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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
Armoured Vehicles Support/Soutien des véhicules
blindés
11 Laurier St./11, rue Laurier
Place du Portage Phase III 6C1
Gatineau
Québec
K1A 0S5

Title - Sujet Light Utility Vehicle (LUV)	
Solicitation No. - N° de l'invitation W8476-206313/A	Amendment No. - N° modif. 004
Client Reference No. - N° de référence du client W8476-206313	Date 2020-07-07
GETS Reference No. - N° de référence de SEAG PW-\$SBL-326-27752	
File No. - N° de dossier 326bl.W8476-206313	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2020-07-15	Time Zone Fuseau horaire Eastern Daylight Saving Time EDT
F.O.B. - F.A.B. Plant-Usine: <input type="checkbox"/> Destination: <input checked="" type="checkbox"/> Other-Autre: <input type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: Benabdallah, Hana	Buyer Id - Id de l'acheteur 326bl
Telephone No. - N° de téléphone (819) 639-4250 ()	FAX No. - N° de FAX () -
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction:	

Instructions: See Herein

Instructions: Voir aux présentes

Delivery Required - Livraison exigée	Delivery Offered - Livraison proposée
Vendor/Firm Name and Address Raison sociale et adresse du fournisseur/de l'entrepreneur	
Telephone No. - N° de téléphone 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 004 is raised to answer most frequently asked questions during the LUV industry day meeting and one-on-one sessions.

The table below addresses the questions related to the procurement process and Industrial and Technological Benefits (ITB) policy. The questions related to the technical and sustainment requirements were answered in RFI amendment 002.

#	Question from Industry	Canada’s Answer
1.	Industrial and Technological Benefits (ITB) policy	
1.a.	In the past, the IRB policy adopted a "go-no-go" approach. For the ITB policy, is the approach used a scored and rated approach?	The Industrial and Regional Benefits (IRB) Policy has been transformed into the Industrial and Technological Benefits (ITB) Policy. Under the ITB Policy, companies awarded defence procurement contracts are required to undertake business activity in Canada equal to the value of the contract. The ITB Policy is a significantly more powerful tool than the IRB Policy because it includes a Value Proposition that requires bidders to compete on the basis of the economic benefits to Canada associated with each bid. Whereas before, winning bidders were selected on the basis of price and technical merit, under the Defence Procurement Strategy, the Government will now also assess the Value Proposition, which will comprise at least 10 percent of the overall bid evaluation score. The Value Proposition consists of various pillars, such as Direct Work or Supplier Development and others that are determined on a procurement-by-procurement basis, and which are rated, with regards to point value between pillars.
1.b.	Will there be a multiplication factor for local assembly in the value proposition evaluation? Will the weighting of ITB be expected as 10% of the bid evaluation?	10% is typically the minimum weighting for the Value Proposition, which could differ on a procurement-by-procurement basis. The proposed Value Proposition weighting for LUV will be specified in the draft RFP. During the RFI stage, feedback is welcome from industry to inform the development of the Value Proposition requirements, including the bid evaluation weighting.

#	Question from Industry	Canada's Answer
1.c.	Please advise the percentage of total contract value required to return back to Canada. How is this defined?	Under the ITB Policy, successful bidders on eligible defence and major Canadian Coast Guard procurements must undertake an amount of economic activity in Canada that is equivalent to the value of the contract (100%). The 100% ITB Obligation is measured in Canadian Content Value (CCV), and must be achieved through the CCV of economic activities undertaken by the Contractor and eligible Tier 1 partners. Please refer to Article 9 (Canadian Content Value) of the ITB model Terms and Conditions that can be found at http://www.ic.gc.ca/eic/site/086.nsf/eng/h_00011.html for details on how to calculate CCV.
1.d.	In terms of KICs, is ISED considering to include emerging technologies?	Canada has identified Armour, Ground Vehicle Solutions, and In-Service Support as preliminary KICs that it believes align with the objectives of the LUV project. Through the RFI, we encourage industry to identify recommended KICs that could be leveraged through this procurement, along with a detailed justification. Industry's feedback will be considered by Canada in determining the requirements for the final RFP. The application of KICs should reflect capabilities that are best leveraged through the LUV project to maximize benefits for the Canadian economy.
1.e.	What percentage of the ITBs needs to be completed year over year?	Generally, it is the Contractor's responsibility to determine the progress of achieving its ITB commitments on an annual basis. However, the ITB Terms and Conditions will outline certain milestone periods for identifying (submitting) ITB Transactions to Canada, and for completing portions of the Contractor's ITB commitments. For the LUV project, these details will be outlined in the draft RFP, allowing for feedback from industry before the requirements are finalized for the final RFP. Please refer to Article 3.2 of the ITB model Terms and Conditions that can be found at http://www.ic.gc.ca/eic/site/086.nsf/eng/h_00011.html for an example of how a milestone schedule for identifying (submitting) ITB Transactions may look. A similar milestone schedule may be included in the draft RFP regarding achievement of credits.
1.f.	What is the general rules for banking ITBs from other procurements and apply to this LUV requirement?	Please refer to Article 12 (Banking) of the ITB model Terms and Conditions that can be found at http://www.ic.gc.ca/eic/site/086.nsf/eng/h_00011.html for details on general ITB banking rules.
1.g.	What will be the weight factors of the Value Proposition against the three KICs indicated in the RFI: Armour, Ground Vehicle Solutions, and	Preliminary analysis has identified Armour, Ground Vehicle Solutions, and In-Service Support as KICs applicable to the LUV project. Feedback from industry on the inclusion of

