



**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**

Armoured Vehicles Support/Soutien des véhicules  
blindés

11 Laurier St./11, rue Laurier

Place du Portage Phase III 6C1

Gatineau

Québec

K1A 0S5

<b>Title - Sujet</b> RFI	
<b>Solicitation No. - N° de l'invitation</b> W6399-19KH53/B	<b>Amendment No. - N° modif.</b> 002
<b>Client Reference No. - N° de référence du client</b> W6399-19KH53	<b>Date</b> 2020-07-27
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$SBL-319-27790	
<b>File No. - N° de dossier</b> 319b1.W6399-19KH53	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2020-07-30</b>	<b>Time Zone Fuseau horaire</b> Eastern Daylight Saving Time EDT
<b>F.O.B. - F.A.B.</b> <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Genier, Nicole	<b>Buyer Id - Id de l'acheteur</b> 319b1
<b>Telephone No. - N° de téléphone</b> (873) 353-7957 ( )	<b>FAX No. - N° de FAX</b> ( ) -
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b> N/A	

**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>

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### **Amendment 002**

This Amendment to the Request for Information is raised to respond to questions raised by industry.

<b>Question No.</b>	<b>Question</b>	<b>Answer</b>
001	As stated, the goal of the ITB policy is to support the long-term sustainability and growth in Canada's Defence Sector. While this may be true, we feel that the Value Proposition requirements can go further than simply the defense sector and can add growth to Canada's commercial sector as well. We would like to understand what the project's priorities are with respect to the ITBs and the Canadian Content Value (CCV).	Under the ITB Policy, companies awarded defence procurement contracts are required to undertake business activity in Canada equal to the value of the contract measured in Canadian Content Value (CCV). As NGFV is currently in the RFI stage, the Value Proposition (VP) has not been fully developed. The VP, tailored on a procurement-by procurement basis, could include requirements for the bidder to make commitments in areas of Defence Sector work (including Direct Work), Supplier Development including Small and Medium Businesses, Skills Development and Training, Research and Development, and Exports. Transactions submitted for eligibility may include work directly related to NGFV (defence work) or investments in other business lines in Canada (e.g. commercial lines of business), as applicable to the Eligibility Criteria (Section 8 of the ITB Model Terms and Conditions: <a href="http://www.ic.gc.ca/eic/site/086.nsf/eng/h_0011.html">http://www.ic.gc.ca/eic/site/086.nsf/eng/h_0011.html</a> ).
002	We would ask that you provide us with what will be the ITB category multipliers and the caps for each multiplier with respect to the contract value	As NGFV is in the RFI stage, the Value Proposition (VP) has not been fully developed. Industry is encouraged to provide feedback to questions related to the Value Proposition development, found in Annex B of the RFI. A draft-VP is normally released to industry for comments and feedback at the Draft-RFP stage of the Industry engagement process.
003	We would like to request clarification on the weighting factors below as they will pertain to the upcoming RFP and what they will represent in terms of the total contract value. <ul style="list-style-type: none"><li>• Technical</li><li>• Financial</li><li>• ITBs</li><li>• Certifications</li></ul>	As the NGFV project is in the RFI stage, the weighting between Technical/Financial/ITBs has yet to be determined. Industry is invited to provide feedback on this subject to inform the development of the VP approach.
004	With respect to banking ITBs, we understand that there are tenders coming out which would allow the contractors	The ITB Obligation is fulfilled through Canadian Content Value (CCV) achieved in the performance of Direct Work for the

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	<p>interested in the NGFV Project to participate in. Would PSPC, Industry Science and Economic Development (ISED) and DND consider allowing CCV on these scopes of work by the contractors or suppliers working with these contractors on other government programs for the NGFV Project? If so, what would PSPC consider, as a form of demonstration for causality between these other Government contracts and the NGFV Project? If allowable, would the contractor be able to bank any ITB credits that may be earned?</p>	<p>NGFV procurement, as well as Indirect work activities that are part of other business operations unrelated to the NGFV procurement. All ITB activities must meet the ITB Eligibility Criteria in Article 8 of the ITB Terms and Conditions.</p> <p>If two separate procurements have individual ITB requirements, the same ITB Transactions cannot be double-counted to fulfill both projects' ITB requirements.</p> <p>Any company can choose to participate in banking ITB activities. The eligibility of ITB Transactions for banking is determined through a formal submission of the relevant Transaction to ITB Banking authorities. For details on ITB Banking, please contact ISED.</p>
005	<p>Within the weighting factors of the Value Proposition, how will the following four (4) factors be divided up/weighted?</p> <ul style="list-style-type: none"> <li>• Armour</li> <li>• Ground Vehicle solutions</li> <li>• Electro-Optical / Infrared (EO/IR) Systems</li> <li>• In-Service Support</li> </ul>	<p>As NGFV is in the RFI stage, the Value Proposition has not been fully developed. Industry is encouraged to provide feedback to questions related to the Value Proposition development, found in Annex B of the RFI. A draft-VP is normally released to industry for comments and feedback at the Draft-RFP stage of the Industry engagement process.</p>
006	<p>Can you tell us your constraints on the ITBs for this project? Will the following factors be included in the ITBs?</p> <ul style="list-style-type: none"> <li>• In-Service Support</li> <li>• Spares</li> <li>• On-going training</li> <li>• Possible exports of spare parts</li> <li>• Possible manufacturing of parts to be shipped to an OEM for use in their assembly line/lines for other programs</li> </ul>	<p>Defence sector work (Direct Work) includes the CCV of business activities that a company undertakes as part of the contract as detailed in the Statement of Work (SOW).</p> <p>All eligible transactions must meet the ITB Eligibility Criteria as outlined in Section 8 of the ITB Model Terms and Conditions.</p>
007	<p>We understand that there will be weighting factors applied to the Value Proposition evaluation criteria. Can you tell us what the weighting factors will be for the NGFV Project? If not, can you provide a typical split that has been on similar DND projects? Additionally, how will they be split</p>	<p>As NGFV is in the RFI stage, the Value Proposition has not been fully developed. Industry is invited to provide feedback on this subject to inform the development of the VP approach.</p> <p>The VP approach is tailored to each individual project on a procurement-by-</p>

	<p>out amongst the following evaluation criteria?</p> <p>R1. Work in the Canadian Defence Industry          R2. Canadian Supplier Development          R3. Research &amp; Development (R&amp;D) in Canada          R4. Exports from Canada          R5. Skills Development &amp; Training</p> <p>Other evaluation criteria</p>	<p>procurement basis. However, Value Propositions for other defence procurement projects can be found at <a href="http://www.buyandsell.gc.ca">www.buyandsell.gc.ca</a></p>
008	<p>What is your view on the Skills and Development training as it pertains to ITB multipliers? Example; If an OEM does a technology transfer to a recipient, and the specialty training required is part of that technology transfer, what will the multiplier be?</p> <p>If this same technology transfer were to be given to a teaching institute, for the training only, which the current recipient works with and the OEM then gives the training to the teaching institute and, in turn, the teaching institute trains the recipient's employees, what would that multiplier be? Can you provide what the cap will be on this category?</p> <p>We would like to better understand how the category is being evaluated. We understand that we can claim credit for anything going forward from the date of validity and that the date of validity for this project was the release date of the RFI. We presume that we will need to submit term sheets to get this going and possibly meet with the Banker to get these on the books. Please confirm.</p>	<p>As the Value Proposition requirements are currently in development, industry feedback is welcomed on how the Value Proposition could maximize opportunities for Canada's economic benefit.</p> <p>Industry feedback will inform Canada's approach to the Value Proposition requirements, including bid evaluation scoring and weighting.</p> <p>Information on multipliers used to enhance the value of ITB credit towards the achievement of the ITB Obligation can be found in Article 7 of the ITB Model Terms and Conditions.</p> <p>ITB Transactions must be submitted at bid time (and after contract award), as per requirements that will be outlined in the RFP for the NGFV procurement. Proposed ITB Transactions can consist of banked Transactions, or non-banked Transactions. For details on ITB banking, please contact ISD.</p>
009	<p>Can you tell us where each of the KICs are in relationship to the 5 R factors above (see 5 R Factors listed at Q7) and what is the weight of each KIC?</p> <ul style="list-style-type: none"> <li>• Armour</li> <li>• Ground Vehicle Solutions</li> <li>• Electro-Optical / Infrared (EO/IR) Systems</li> <li>• In-Service Support</li> </ul>	<p>As NGFV is in the RFI stage, the Value Proposition has not been fully developed. Industry is encouraged to provide feedback to questions related to the Value Proposition development, found in Annex B of the RFI. A draft-VP is normally released to industry for comments and feedback at the Draft-RFP stage of the Industry engagement process.</p> <p>Further information regarding the ITB Policy, and Value Proposition, can also be</p>

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		<p>found at: <a href="http://www.canada.ca/itb">http://www.canada.ca/itb</a>. Industry is also encouraged to contact Innovation, Science and Economic Development Canada (through response to this RFI process) to learn about how Canada's ITB Policy works in general.</p> <p>Suppliers are also encouraged to contact the Regional Development Agencies (RDA). If they have a Canadian office, they should contact the RDA responsible for their geographic location. If they do not have an office in Canada, contacting the Land procurement officers at each RDA would be a good first step. The RDAs are designed to facilitate business development in their regions, they have a solid working knowledge of Canadian defence procurement, and are often approached by suppliers and primes alike for partnership opportunities or to fulfill specific supplier requests. The list of RDAs and their contacts can be found here: <a href="https://www.ic.gc.ca/eic/site/086.nsf/eng/h_00140.html">https://www.ic.gc.ca/eic/site/086.nsf/eng/h_00140.html</a></p>
010	Will Canada be conducting additional Industry Consultations prior to the release of a Request for Proposals?	Canada intends to continue to engage with Industry and encourages suppliers to visit <a href="http://buyandsell.gc.ca">buyandsell.gc.ca</a> frequently for information in regards to the NGFV Project.
011	Will there will be a requirement on the upcoming RFP for the NGFV for the OEMs to supply a vehicle with the proposal.	The project is still in the Option analysis phase and will determine the optimal procurement strategy from the feedback received from Industry Engagement activities. Several recent competitive military vehicle procurement projects have opted to perform physical vehicle testing as part of the Bid evaluation phase and the NGFV Project will consider this as an option.

**ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED**