

AREA DETECTION AND IDENTIFICATION SYSTEM (ADIS) PROJECT

Industrial and Technological Benefits (ITB) and Value Proposition

Bidder Instructions

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1. INTRODUCTION

- 1.1. On February 5, 2014, the Government of Canada announced the Defence Procurement Strategy (DPS). One of the objectives of the DPS is to leverage purchases of defence equipment to create jobs and economic growth in Canada. The Industrial and Technological Benefits (ITB) policy has objectives that will be achieved through a weighted and rated Value Proposition (VP) that will form part of the evaluation plan to award the Contract.
- 1.2. The strategic VP objective for the Area Detection and Identification System (ADIS) project (the Project) is to refine and develop the ADIS requirement and sustain and grow Canadian capabilities related to this project. This objective has been informed by extensive industry engagement and consultation, as well as by in-depth analyses of capabilities related to the procurement.

2. CANADA'S ITB OBJECTIVES

- 2.1. Canada has responsibility to set in place programs and policies which ensure Canada's significant investments in defence-related goods and services generate economic benefit to Canada that has long-term and high-value impacts on Canadian industry, and to establish ITB Objectives which include:
 - 2.1.1. the economic development and long-term sustainment of Canada's defence sector, by maximizing the amount of business activities in Canada involving work directly on the procurement and work in the defence sector more broadly;
 - 2.1.2. increased productivity and competitiveness among Canadian-based suppliers, through meaningful opportunities for growth and supply chain integration into major global systems suppliers;
 - 2.1.3. strengthened innovation and R&D in Canada, that positions Canadian Companies to move up the value chain, capture market opportunities and benefit from subsequent commercialization opportunities;
 - 2.1.4. Canadian Company success in tapping traditional and non-traditional export markets that have been leveraged from the Project, sharing in long-term jobs and growth;
- 2.1.5. developing, growing, and sustaining a diverse, talented, and innovative Canadian workforce;
- 2.1.6. encouraging the participation of Canadian Companies in the Designated Regions of Canada, assisting with long-term quality improvements to their capability, capacity, international competitiveness and growth potential; and,
- 2.1.7. encouraging the participation of Canadian SMB as suppliers on major federal procurements and to increase their competitiveness and export market access.

3. GENERAL INSTRUCTIONS

- 3.1. As part of its bid submission, the Bidder must submit an ITB Proposal at bid closing.

- 3.2. In preparing its ITB Proposal, the Bidder should be guided by these Bidder Instructions, as well as by the ITB Evaluation Plan, the ITB Terms and Conditions for the Acquisition Contract, and the ITB Terms and Conditions for the In-Service-Support Contract. All four (4) documents provide important guidance, definitions and/or contractual provisions related to the ITB policy. Defined terms not otherwise defined in this document have the meaning given to them in the ITB Terms and Conditions and the Request for Proposal, including appendices, to which these Bidder Instructions are attached.
- 3.3. The ITB Proposal will be deemed responsive by the ITB Authority if it:
- 3.3.1. Meets the ITB mandatory requirements outlined in Section 2 of the ITB Evaluation Plan; and
 - 3.3.2. Meets the ITB minimum assessment values outlined in Section 3 of the ITB Evaluation Plan.
- 3.4. Failure to meet the requirements in Sections 3.3.1 and 3.3.2, and the requirements of the Compliance Assessment Report detailed at Article 4.2.3 of the Request for Proposal, will result in the Proposal being deemed non-responsive and given no further consideration.
- 3.5. Only Proposals deemed responsive will then be evaluated using the ITB rated criteria outlined in Section 4 of the ITB Evaluation Plan.
- 3.6. Evaluation results will be conveyed to the Contracting Authority, who will then integrate them into the overall bid evaluation results, as outlined in Section 4.3 of Volume 1.
- 3.7. It is the responsibility of the ITB Authority to ensure that ITB Proposal is evaluated as outlined in the ITB Evaluation Plan.
- 3.8. The ITB Proposal should be submitted in a separate, self-contained volume. Only the ITB Proposal is reviewed during the evaluation. In order to facilitate the evaluation process, any material contained in another section of the Bid but relevant to the Proposal should be repeated in the Proposal.
- 3.9. The ITB Proposal, and its receipt, storage and protection by the ITB Authority, is governed by applicable federal laws and processes.

4. ITB MANDATORY REQUIREMENTS

- 4.1. There are six (6) ITB mandatory requirements that the Bidder must meet in its ITB Proposal. The omission of any part of the following six (6) requirements will result in the ITB Proposal being deemed not responsive:
- 4.1.1. Requirement One: The ITB Proposal must commit to achieving Transactions, measured in Canadian content value (CCV), valued at not less than one hundred percent (100%) of the Contract Price to be achieved within the Achievement Period **for each resulting Contract**. If the Bidder commits to achieving greater than one-hundred (100) percent of Contract Price, that Commitment will become an Obligation that must be achieved under **each** Contract.
 - 4.1.2. Requirement Two: The ITB Proposal must commit to achieving not less than ten (10) percent of the ADIS Acquisition Contract Price and not less than forty (40) percent of the ADIS In-Service-Support Contract Price, in Direct Transactions measured in CCV. If the Bidder

commits to achieving greater than the mandatory Direct Work minimums specified above, those Commitments will become Obligations that must be achieved under the Contract.

4.1.3. Requirement Three: In its ITB Proposal, the Bidder must:

- 4.1.3.1. specify its total evaluation bid price, inclusive of the Acquisition Contract Price and In-Service Support Contract Price, not including taxes, not including options, rounded to the nearest dollar;
- 4.1.3.2. identify Transactions that are detailed, fully described and equal in total to not less than thirty (30) percent of the total evaluation bid price, measured in CCV (see Transaction sheet templates in Appendix B of the ITB Terms and Conditions);
- 4.1.3.3. commit to identifying, one (1) year after the Effective Date of the Contract, additional Transactions that are detailed, fully described and bring the cumulative total of identified Transactions to not less than sixty (60) percent of the Contract Price, measured in CCV; and,
- 4.1.3.4. commit to identifying, three (3) years after the Effective Date of the Contract, additional Transactions that are detailed, fully described and bring the cumulative total of identified Transactions to not less than one-hundred (100) percent of the Contract Price, measured in CCV.

4.1.4. Requirement Four: The Bidder must commit to achieving not less than fifteen (15) percent of the Contract Price in Transactions with Small and Medium Businesses, measured in CCV. If the Bidder commits to achieving greater than fifteen (15) percent of Contract Price in Transactions with Small and Medium Businesses, that Commitment will become an Obligation that must be achieved under the Contract.

4.1.5. Requirement Five: The Bidder must accept and comply with all of the ITB Terms and Conditions.

4.1.6. Requirement Six: The ITB Proposal must contain the following components, each of which is more particularly described in Section 5:

- 4.1.6.1. Company business Plan;
- 4.1.6.2. ITB management Plan;
- 4.1.6.3. Regional development Plan;
- 4.1.6.4. Small and medium business development Plan;
- 4.1.6.5. Gender and diversity Plan;
- 4.1.6.6. Export target market overview;
- 4.1.6.7. Detailed sheets for proposed Transactions being submitted by the Bidder, accompanied by a summary chart; and,
- 4.1.6.8. Mandatory requirements certificate, as set out in Appendix A, signed by a duly authorized company official.

5. ASSESSMENT OF ITB MANDATORY REQUIREMENTS

5.1. The following section details the content that is expected to be in each of the components of the mandatory requirements referred to above in Section 4.1.6. The Plans identified in Sections 4.1.6.1 to 4.1.6.4 will be assessed during the evaluation, based on quality and risk, as outlined in Section 3 of the ITB Evaluation Plan. The export target market overview will be assessed during the evaluation as outlined in Section 3.2 of the ITB Evaluation Plan. The gender and diversity Plan is a mandatory requirement to be submitted with the bid submission but will not receive an evaluated score.

5.1.1. Each Plan/overview should respond to all of the requested items outlined below. Responses should be detailed and, wherever appropriate, provide an indication of how items will contribute to the Bidder meeting Canada's ITB objectives.

5.1.2. Each Plan should address, wherever appropriate, the Bidder's approach to the following risk areas:

- 5.1.2.1. Experience (e.g. practise elsewhere);
- 5.1.2.2. Capability (e.g. know-how and tools in place) ;
- 5.1.2.3. Planning (e.g. organized, proactive);
- 5.1.2.4. Resources (e.g. team, facilities, information); and,
- 5.1.2.5. Engagement (e.g. interaction with stakeholders)

5.2. Company business Plan

5.2.1. The purpose of the company business Plan is to demonstrate the ability of the Bidder to assemble, plan and describe its proposed team to complete the work on the Project. The Plan should also demonstrate the ability of the Bidder and its team to meet the ITB objectives. For guidance, the anticipated length of the Plan is approximately seven to ten (710) pages, depending on the size of the Bidder's team.

5.2.2. The Bidder's company business Plan should contain the following information:

- 5.2.2.1. An outline of the structure, conduct and performance of the business operations of the Bidder and each of its other proposed Eligible Donors that are performing work on the Project;
- 5.2.2.2. A detailed overview of the proposed role of each company in delivering the work on the Project, the proposed location of that work, and the key personnel in each company who would be responsible for delivering that work;
- 5.2.2.3. An organizational chart for each company outlining its worldwide corporate operations that clearly states the corporate family structure, parent and subsidiary relationships, and the location of key responsibility centres (e.g. headquarters, manufacturing, service centres, R&D, marketing);
- 5.2.2.4. A list of each company's existing Canadian facilities, including the location, date of establishment, nature of operations, number of employees, and place within the worldwide corporate structure; and,

5.2.2.5. A description of the broad and long-term impacts of the Work on the Canadian economy and how these respond to the ITB objectives in Section 2.

5.3. ITB management Plan

5.3.1. The purpose of the ITB management Plan is to demonstrate the Bidder's ability to develop, implement, manage and report on the proposed Obligation for the full duration of the Achievement Period. It is also the place for Bidder to formally list its proposed Eligible Donors. For guidance, the anticipated length of the Plan is approximately six to eight (6-8) pages.

5.3.2. The ITB management Plan should include the following information:

5.3.2.1. A description of the ITB management functions and associated organization that the Bidder envisions necessary to successfully meet the Obligations. It should include a summary of the methods, processes and procedures that the Bidder will use to identify, submit, track, record keep and report on ITB activities. The summary should be presented in a level of detail sufficient to demonstrate that the Bidder fully understands its Obligations;

5.3.2.2. The name, contact details and biographical information of the Bidder's ITB official(s) assigned to the Project and/or job descriptions for the proposed positions;

5.3.2.3. An explanation of the Bidder's internal processes for ITB organization, advocacy and awareness, both specific to the Project and in general. The Bidder should include a description of how ITB considerations will be factored into the company's broader decision-making processes, along with how these decisions will be documented and tracked;

5.3.2.4. A description of any previous ITB/IRB/offset obligations that have been undertaken by the Bidder over the past ten (10) years, in Canada and elsewhere, along with a brief overview of the achievement status of each project; and,

5.3.2.5. A list of the Bidder's proposed Eligible Donors and contact details for each, along with details and documentation justifying how each company meets the Eligible Donor criteria outlined in the ITB Terms and Conditions.

- All proposed Eligible Donors are subject to review and approval by the ITB Authority during evaluation. Only those proposed Eligible Donors that are found to meet the criteria will be included on the list of Eligible Donors in the ensuing Contract. Any proposed transaction with a donor company not meeting the Eligible Donor criteria will be rejected.

5.4. Regional development Plan

5.4.1. The purpose of the regional development Plan is to demonstrate the Bidder's commitment to providing opportunities and assistance for businesses in the Designated Regions of

Canada. For guidance, the anticipated length of the Plan is approximately five to seven (5-7) pages.

5.4.2. The regional development Plan should include the following information:

- 5.4.2.1. Identification and description of the Bidder's proposed transactions in the Designated Regions of Canada, the total of which will become Obligations to be achieved under Article 3.1.4 of the ITB Terms and Conditions. The Plan may also identify any higher regional commitment target to which the Bidder is prepared to commit contractually;
- 5.4.2.2. A description of the Bidder's business rationale for its regional approach;
- 5.4.2.3. A description of the activities and approaches undertaken to date by the Bidder and its proposed Eligible Donors that have resulted in the distribution of proposed transactions to the Designated Regions of Canada;
- 5.4.2.4. A description of the activities and approaches that will be undertaken after Contract award until the end of the Achievement Period to improve the opportunities available to the Designated Regions of Canada; and,
- 5.4.2.5. A description of how regional considerations are factored into the Bidder's ITB decision-making processes.

5.5. Small and medium business (SMB) development Plan

5.5.1. The purpose of the SMB development Plan is to demonstrate the Bidder's commitment to providing opportunities, assistance and encouragement to SMB in Canada. For guidance, the anticipated length of the Plan is approximately five to seven (5-7) pages.

5.5.2. The SMB development Plan should include the following information:

- 5.5.2.1. Identification and description of the Bidder's proposed transactions involving SMB in Canada, the total of which, or not less than fifteen (15) percent of the Contract Price, whichever is higher will become Obligations to be achieved under Article 3.1.2.6 of the ITB Terms and Conditions;
- 5.5.2.2. A description of the activities and approaches undertaken to date by the Bidder and its proposed Eligible Donors that have resulted in the proposed distribution of SMB transactions;
- 5.5.2.3. A description of the activities and approaches that will be undertaken after Contract award until the end of the Achievement Period to improve the opportunities available to SMB;
- 5.5.2.4. A description of how SMB considerations are factored into the Bidder's ITB decision-making processes; and,

- 5.5.2.5. A description of any initiatives and/or assistance (at a broad corporate level or specific to the Project) that would be provided to SMB to help stimulate and promote them, both as potential suppliers to the Project and for their capability to pursue and undertake new business activities. Examples could include financing or special payment provisions.

5.6. Gender and diversity Plan

- 5.6.1. In order to be compliant, the Bidder must submit one (1) gender and diversity Plan which will be evaluated to confirm that it is present in the ITB Proposal. The gender and diversity Plan will not receive an evaluated score. The purpose of the gender and diversity Plan is to demonstrate the Bidder's approach to increasing diversity by improving the proportion of designated groups as defined in the Employment Equity Act in a firm's senior management structure, working level, and supply chains. For guidance, the suggested length of the Plan is 2-10 pages.

- 5.6.2. The gender and diversity Plan may include, but is not limited to, the following items:

- 5.6.2.1. Any public statements that the Bidder has released promoting diversity, inclusion, and equality within its organizations;
- 5.6.2.2. Any of the Bidder's existing corporate no-tolerance policies related to discrimination against designated groups as defined in the *Employment Equity Act*;
- 5.6.2.3. Any of the Bidder's existing or planned training to educate its workforce on diversity and inclusion;
- 5.6.2.4. Any of the Bidder's other planned corporate activities to increase or promote diversity and inclusion in its workforce;
- 5.6.2.5. Any available statistics on the proportion of designated groups employed in the Bidder's firm at the senior management and working level; and,
- 5.6.2.6. The Bidder's approach for factoring gender and diversity into its supplier selection methods, with consideration for businesses that are predominantly led by designated groups as defined in the *Employment Equity Act*.

5.7. Export target market overview

- 5.7.1. The ITB Proposal must include an export target market overview (the overview), as part of the Bidder's international export strategy demonstrating that the Bidder and its suppliers can leverage the Project into future export success.
- 5.7.2. The overview should, in as much detail as possible, provide information identifying the international markets that the Bidder and its suppliers intend to target and provide sufficient information to Canada to determine whether a realistic assessment of export potential has been provided and that the Bidder can reasonably achieve this potential. For guidance, the anticipated length of the target market section is under ten (10) pages.

5.7.3. The Bidder's overview must contain detailed responses to four (4) or more of the following criteria:

- Identify the specific markets that are targeted, including an assessment of the size of the market potential;
- Describe any barriers affecting market entry from Canada and the related mitigation strategies;
- Identify whether buyers have been identified and whether the Bidder's solution is a procurement priority of potential buyers in targeted markets (e.g. has a Request for Proposal been issued?);
- Describe the direct or indirect market entry approach (e.g. government to government contract, direct commercial contract, agent, local partner, setting up local operations); and,
- Describe the Bidder's competitive advantage (e.g. has the offering already been sold commercially?).

5.8. Detailed Transaction sheets

5.8.1. The ITB Proposal will provide a separate and detailed Transaction sheet for each transaction that the Bidder proposes and for which it is prepared to commit contractually. A template of the Transaction sheet is attached as Appendix B to the ITB Terms and Conditions. The Bidder is encouraged to use this template, to promote administrative consistency and ease.

5.8.2. In addition to the individual Transaction sheets, the Bidder will include a summary chart of all of its proposed Transactions. The summary chart should clearly identify each Transaction and provide a breakdown, with appropriate sub-totals and percentages, by: direct, indirect, region, SMB and rated criteria. The summary chart should provide a very brief description of how each proposed Transaction aligns with the rated criteria, to compliment the more detailed justifications located in the Transaction sheet. The Bidder may use a format of its choice for the summary chart.

5.8.3. The Bidder should include a forecast plan for the Transactions due one (1) and three (3) years following the Effective Date of the Contract, respectively. The forecast plan should include such information as, but not limited to: a list of any Canadian Companies being considered; and/or, the specific capabilities being sought from Canadian suppliers.

5.8.4. The Bidder is strongly encouraged to fully complete every section of the Transaction sheet so that the Transaction can be properly evaluated. The Bidder should also provide details and documentation within its ITB Proposal, as indicated, in support of Transaction eligibility criteria as outlined in Article 8 of the ITB Terms and Conditions. Failure to adequately describe and/or document the proposed Transaction may result in it being rejected as not meeting the Transaction eligibility criteria.

5.8.5. Identifying a Transaction for the purposes of Section 4.1.4 means presenting a signed transaction sheet to the ITB Authority, which names both a specific Eligible Donor and a specific Recipient, describes the business activity in detail, provides valuation information, and complies with these ITB Bidder Instructions and the ITB Terms and Conditions with respect to eligibility criteria, valuation, transaction types and banking.

5.8.6. In the event that the Bidder makes Commitments in its Proposal that are valued at more than one-hundred (100) percent of Contract Price for its ITB Proposal:

5.8.6.1. the Obligation value in Article 3.1.1 of the respective ITB Terms and Conditions will be adjusted to match the total value of those Transactions; and,

5.8.6.2. no additional points will be scored in the rated evaluation, above those outlined in the ITB Evaluation Plan.

5.8.7. A template specifying the information that should be contained in a Transaction sheet is attached as Appendix B of the ITB Terms and Conditions.

5.9. Mandatory requirements certificate

5.9.1. The Bidder must submit with its ITB Proposal the mandatory requirements certificates (Appendix A), completed with their company name and the Proposal's respective total evaluation bid price, and signed and dated by a company official duly authorized to bind the company.

6. ITB RATED CRITERIA

6.1 Value Proposition: The Bidder should provide information and details on its VP Commitments, Transactions, and International Export Strategy. The Bidder should complete and submit the Contract ITB rated criteria certificate (Appendix B), signed and dated by a company official duly authorized to bind the company.

6.1.1. Direct Work Instructions – The ITB Proposal should include the Bidder's Commitment to achieve above the ten (10) percent of the ADIS Acquisition Contract Price and forty (40) percent of the ADIS In-Service-Support Contract Price mandatory minimums in Direct Transactions as described in Section 4.6.1 of the ITB Evaluation Plan. The Commitments should be expressed as percentages of the total evaluation bid price measured in CCV.

The ITB Proposal should include the Bidder's proposed Direct Transactions. The Bidder should describe in its ITB Proposal how the proposed Transactions align with the Defence Sector and should provide supporting details and documentation. Failure to demonstrate this alignment may result in zero (0) points at evaluation. Direct Transactions identified in the Bid will become Obligations to be completed within the Achievement Period.

6.1.2. Research and Technological Development Instructions – The ITB Proposal should include the Bidder's commitment to achieve Transactions involving R&D, as described in Section 4.6.2 of the ITB Evaluation Plan. The Commitments should be expressed as a percentage of the total evaluation bid price measured in CCV. This Commitment (or the percentage represented by

the total value of identified Transactions involving R&D in the Bid, whichever is higher) will become an Obligation to be completed within the Achievement Period.

Commitment to Transactions involving R&D in EO/IR Systems with Canadian Companies or Canadian Post-Secondary Institutions, up to a maximum of one hundred (100) percent, stated as a percentage of the total evaluation bid price, will receive two (2) points for every percentage of Contract Price committed.

Commitment to Transactions involving R&D, excluding EO/IR Systems, with Canadian Companies or Canadian Post-Secondary Institutions, up to a maximum of one hundred (100) percent, stated as a percentage of the Bidder's total evaluation bid price, measured in CCV, will receive one (1) point for every percentage of Contract Price committed.

The ITB Proposal can include the Bidder's proposed Transactions involving R&D. The Bidder should describe in its ITB Proposal how the proposed Transactions align with R&D. The Bidder should also describe how the Transaction aligns with EO/IR Systems, if applicable, with supporting details and documentation. Identified Transactions involving R&D in the Bid will become Obligations to be completed within the Achievement Period. Failure to demonstrate this alignment may result in zero (0) points at evaluation.

The Bidder's Commitments to R&D under the Acquisition Contract, and Commitments to R&D under the In-Service Support Contract will be combined for the purposes of the evaluation to receive points for the R&D criteria, as outlined in Section 4.6.2 of the ITB Evaluation Plan.

- 6.1.3. Skills Development and Training Instructions – The ITB Proposal should include the Bidder's Commitment to achieve Transactions involving Skills Development and Training, as described in 4.6.3 of the ITB Evaluation Plan. The Commitments should be expressed as a percentage of the total evaluation bid price measured in CCV. This Commitment (or the percentage represented by the total value of identified Transactions involving Skills Development and Training in the Bid, whichever is higher) will become an Obligation to be completed within the Achievement Period.

Commitment to Transactions involving Skills Development and Training in EO/IR Systems with Canadian Companies or Canadian Post-Secondary Institutions, up to a maximum of one hundred (100) percent, stated as a percentage of the total evaluation bid price, will receive two (2) points for every percentage of Contract Price committed.

Commitment to Transactions involving Skills Development and Training, excluding EO/IR Systems, with Canadian Companies or Canadian Post-Secondary Institutions, up to a maximum of one hundred (100) percent, stated as a percentage of the Bidder's total evaluation bid price, measured in CCV, will receive one (1) point for every percentage of Contract Price committed.

The ITB Proposal can include the Bidder's proposed Transactions involving Skills Development and Training. The Bidder should describe in its ITB Proposal how the proposed Transactions align with Skills Development and Training. The Bidder should also describe how the Transaction aligns with EO/IR Systems, if applicable, with supporting details and

documentation. Identified Transactions involving Skills Development and Training in the Bid will become Obligations to be completed within the Achievement Period. Failure to demonstrate this alignment may result in zero (0) points at evaluation.

The Bidder's Commitments to Skills Development and Training under the Acquisition Contract, and Commitments to Skills Development and Training under the In-Service Support Contract will be combined for the purposes of the evaluation to receive points for the Skills Development and Training criteria, as outlined in Section 4.6.3 of the ITB Evaluation Plan.

- 6.1.4. Small and Medium Businesses Instructions – The ITB Proposal should include the Bidder's Commitment to achieve above the fifteen (15) percent mandatory minimum of Contract Price in Transactions with SMBs as described in 4.6.4 of the ITB Evaluation Plan. The Commitment should be expressed as a percentage of the total evaluation bid price, and measured in CCV. This Commitment (or the percentage represented by the total value of identified Transactions involving SMBs in the Bid, whichever is higher) will become an Obligation to be completed within the Achievement Period.

The ITB Proposal can include the Bidder's proposed Transactions involving SMBs. The Bidder should describe in its ITB Proposal how the proposed Transactions are with SMBs and should provide supporting details and documentation. Identified Transactions with a SMB in the Bid will become Obligations to be completed within the Achievement Period.

The Bidder's Commitments to SMB under the Acquisition Contract, and Commitments to SMB under the In-Service Support Contract will be combined for the purposes of the evaluation to receive points for the SMB criteria, as outlined in Section 4.6.4 of the ITB Evaluation Plan.

- 6.1.5. International export strategy instructions – The ITB Proposal should include an international export strategy, demonstrating that the Bidder and its suppliers can leverage the ADIS project and other lines of business into future export success. Points will be awarded according to 4.6.5 of the ITB Evaluation Plan.

The international export strategy should, in as much detail as possible, provide information on the Bidder's plan to maximize export activities for Canadian industry related to ADIS. The strategy should provide information that responds to each of the points below, related to target markets and capacity to export.

6.1.5.1. Capacity to export:

- 6.1.5.2. The capacity to export will be assessed during the evaluation as outlined in Section 4.6.5 of the ITB Evaluation Plan. If the Bidder succeeds at scoring points in capacity to export under the ITB Proposal, the capacity to export will be inputted into the ITB Contract.

- 6.1.5.3. The international export strategy should demonstrate that the Bidder and/or its other proposed Eligible Donors have the capacity to successfully carry out their export plans and provide sufficient information to enable Canada to determine, at the time of bid evaluation, whether the conditions for success will be in place at the time of Contract

award and will remain in place. All the components detailed below are required in order to successfully manage an export program; therefore VP points will only be awarded for the capacity to export section if the Bidder can demonstrate at the time of bid evaluation that all of the capacity of export components will be fulfilled at the time of contract award. More specifically, the Bidder and/or its suppliers should demonstrate that:

- they have the decision-making authority to pursue exports from Canada, by providing:
 - evidence that the necessary company signing authorities are in place to pursue international sales;
 - details describing the extent of the decision-making authority with regard to pursuing export contracts.
- their Canadian-based operations have and will maintain a World Product Mandate exclusive authority to export the product/service outside of Canada, by providing evidence such as:
 - contract or certification or other documentation to illustrate that they have a world product mandate for a product or service with exclusive authority to export outside of Canada.
 - details and evidence of the exclusive authority to export the product/service globally, that does not require a world product mandate.
- they have a management team in place to pursue international sales from Canada, by providing:
 - details describing the team and its organizational structure.
- they have set aside and are using human and financial resources to pursue international market opportunities from Canada, by providing:
 - a description of the resources and an overview of their use.

6.1.5.4. The Contract will require the Contractor to report on its international export strategy on an annual basis for the duration of the Project (Acquisition and In-Service Support), as referenced in Article 3.1.2.7 of the ITB Terms and Conditions. Reporting on the export activities, including the status of any target markets Commitments and confirmation that the capacity to export conditions remain in place, will be an Obligation.

7. BANKING AND POOLING

7.1. Banking and pooling are described in the ITB Terms and Conditions. The Bidder may use bank Transactions, or a pooled portion thereof, as part of its ITB Proposal.

7.1.1. The Bidder submitting a bank Transaction in its ITB Proposal should include and attach a copy of the approved banked Transaction sheet and the most recent annual bank statement, authorized by the ITB Authority and dated before the release date of the Request for Proposal (RFP) to which the Proposal responds.

- 7.1.2. The Bidder submitting a pooled portion of a bank Transaction should include the most recent bank statement for that portion, authorized by the ITB Authority and dated before the release date of the RFP to which the Proposal responds.
- 7.1.3. In all cases, the value on the bank statement will be the one used during the evaluation process.
- 7.1.4. A pooled Transaction, or portion thereof, may only be included in the ITB Proposal if it originates from the bank.
- 7.2. If a bank Transaction is used as part of an ITB Proposal, the evaluation committee will consider the transaction as accepted for meeting the Transaction eligibility criteria, with the exception of Eligible Donor.
 - 7.2.1. A bank Transaction will be evaluated to confirm that it meets the Eligible Donor criteria for the Project, outlined in Article 8 of the Terms and Conditions.
- 7.3. Acceptance of a Transaction in the bank does not guarantee Value Proposition points. All bank transactions will be evaluated to determine Value Proposition scoring, as outlined in the ITB Evaluation Plan.
- 7.4. The Bidder may submit bank Transactions of any CCV value in its ITB Proposal. The entire CCV value of bank Transactions submitted in the ITB Proposal will become a Commitment to be achieved under Article 3 of the Contract. However, any CCV value of bank Transactions that exceeds fifty (50) percent of the total for all Transactions identified in the ITB Proposal will not be counted in the evaluation.
- 7.5. Any bank Transaction, or portion thereof, included in the ITB Proposal where the date of the authorized bank statement falls after the RFP release date for the Project will not be considered in the mandatory or rated evaluation. Further, that bank Transaction will not become an Obligation to be achieved under the Contract.

Appendix A- ITB mandatory requirements certificate

The Bidder, _____, declares and certifies that through this ITB Proposal for the ADIS Project, that the Bidder meets and agrees to the following requirements:

Mandatory Requirement	Specific contract Commitment listed in the ITB Terms and Conditions
1. Commits to achieve not less than one hundred percent (100%) of the Contract Price in CCV as Transactions, or the total value of all Commitments in the Contracto	Article 3.1.1
2. Commits to achieve not less than ten (10) percent of Contract Price in Acquisition and forty percent (40%) of Contract Price in In-Service-Support in CCV as Direct Transactions, or the total value of all Commitments in the Contractor's Proposal, whichever is higher.	Article 3.1.2.1
3. Identifies its total evaluation bid price inclusive of the Acquisition Contract Price and In-Service Support Contract Price (not including taxes and rounded to the nearest dollar excluding options) \$	
3(a). Identifies Transactions in its bid proposal equal in total to not less than thirty percent (30%) of its total evaluation bid price, measured in CCV.	
3(). Commits to identifying, one (1) year following the Effective Date of the Acquisition Contract, additional Transactions that bring the cumulative total of Transactions to not less than sixty percent (60%) of the Contract Price, measured in CCV.	Article 3.2.1
3(b). Commits to identifying, three (3) year following the Effective Date of the Contract, additional Transactions that bring the cumulative total of Transactions to not less than one hundred percent (100%) of the Contract Price, measured in CCV.	Article 3.2.2
4. Commits to achieve not less than fifteen percent (15%) of the Contract Price in CCV, or the total value of all Commitments in the Contractor's Proposal, whichever is higher, as Transactions with Small and Medium Sized Businesses	Article 3.1.2.6
5. Accepts all of the ITB Terms and Conditions.	All articles and appendices.
6. Submitted all the following required components of the ITB Proposal: <ul style="list-style-type: none"> • Company business Plan; • ITB management Plan; • Regional development Plan; • Small and medium business development Plan; • Gender and diversity Plan; • Export target market overview • Detailed Transaction sheets, accompanied by a summary chart of all of them; and, • This mandatory requirements certificate, duly completed, signed and dated. 	Appendix A