#	Question from Industry	Canada's Answer
	In-Service Support?	<p>these three KICs is welcomed. Further information and the definitions of each KIC can be found at: https://www.ic.gc.ca/eic/site/086.nsf/eng/h_00175.html</p> <p>While weightings for each pillar will be established based on market research and industry engagement on a procurement-by-procurement basis, industry can expect that where a procurement involves:</p> <ul style="list-style-type: none">- One or more KICs in Emerging Technologies, the Value Proposition (VP) may apply a higher weighting to R&D in Canada, and/or Canadian Supplier Development to motivate investments in these areas.- One or more KICs in Leading Competencies and Critical Industrial Services, the VP may apply a higher weighting to Work in Canadian Defence Industry, which may include direct or indirect work. Where there are opportunities to motivate greater Canadian exports or further integrate Canadian suppliers into global value chains, the VP may be structured to motivate investments in either Exports from Canada or Canadian Supplier Development, through the application of higher weightings to these pillars. <p>The Value Proposition Guide found at http://www.ic.gc.ca/eic/site/086.nsf/eng/00006.html provides further details on the relationship between KICs and the ITB Policy.</p>
2. Procurement Process		
2.a.	Are there more future engagement activities?	Canada plans on having a second round of engagement with industry to announce the LUV procurement strategy and validate some requirements.
2.b.	Is there a plan for an Invitation to Qualify (ITQ)?	An ITQ is normally used when industry counts a high number of providers. The purpose of the ITQ is to select the potential suppliers based on some minimum qualifications. The selected suppliers would then work with Canada to determine the appropriate requirements.
2.c.	Will industry participant receive feedback from Canada on their individual RFI response?	Canada does not intent to provide feedback on RFI responses. However, if Canada requires more information or clarifications for RFI respondents, it may decide to have follow-on engagement activities with some or entire RFI respondents.
2.d.	Will there be a draft RFP for industry to comment?	If a second round of engagement activities is required, Canada may decide to share a draft

#	Question from Industry	Canada's Answer
		bid solicitation, as applicable.
2.e.	What is the context of National Security Exception (NSE) for LUV?	The national security exception (NSE) provided for in all of Canada's trade agreements allow Canada to exclude a procurement from some or all of the obligations of the relevant trade agreement(s), where Canada considers it necessary to do so in order to protect its national security interests specified in the text of the NSE. The purpose of the NSE is to ensure that parties to the agreements are not required in any way to compromise their national security interests through application of the obligations of the trade agreements.
2.f.	After the close of RFI, can industry submit to Canada for further questions?	Canada is still assessing whether the NSE should be invoked for the LUV requirement. Even after this first engagement process, Canada will welcome input from industry and continue to answer industry's question to ensure a good understanding by industry of the LUV requirement.
2.g.	Could the RFI response includes more than one solutions?	A response can include one or multiple solutions.
2.h.	What is the estimated quantity on the commercial variant?	Canada will be in a position to estimate the quantity for each variant when the procurement strategy for LUV will be determined.
2.i.	What is the timeline that Canada will have a decision on the procurement strategy?	Following the review of the RFI responses and the proposed potential solutions, Canada would be able to determine the procurement strategy, which can be in the upcoming 6-12 months.
2.j.	Will Canada run independent competitive procurements for each of the respective Tier (class) of vehicles?	This approach is one of the available options. However, Canada will be in a position to answer this question when the procurement strategy is defined.

ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME