Release**

In Amendment 015, CHER announced delays to the release of the draft RFP documents as a result of measures put in place to prevent the spread of Covid-19. Many of the constraints affecting the team in the early weeks of the quarantine have been resolved, however team productivity remains affected by school and daycare closures.

That said, the team has continued to push forward on document development and we expect that the first set of documents, which will include the Vehicle System Specifications for all of the bundles, will be released this summer. Other documents will be released as quickly as they can be finalized and translated.

As described in Amendment 011, Canada will issue 8 separate RFI on Buy and Sell, one for each Bundle. Draft RFP documents will be released in stages.

### **Answers to Questions from Industry**

**Q1. Will the bid scoring account for the equipment's useful life, the ability to be rebuilt, or the cost of ownership (parts, service, re-sell value, and fuel consumption)?**

**A1.** The bid evaluation strategy is under development and will depend on the equipment Bundle. Canada is investigating bid evaluation approaches that take life cycle costs into account, maximizing the use of neutral, third-party information.

**Q2. Can additional points be scored on the bid evaluation for exceeding a minimum warranty length?**

**A2.** The bid evaluation strategy is under development and will depend on the equipment Bundle. While a longer warranty provides some benefits to Canada, other factors will be considered when assessing the overall warranty offering to ensure the best user experience of that warranty. As an example of what Canada is seeking to avoid: some non-CHER fleets have faced long wait times for repair parts as a result of warranty provisions that required parts to be returned to the OEM for evaluation, resulting in multi-month delays for repair actions.

**Q3. Will there be a requirement to supply critical parts within a specified time?**

**A3.** Canada cannot provide a response to this question at this time due to approval requirements. Canada welcomes additional feedback into what Industry could achieve as normal commercial parts fulfilling times.

**Q4. What requirements do you have for vehicle parts commonality?**

**A4.** As discussed in previous amendments, CHER's operational concept requires complete commonality between all vehicles in a given fleet (e.g. dump trucks, loaders). There is no requirement for commonality between equipment bundles (e.g. between the B3 RTCH and the B1 compactor). Canada is investigating bid evaluation approaches that could incentivize commonality between fleets within the same bundle (e.g. commonality between the bulldozer and the grader).

**Q5. Will the CHER backhoe be exempted from Canada's off-road diesel emissions regulations?**

**A5.** Canada will not seek the emissions exemption for the CHER backhoe. CHER backhoes will be required to comply with the latest emissions requirements.

**Q6. Is Canada considering mandating or providing additional bid points for remote control capabilities?**

**A6.** Not at this time.

**Q7. How much does Canada value commonality for the operator moving from one machine model to the next?**

**A7.** Since the machines have distinct functionalities, Canada is not incentivizing commonality in this way. For certain functionalities and/or components, commonality will be achieved by mandating compliance to industry standards (e.g. ISO).

**Q8. How much does Canada value commonality for the operator moving from the simulator to the machine cab?**

**A8.** Amendment 011 indicated that the project was considering a spectrum of options for the CHER simulation capability, ranging from generic to customized simulators. In Amendment 20, we also shared that armour would not be simulated. After further refinement of the requirement, we can now share that Canada is intending to procure a generic simulator with a robust training package. Canada will mandate that simulated equipment be of a similar capacity class and configuration to those acquired through the other bundles. Controls will be a generic version of the same type, e.g. if a lever (joystick) is used to steer the equipment, the simulator must also use a lever (versus a steering wheel), but the lever can be a generic one.

**Q9. Can the crane simulator be a stand-alone unit while the remaining machine models be contained within a single configurable unit?**

**A9.** Due to budget and space restrictions, Canada requires that all simulators in a simulator system can simulate all of the required machines.

**Q10. Will Canada assess the ongoing ability of organizations: age of dealerships, Canadian companies, not just an office in Canada?**

**A10.** Canada will not be assessing the age of dealerships. Canadian industry participation will be assessed through the economic leveraging strategy, which is described in Amendment 021. It is a standard practice for Canada to assess the financial viability of bidders.

**Q11. Is Canada considering a requirement for past performance requirements. i.e. previous DND work within the last x years, US Government Contractor Performance Assessment Reporting System (CPARS) reports, etc.?**

**A11.** Canada will not be requesting US Government CPARS. The bid evaluation strategy is still under development but may include evidence of previous work, which could be DND work. Canada also reserves the right within its Standard Instructions to validate elements of a Bidder's proposal with a third party.

There are a few areas where past performance requirements apply, such as a requirement for bidders to prove that their submissions are based on a commercial design which has been in service for a certain number of years. Bidders will also be required to prove that their armour developer has a certain number of years' experience.

Industry should also be aware that ITB/VP submissions can benefit from careful tracking of Canadian costs related to the CHER project since the release of the first RFI for CHER, which occurred on 25 July 2012.

### **Questions from CHER to Industry**

**Q11.** CHER is interested in feedback from industry on neutral, third party information that could be used to verify the: useful life; ability to be rebuilt; cost of ownership (parts, service, re-sale value, fuel consumption); and overall equipment quality. The project is investigating the following: durability standards, third party sites that track equipment values (eg. Equipment Watch), requesting and evaluating third-party references.

Do you have suggestions for fair, neutral, and preferably third party means of validating the life cycle considerations described above?

**Q12.** Do you have any limitations that would prevent you from providing feedback on CHER RFI or draft RFP documentation from now until the end of the summer?

**Q13.** Are you registered as an Interested Supplier with the CHER project?

Companies who are interested in participating in the CHER project either as a Bidder or a potential supplier to a Bidder may self-identify as an "Interested Supplier" for this tender. A link to the companies which have already self-identified can be found at: <https://buyandsell.gc.ca/procurement-data/tender-notice/PW-HS-634-74903/list-of-interested-suppliers>

Industry is requested to provide feedback by 3 July 2020, though we understand if there are delays due to current restrictions.

**All other terms and conditions remain unchanged.**