IN WITNESS THEREOF THIS MANDATORY REQUIREMENTS CERTIFICATE HAS BEEN SIGNED THIS _____ DAY OF _____ BY A SENIOR COMPANY OFFICIAL WHO IS DULY AUTHORIZED TO BIND THE COMPANY.

SIGNATURE

NAME AND TITLE OF SENIOR COMPANY OFFICIAL

Appendix B –ITB rated criteria certificate

The Bidder, _____, declares and certifies that through this ITB Proposal for the Area Detection and Identification System Project that the Bidder makes the following Commitments, in response to the rated criteria outlined in section 6:

Rated Criteria	Bidder Commitment	Total Maximum Points Available	Terms and Conditions Commitment
Direct Transactions			
Commitment above ten percent (10%) in Acquisition	%	Twenty Five (25)	Article 3.1.2.1
Commitment above forty percent (40%) in In-Service-Support	%	Twenty (20)	Article 3.1.2.1
	Article 3.1.2.1 will include the percentage value of either the Commitment or the identified Transactions, whichever is higher		
Research and Technological Development			
	%	Fifteen (15)	
Portion of Commitment in EO/IR Systems	%	(2 X multiplier)	Article 3.1.2.2
Portion of Commitment excluding EO/IR Systems	%	(1X multiplier)	Article 3.1.2.3
Please specify Commitment breakdown under each contract below:			
Portion of Commitment in EO/IR Systems in Acquisition contract	%		
Portion of Commitment excluding EO/IR Systems in Acquisition contract	%		
Portion of Commitment in EO/IR Systems in In-Service-Support contract	%		
Portion of Commitment excluding EO/IR Systems in In-Service-Support contract	%		
	Article 3.1.2.2 and 3.1.2.3 will include the percentage value of either the Commitment or the identified Transactions, whichever is higher		
Skills Development and Training			
	%	Ten (10)	
Portion of Commitment in EO/IR	%	(2 X multiplier)	Article 3.1.2.4
Portion of Commitment excluding EO/IR Systems	%	(1X multiplier)	Article 3.1.2.5
Please specify Commitment breakdown under each contract below:			
Portion of Commitment in EO/IR Systems in Acquisition contract	%		
Portion of Commitment excluding EO/IR Systems in Acquisition contract	%		

Portion of Commitment in EO/IR Systems in In-Service-Support contract	%		
Portion of Commitment excluding EO/IR Systems in In-Service-Support contract	%		
	Article 3.1.2.4 and 3.1.2.5 will include the percentage value of either the Commitment or the identified Transactions, whichever is higher		
Small and Medium Business (SMB)			
Commitment above fifteen percent (15%)	%	Twenty (20)	Article 3.1.2.6
Please specify Commitment breakdown under each contract below:			
Portion of SMB Commitment in Acquisition contract	%		
Portion of SMB Commitment in In-Service-Support contract	%		
	Article 3.1.2.6 will include the percentage value of either the Commitment or the identified Transactions, whichever is higher		
International Export Strategy			
Capacity to Export	N/A	Ten (10)	
Successfully demonstrates that they meet all four (4) of the capacity to export criteria in Section 6.1.5.3 of the ITB Bidder Instructions.	N/A		
Did not successfully demonstrate that they met all four (4) of the capacity to export criteria in Section 6.1.5.3 of the ITB Bidder Instructions.	N/A	Zero (0)	

IN WITNESS THEREOF THIS RATED CRITERIA CERTIFICATE HAS BEEN SIGNED THIS _____ DAY OF _____ BY A SENIOR COMPANY OFFICIAL WHO IS DULY AUTHORIZED TO BIND THE COMPANY.

SIGNATURE

NAME AND TITLE OF SENIOR COMPANY OFFICIAL

