

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

Bid Receiving - PWGSC
11 Laurier St.
Place du Portage, Phase III
Core 0B2
Gatineau, Québec K1A 0S5
Bid Fax: (819) 997-9776
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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. 022
Client Reference No. - N° de référence du client W8476-18ADIS/B	Date 24 Jun 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 July 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 RESPOND TO BIDDER QUESTIONS

Q142 We are concerned with the response to our question 137 (amendment 020) because it lumps the battery charger in with the ADIS as a whole and thus, by extension we can assume that this is the case for the other ADIS sub-components like the pan and tilt mechanism, the tripod, the cables, etc, as well. A strict interpretation of the bid requirements would mean that bidders would need to supply Test Reports for each ADIS sub-component to demonstrate compliance to most of the requirements specified in section 3.5 of the RVM. These reports likely don't exist for MTOS/COTS items at this time. The answer to question 112 (posed around drop testing) in Amendment 017 indicates that Canada understands that test reports may not be available for 3rd party components and confirms Canada's primary interest is the detection system components: detector head, gimbal, controller, etc. [Can Canada confirm that Test Reports for the detector head and controller units are required to be submitted in the proposal and that the ancillary/sub-component equipment can be validated as part of the verification process after contract award?](#)

A142 It is recognized that some 3rd party components such as the tripod, batteries, or battery charger may not have all the requested tests available, but "Test Reports" are required for the Detector Head, Azimuth/Elevation Platform, and Processor/Controller at Bid Submission for section 3.4 and 3.5 in order to ensure they will meet the requirements for ADIS as a future system. For the tripod, batteries, and battery charger, Canada will accept Narratives at Bid Submission, with the assurance that ADIS as a system will need confirmation at FQR through Test Reports that it meets the requirements. Refer to Solicitation Amendment 009; the "TR" was revised to "N".

Note: the Processor/Controller should not be confused with the GFE computer console.

Reference: Amendment 018, Question and Answer Q119/A119

Q143 Regarding ITB commitments per the clarification provided at amendment 018, Q&A 119: The RFP puts forward a non-specific quantity for planning and estimating purposes. The Crown clearly states that there is no commitment to purchase any of the specified items in any quantity. The ITB commitments are based on work and equipment to be provided. Any change to the estimated quantity does not result in a straight line change in the contractor's ability to deliver on ITB commitments based on the Crown's "estimate". [Please explain how the Crown plans to deal with this. Simply stating the ITB commitment tracks on a percentage basis against an Estimated Quantity/value does not work. What happens if the ITB commitment is based on a select group of part numbers and the Crown purchases none? Does the ITB commitment then disappear?](#)

A143 If changes are made by Canada to the quantity of items required under the Contract (compared to the estimated quantities in the RFP), the Contractor will then demonstrate to Canada, with reasonable proof, any corresponding impact upon its ability to achieve the ITB commitments made at bid time. Canada will deem at that time whether any changes made to the contractual requirements necessitate corresponding changes to the Contractor's ITB Obligation.

Q144 Per the above, the ITB commitments are phased over the program based on the project schedule of deliveries. Per the above noted amendment: *“the successful bidder as prime contractor will be held to a percentage commitment that corresponds to the actual price paid by Canada under the ensuing contract,”* As it stands today the Crown has provided an estimate of requirements under the ISS contract. The total value of the Contract will only be determined upon its completion. *Would the Crown kindly advise how the Bidder is to provide a realistic and achievable ITB Value Proposition without a firm commitment from the Crown as to the requirements under the ISS contract?*

A144 As Canada has provided an estimate of ISS requirements within the RFP, Bidders are expected to make ITB Value Proposition commitments in their bid that are based on the estimated ISS requirement outlined in the RFP. This facilitates the bid evaluation and will result in contractual commitments for the successful bidder. However, as the ITB Obligation is tied to the actual value of the contract, the Contractor will only be held to an ITB Obligation equal to payments made by Canada over the duration of the Contract.

As outlined in the ITB Terms and Conditions, the Contractor and Canada have responsibilities to maintain a regular and ongoing level of engagement to facilitate contract delivery. As such, any changes made to the contractual requirements will result in a review by Canada as to whether changes to the Contractor’s ITB Obligation are duly warranted. The ITB Terms and Conditions allows for necessary flexibility in its implementation where contractual requirements may be dynamic, such as in the initial years of the contract.

Reference: Amendment 018, question and answer Q122/A122

Q145 Regarding the answer to Q122, the warranty covers defects to material and workmanship, and does not provide for the provisioning of spare/replacement parts during the warranty period. Further the warranty does not cover repairs resulting from improper handling, improper storage, normal wear and tear or misuse. *To that end please advise how the Crown plans to acquire initial provisioning spares and replacement parts for out of warranty repairs prior to the issuance of the ISS Contract?*

A145 The ISS Contract will be issued at the same time as the Acquisition contract, but with period of services to start date six months following delivery of the initial ADIS product.

Q146 The solicitation calls for the bidders to make available six units for use during the evaluation process. This is a very significant number of units to provide, and very costly to ship and return. Your request also assumes that the Bidder has these devices in ready inventory. The bidder may be required to build these units just to support the evaluation. Typically no more than two units are required to perform a functional test. *Would you kindly explain the rationale behind the request and would the Crown revise the requirement to reduce the number of evaluation units?*

A146 The evaluation you refer to occurs after Contract Award and will only involve the winning bidder. It is not part of the RFP Bid Evaluation or the DRDC Lab Trial. The six units are part of the total to be delivered to Canada. DND would like 6 units because that is the maximum required number of units to be integrated into a network.

- Q147 Since this project won't reach the \$100M program value of the ITB requirement, will that be request be removed and only the Value Proposition portion be needed?
- A147 The ITB Policy, including Value Proposition, applies to the ADIS procurement. The ITB Policy is not restricted to defence procurements valued at or above \$100 million. Procurements valued between \$20 million to \$100 million may also be eligible. To learn more about the ITB Policy, please visit www.canada.ca/itb
- Q148 The closing date for the ADIS RFP currently stands at July 31. That puts it in both the European shutdown period and the shut down period for Quebec and Ontario. Given the number of outstanding requests for clarifications and the fact that many of the bidders and their vendors will be on summer shutdown would the Crown consider rescheduling the closing date until August 28 ?
- A148 Canada has removed several verification requirements for 3rd party items and have generally been very fair in accommodating the previous requests from the bidders. Therefore at this time no extension will be given.
- Q149 Can you clarify the large jump in spare part quantities in the R&O tab on the Finance form? It goes from 50 to 1500, up to 4000. Does the government foresee 4000 spare parts being needed in the 3rd option, when there is a max of 44 machines?
- A149 The R&O tab is for evaluation purposes only. The numbers are not to estimate Canada's intention to purchase future spares.