



National Defence

National Defence Headquarters
Ottawa, Ontario
K1A 0K2

Défense nationale

Quartier général de la Défense nationale
Ottawa (Ontario)
K1A 0K2

Request for Information (RFI)

TITLE: 40 HORSE POWER (HP) OUTBOARD MOTORS & ANCILLARY EQUIPMENT

1. Purpose and Nature of the Request for Information (RFI)

The Department of National Defence (DND) is requesting Industry feedback regarding 350 40HP outboard motors and ancillary equipment for the Canadian Army, as detailed below in:

ANNEX A - Outboard Motor & Ancillary Procurement Item Details

ANNEX B - Outboard Motor & Ancillary Procurement Questions to Industry

ANNEX C - Outboard Motor & Ancillary Procurement Price Evaluation

The objectives of this RFI are to:

- 1) *Provide Industry information about the requirement and obtain suggestions and feedback.*
- 2) *Use the information and feedback obtained to help develop a potential, future RFP;*
- 3) *Collect information from Industry regarding ability to provide, maintain and repair the equipment as detailed;*

This RFI is neither a call for tender nor a Request for Proposal (RFP). No agreement or contract will be entered into based on this RFI. The issuance of this RFI is not to be considered in any way a commitment by the Government of Canada, nor as authority to potential Respondents to undertake any work that could be charged to Canada. This RFI is not to be considered as a commitment to issue a subsequent solicitation or award contract(s) for the work described herein.

Although the information collected may be provided as commercial-in-confidence (and, if identified as such, will be treated accordingly by Canada), Canada may use the information to assist in drafting performance specifications (which are subject to change) and for budgetary purposes.

Respondents are encouraged to identify, in the information they share with Canada, any information that they feel is proprietary, third party or personal information. Please note that Canada may be obligated by law (e.g. in response to a request under the Access of Information and Privacy Act) to disclose proprietary or commercially-sensitive information concerning a respondent (for more information: <http://laws-lois.justice.gc.ca/eng/acts/a-1/>).

Respondents are asked to identify if their response, or any part of their response, is subject to the Controlled Goods Regulations.

Participation in this RFI is encouraged, but is not mandatory. There will be no short-listing of potential Suppliers for the purposes of undertaking any future work as a result of this RFI. Similarly, participation in this RFI is not a condition or prerequisite for the participation in any potential subsequent solicitation.

Respondents will not be reimbursed for any cost incurred by participating in this RFI.



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2. Background Information:

A capability deficiency has been identified by the Canadian Army within the current In-Service 25HP outboard motors. The initial intent of the 25HP outboard motor was for steerage way in paddle operations. This is no longer achievable with all of the extra weight soldiers carry for today's Full Fighting Order (FFO) and the plethora of specialized operations that must be fulfilled. After Contract Award, the 40 horse power outboard motors will be installed on the newly acquired 12 person assault boats that DND has procured for the Combat Engineers and other various Canadian Army Regiments.

3. Legislation, Trade Agreements, and Government Policies:

The following is indicative of some of the legislation, trade agreements and government policies that could impact any follow-on solicitation(s):

- a) Canada Free Trade Agreement (CFTA)
- b) World Trade Organization Agreement on Government Procurement (WTO-AGP)
- c) Controlled Goods Program (CGP)
- d) Federal Contractors Program for Employment Equity (FCP-EE)
- e) Canada-United States-Mexico Agreement (CUSMA)

4. Schedule:

In providing responses, the following schedule should be utilized as a baseline:

- Request for Information (RFI) – 31 Jan 2021
- RFP issued - Apr 2021 (estimated)
- Contract Award – Jun 2021 (estimated)
- Initial article delivery – Dec 2021 (estimated)
- Estimated final delivery – Sep 2024 (estimated)

5. Important Notes to Respondents:

Interested Respondents may submit their responses to the DND Contracting Authority, identified below via email:

Name: Dianne Montgomery
Title: Materiel Acquisition & Support Officer
Department of National Defence
Director General Equipment Program Management
D Mar P 2-3-2-2
Telephone: 613-794-2911
E-mail: dianne.montgomery@forces.gc.ca

A point of contact for the Respondent and responses to questions should be clearly indicated included in the package.



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Changes to this RFI may occur and will be advertised on the Government Electronic Tendering System. Canada asks Respondents to visit Buyandsell.gc.ca regularly to check for changes, if any.

Responses should address the following points, and must also address questions presented in Annexes B - Outboard Motor & Ancillary Procurement Questions to Industry and C - Outboard Motor & Ancillary Procurement Price Evaluation:

- The estimated cost of providing the equipment.
- The ability of the Respondent to meet this requirement.
- Any constraints that could affect the ability of the Respondent to meet this requirement.
- Any additional information the Respondent should consider prior to proceeding with an RFP.

6. Closing date for the RFI:

Responses to this RFI are to be submitted to the DND Contracting Authority identified above, on or before, 26 FEB 2021.



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ANNEX "A"

Outboard Motor & Ancillary Procurement Item Details

- 1. Outboard Motor Technical Deliverables: The selected Contractor must deliver the following characteristics for each outboard motor:**
 - a. 40 HP (30Kw)
 - b. Tiller steering
 - c. Emergency stop with emergency stop key and lanyard(kill switch)
 - d. Manual Start
 - e. Manual trim/lift/tilt
 - f. Multiple manual tilt positions
 - g. Forward, Neutral, Reverse on tiller, front cowling or side cowling
 - h. 20" (inch) shaft length
 - i. motor support bracket for the transom with securing clamps that will accommodate up to 2.75"(inches), 70mm (millimeters)
 - j. safety chain securing ring, lug or eye that will not impede steering when attached
 - k. Weigh less than 275lbs to enable installation and removal by 3 soldiers
 - l. Capable of operating in adverse climate categories from A1 (Extreme hot and dry, 58°C) to C3 (severe cold, -51°C) as defined in NATO Standard AECTP-200-3
 - m. Have means of a separate 87 octane gas reservoir(external gas tank) and internal engine oil reservoir, (Non mixed fuel)
 - n. The ability to be placed on one side for the purpose of transportation and immediate operation
 - o. Through propeller exhaust

- 2. Ancillary Deliverables: The following are additional deliverables that will accompany each of para 3, Annex "A".**
 - a. An appropriate sized 3 blade aluminum propeller with a pitch set for heavy loads on a 40HP OBM.
 - b. OEM shop, maintenance and parts manuals to also include recommended spare parts
 - c. Outboard motor lifting harness and straps for a 3-4 person manual carry/lift over short distances.
 - d. Appropriate sized industrial fuel bladder for a 40HP OBM and heavy load in a 5.3 meter inflatable boat.
 - e. 1 x 12ft (3.66m) fuel hose compatible with the fuel bladder and the outboard engine provided.
 - f. A set of compatible spare hose attachment valves/fittings.



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ANNEX “B”

Outboard Motor & Ancillary Procurement Questions to Industry

1. What is the timeline for industry to supply 350 units of 40 HP outboard motors following contract award? DND intends to obtain the 350 units in no more than a three (3) year window.
2. Is it possible for the potential bidder's Outboard Motor Manufacturer to supply a 40 HP manual start and manual tilt/lift?
3. Is there a viable solution for a manual 3-4 person outboard motor carry using harnesses, straps, webbings or any other specialized carrying equipment for short distances?
4. Does the potential Bidder have an outboard motor manufacturing facility geographically located in Canada?
5. What sizes of fuel bladders are available from industry?
6. How long after a Contract award could DND expect to have the first 100 OBM's and Ancillary equipment defined in Annex “A” delivered?



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ANNEX "C" Outboard Motor & Ancillary Procurement Price Evaluation

1. Provide pricing for the following;

Item	Price for QTY 1
Provide an estimated price for:	
40HP OBM	\$
All deliverables in ANNEX "A" *minus fuel bladder*	\$
Provide a cost estimate for the following fuel bladder sizes:	
20 liters	\$
40 liters	\$
60 liters	\$
80 liters	\$

2. Provide quantity and prices where bulk discounts are applied;

Item	Qty/Price	Qty/Price
Provide an estimated price for:		
40HP OBM		
All deliverables from ANNEX "A" *minus fuel bladder*		
Cost estimate for the following fuel bladder sizes:		
20 liters		
40 liters		
60 liters		
80 liters		