



**REQUEST FOR PROPOSAL /
DEMANDE DE PROPOSITION**

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

MAT.DMarP3BidReceiving-
DOMar3ReceptiondesSoumissions@forces.gc.ca

Attn: Mia Yoonmi Ko, D Mar P 3-5-2

Proposal To: National Defence Canada

We hereby offer to sell to Her Majesty the Queen in right of Canada, in accordance with the terms and conditions set out herein, referred to herein or attached hereto, the goods and services listed herein and on any attached sheets at the price(s) set out therefore.

Proposition à : Défense nationale Canada

Nous offrons par la présente de vendre à Sa Majesté la Reine du chef du Canada, aux conditions énoncées ou incluses par référence dans la présente et aux annexes ci-jointes, les biens et services énumérés ici et sur toute feuille ci-annexée, au(x) prix indique(s).

Title / Titre: RCN Audio Visual Professional Services	Solicitation No / No de l'invitation: W8482-206346/A
Amendment No. – No de la modification 002	Date of Solicitation / Date de l'invitation: 10 June 2020
Address Enquiries to – Adresser toutes questions à: Directorate of Maritime Procurement Mia Yoonmi Ko, D Mar P 3-5-2 MAT.DMarP3BidReceiving-DOMar3ReceptiondesSoumissions@forces.gc.ca	
Telephone No. / N° de téléphone: N/A	FAX No / No de fax: N/A
Destination: Department of National Defence (DND) 101 Colonel By Drive Ottawa, ON, Canada K1A 0K2	

Instructions:

Municipal taxes are not applicable. Unless otherwise specified herein all prices quoted must include all applicable Canadian customs duties, GST/HST, excise taxes and are to be delivered Delivery Duty Paid including all delivery charges to destination(s) as indicated. The amount of the Goods and Services Tax/Harmonized Sales Tax is to be shown as a separate item.

Instructions:

Les taxes municipales ne s'appliquent pas. Sauf indication contraire, les prix indiqués doivent comprendre les droits de douane canadiens, la TPS/TVH et la taxe d'accise. Les biens doivent être livrés « rendu droits acquittés », tous frais de livraison compris, à la ou aux destinations indiquées. Le montant de la taxe sur les produits et services/taxe de vente harmonisée doit être indiqué séparément.

Solicitation Closes / L'invitation prend fin: At / à : 14:00 (EDT) On / le: 06 July 2020

Delivery required / Livraison exigée: See Herein	Delivery offered / Livraison proposée:
Vendor Name and Address / Raison sociale et adresse du fournisseur:	
Name and title of person authorized to sign on behalf of vendor (type or print) / Nom et titre de la personne autorisée à signer au nom du fournisseur (caractère d'imprimerie):	
Name / Nom: _____	Title / Titre: _____
Signature: _____	Date: _____

Q & A

W8482-206346/A

RCN AUDIO VISUAL PROFESSIONAL SERVICES

QUESTION #1

In regard to section **MT.1.1** on pg. 13, is there any flexibility with the contractor's location? [We] have a strong remote communication and review process in place, [and] we can easily travel for in-person meetings and live-action filming as necessary to the NCR, because the travel/distance is very manageable.

ANSWER #1

No, there is no flexibility with the Contractor's location. The Technical Authority (TA) acts as the Producer, Director, Scriptwriter and Production Designer as well as overall supervisor of output. He attends the studio on a daily basis, often for whole shifts. The role of TA is to head up the production of all visual output of the Royal Canadian Navy's (RCN) Broadcast Unit (BU). Since the TA is located in the National Capital Region (NCR), the facility of the successful bidder must be located within the NCR.

QUESTION #2

Why is it necessary for the studio to be located in the National Capital Region? With digital editing and internet facilities, it is easy to get approval for productions, editing, and visual productions remotely.

ANSWER #2

Please refer to Answer #1.

QUESTION #3

Is it possible to know the number of hours edited over the last 3 years?

ANSWER #3

The number of hours edited over the last 3 years is approximately 33 hours, which includes B-rolls as well as finished shows.

QUESTION #4

It states in the RFP that production facilities are required to be based in the National Capital Region, and I was curious that given the unprecedented circumstances around the pandemic, have there been any considerations given to Ontario-based production companies with virtual communication and flexible production capabilities to work in Ottawa region as needed?

ANSWER #4

Yes, there has been consideration of virtual communication, etc. and the assessment is that this would be unsatisfactory as a long-term solution to the requirement. Please also refer to Answer #1.

QUESTION #5

Over the past few years, what has been the average number of editing days required each year for this mandate?

ANSWER #5

The average number of editing days required each year is approximately 200 to 225 full studio edit days with a video editor.

QUESTION #6

MT.2.2 Video Editor states that the editor must have 'experience in professional digital video assembly including editing subject matter within the naval and/or maritime realms...'

Similarly, **MT.3.2** states 'one or more of the submitted three samples digital video assemblies must contain naval/maritime content as a principal theme or subject...'

If this solicitation was for an individual project on the requested maritime subject matter and a fixed deadline, it would be understandable to request the following two capabilities. This solicitation, however is for a three-year contract with two one-year option years.

In our opinion, this is more than sufficient time for a skilled editor with minimal or no maritime editing experience to effectively ramp-up on the subject matter and acclimatize to any stylistic criteria.

In our opinion, this is grossly unfair to the talented group of editors and animators in the NCR who can provide CRCN with excellent, professional services but lack what really is an unnecessarily exclusive requirement.

Is it possible to remove this criteria from the Statement of Work?

ANSWER #6

No, it is not possible to remove this criteria.

The aim of the contracting process is for the output of the RCN Broadcast Unit (BU) of Director Naval Strategic Management (DNSM) to continue seamlessly over the current contract expiry and future contract award periods, both in terms of volume and quality. It is important for the proposed Contractor/editor to have experience editing subject matter within the naval and/or maritime realms because the BU must maintain as closely as possible its present volume and quality of output. Training in and familiarization of the subject matter of an editor lacking naval or maritime knowledge would slow this volume and quality; there is often a requirement to release videos within a quick turnaround time.

Department of National Defence/Canadian Armed Forces (DND/CAF) realizes that this is a specialized subject area that working editors do not often come across in the normal production work of companies within the NCR. However, other elements within the DND/CAF do commission videos from time to time to production companies within the NCR and these videos do include naval material. The RCN BU freely and regularly supplies its stock footage to these companies.

For example, the proposed Contractor/editor could be asked to "line up two minutes of Maggie en route to Cyprus in '56; include flight ops of Sea Furies; find some of St. Laurent; find Close-Ups of crew members including the Commanding Officer (CO), the Executive Officer (XO) and the Coxswain". It is expected that the proposed Contractor/editor would: know to look in the RCN Broadcast Unit archive and other archives to find footage of HMCS Magnificent; know that it was an aircraft carrier; be able to recognize and select a Sea Fury aircraft and not a Vampire; know that St. Laurent was a brand new (in 1956) destroyer escort and find this ship rather than the first HMCS St. Laurent from WW2); know that XO is 2nd in command, and the Coxswain the most senior non-commissioned officer; and understand that the rank of the CO was a naval Captain (4 rings) and the XO a Commander (3 rings).

ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED.