



**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**

**REQUEST FOR PROPOSAL  
DEMANDE DE PROPOSITION**

**Proposal To: Public Works and Government  
Services Canada**

We hereby offer to sell to Her Majesty the Queen in right of Canada, in accordance with the terms and conditions set out herein, referred to herein or attached hereto, the goods, services, and construction listed herein and on any attached sheets at the price(s) set out therefor.

**Proposition aux: Travaux Publics et Services  
Gouvernementaux Canada**

Nous offrons par la présente de vendre à Sa Majesté la Reine du chef du Canada, aux conditions énoncées ou incluses par référence dans la présente et aux annexes ci-jointes, les biens, services et construction énumérés ici sur toute feuille ci-annexée, au(x) prix indiqué(s).

**Comments - Commentaires**

<b>Title - Sujet</b> Remote Minehunting and Disposal Sys Système de détection et d'élimination des mines sous-marines	
<b>Solicitation No. - N° de l'invitation</b> W8472-105270/C	<b>Date</b> 2021-06-29
<b>Client Reference No. - N° de référence du client</b> W8472-105270	
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$\$QF-125-28275	
<b>File No. - N° de dossier</b> 125qf.W8472-105270	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> Eastern Daylight Saving Time EDT <b>on - le 2021-09-03</b> Heure Avancée de l'Est HAE	
<b>F.O.B. - F.A.B.</b> Specified Herein - Précisé dans les présentes <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input type="checkbox"/> <b>Other-Autre:</b> <input checked="" type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Lacoursiere, Paul	<b>Buyer Id - Id de l'acheteur</b> 125qf
<b>Telephone No. - N° de téléphone</b> (343) 551-1529 ( )	<b>FAX No. - N° de FAX</b> ( ) -
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>	

**Instructions: See Herein**

**Instructions: Voir aux présentes**

**Vendor/Firm Name and Address**

**Raison sociale et adresse du  
fournisseur/de l'entrepreneur**

**Issuing Office - Bureau de distribution**

Electronics, Simulators and Defence Systems Div. /Division  
des systèmes électroniques et des systèmes de simulation et  
de défense

11 Laurier St. / 11, rue Laurier  
8C2, Place du Portage

Gatineau

Québec

K1A 0S5

<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</b> <b>(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>

## REMOTE MINEHUNTING & DISPOSAL SYSTEM (RMDS)

# REQUEST FOR PROPOSAL (RFP)

### IMPORTANT INFORMATION REGARDING THIS RFP:

This RFP is in 3 volumes and consists of 2 requirements. To be considered compliant, bidder must bid on the 2 requirements.

- a. Volume 1 - Bidder Instructions and Requirement
- b. Volume 2 - RMDS Acquisition requirement and Resulting Contract Clauses
- c. Volume 3 - RMDS In-Service Support requirement and Resulting Contract Clauses

Solicitation No. - N° de l'invitation  
W8472-105270  
Client Ref. No. - N° de réf. du client  
W8472-105270

Amd. No. - N° de la modif.  
File No. - N° du dossier

Buyer ID - Id de l'acheteur  
125QF  
CCC No./N° CCC - FMS No./N° VME

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## **VOLUME 1 of 3**

### **RMDS Bidder Instructions and Requirements**

W8472-105270 Acquisition and W8482-206387 In-Service Support

**This document contains Security Requirement**

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## **PART 1 - GENERAL INFORMATION**

### **1.1 Introduction**

The bid solicitation is divided into seven parts plus attachments and annexes, as follows:

- Part 1 General Information: provides a general description of the requirement;
- Part 2 Bidder Instructions: provides the instructions, clauses and conditions applicable to the bid solicitation;
- Part 3 Bid Preparation Instructions: provides Bidders with instructions on how to prepare their bid;
- Part 4 Evaluation Procedures and Basis of Selection: indicates how the evaluation will be conducted, the evaluation criteria that must be addressed in the bid, and the basis of selection;
- Part 5 Certifications and Additional Information: includes the certifications and additional information to be provided;
- Part 6 Security, Financial and Other Requirements: includes specific requirements that must be addressed by Bidders; and
- Part 7 Resulting Contract Clauses: includes the clauses and conditions that will apply to any resulting contract.

Volume 2 pertains to RMDS Acquisition Resulting Contract Clauses - the annexes include the Statement of Work, the Basis of Payment, the Security Requirements Checklist, the Electronic Payment Instruments, the Federal Contractors Program for Employment Equity - Certification, the Insurance Requirements, the DND 626 Task Authorization Form and any other annexes and appendices.

Volume 3 pertains to RMDS In-Service Support Resulting Contract Clauses - the annexes include the Technical Statement of Work, the Logistical Statement of Work, the Basis of Payment, the Security Requirements Checklist, the Electronic Payment Instruments, the Federal Contractors Program for Employment Equity - Certification, the Insurance Requirements, the DND 626 Task Authorization Form and any other annexes and appendices.

### **1.2 Summary**

1.2.1 The Department of National Defence (DND) has a requirement for the supply of Remote Minehunting and Disposal Systems (RMDS). The RMDS will provide the Royal Canadian Navy (RCN) with a capability to conduct the full spectrum of naval mine hunting operations and contribute to underwater domain awareness. With the RMDS, the RCN shall have the capability to detect, classify, localize, reacquire, identify and dispose of sea mines and/or maritime Improvised Explosive Devices (IEDs) that pose a threat to Canadian interests or impede the conduct of maritime operations by RCN ships.

It is Canada's intention to purchase one Remote Minehunting and Disposal System RMDS coupled with an in-service support contract. The objective of these two contracts is to purchase Commercial Off-the-Shelf (COTS) or MilCOTS (Militarized Commercial Off-the-Shelf) and

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upgrade it based on testing/field trial results as well as new users' requirements, and then manufacture and deliver one (1) RMDS that are supportable throughout the equipment's life.

The acquisition portion includes the following:

- a) One complete (1) Remote Minehunting and Disposal Systems (RMDS) as defined in volume 2 Annex A para 3

The acquisition portion also includes options to purchase the following:

- a) One complete (1) Remote Minehunting and Disposal Systems (RMDS) as defined in volume 2 Annex A para 3
- b) One (1) or Two (2) additional Light Weight Autonomous Underwater Vehicle (AUV);
- c) One (1) or Two (2) additional Operator Portable Autonomous Underwater Vehicle (AUV);
- d) Up to six (6) additional. Mine Disposal Vehicle – Combat (MDV-C)

Delivery of RMDS, less MDV-C and Portable Storage Locker, to be delivered to CFB Halifax, Nova Scotia. MDV-C and Portable Storage Locker to be delivered to Canadian Forces Ammunition Depot (CFAD), Bedford, Nova Scotia.

Optional Quantities, less MDV-C and Portable Storage Locker, to be delivered to CFB Esquimalt, British Columbia and MDV-C and Portable Storage Locker be delivered to Canadian Forces Ammunition Depot (CFAD), Rocky Point, British Columbia.

The period of the contract is defined as being from the date of contract award until all services and deliverables have been delivered and accepted, all warranties have expired, and no outstanding warranty issues exist. The Option is valid for one year from the contract award date.

The resulting in-service support contract (ISS) will be for a period of five (5) years with five (5) additional two (2) years optional periods. The start of the ISS contract will be from the first article RMDS delivery.

The Contractor must perform in-service support work at Volume 3 in accordance with the In-Service Support Contract Technical Statement of Work and Logistical Statement of Work, which includes, but is not limited to, repair, overhaul, modification, conversion, upgrade and/or reduction to spares and other support services for the equipment and associated components such as Technical Investigation and Engineering Services (TIES), Field Service Representative (FSR), submission of reports, meetings, as appropriate, storage and parts provisioning and training. Also core Management responsibilities such as Project Management, Program Management, Project Administration, Meeting Support, Financial Services, Quality Assurance Management, Technical Engineering Support, Contract Management, Sub-Contract Management, Security, Import/Export, Supply Chain and Material Program Management and other related requirements.

The requirements are subject to the application of the Industrial and Technological Benefits (ITB) Policy including Value Proposition (VP) as per Annex D

- 1.2.2 "There are security requirements associated with this requirement. For additional information, consult Part 6 - Security, Financial and Other Requirements, and Part 7 - Resulting Contract Clauses. For more information on personnel and organization security screening or security clauses, Bidders should refer to the [Contract Security Program](#) of

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Public Works and Government Services Canada (<http://www.tpsgc-pwgsc.gc.ca/esc-src/introduction-eng.html>) website”.

- 1.2.3 "This procurement is subject to the Controlled Goods Program. The [Defence Production Act](#) defines Canadian Controlled Goods as certain goods listed in Canada's Export Control List, a regulation made pursuant to the Export and Import Permits Act (EIPA)."
- 1.2.4 "The Federal Contractors Program (FCP) for employment equity applies to this procurement; refer to Part 5 – Certifications and Additional Information, Part 7 - Resulting Contract Clauses and the annex titled Federal Contractors Program for Employment Equity - Certification."
- 1.2.5 "This bid solicitation allows bidders to use the epost Connect service provided by Canada Post Corporation to transmit their bid electronically. Bidders must refer to Part 2 entitled Bidder Instructions, and Part 3 entitled Bid Preparation Instructions, of the bid solicitation, for further information."

### 1.3 Debriefings

Bidders may request a debriefing on the results of the bid solicitation process. Bidders should make the request to the Contracting Authority within 15 working days from receipt of the results of the bid solicitation process. The debriefing may be in writing, by telephone or in person.

### 1.4 Communication

As a courtesy and in order to coordinate any public announcements pertaining to this contract, the Government of Canada requests that successful Bidders notify the Contracting Authority in advance of their intention to make public an announcement related to the award of a contract.

## PART 2 - BIDDER INSTRUCTIONS

### 2.1 Standard Instructions, Clauses and Conditions

All instructions, clauses and conditions identified in the bid solicitation by number, date and title are set out in the [Standard Acquisition Clauses and Conditions Manual](#) (<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual>) issued by Public Works and Government Services Canada.

Bidders who submit a bid agree to be bound by the instructions, clauses and conditions of the bid solicitation and accept the clauses and conditions of the resulting contract.

The clause [2003](#) (2020-05-28) Standard Instructions - Goods or Services - Competitive Requirements, are incorporated by reference into and form part of the bid solicitation.

Subsection 5.4 of [2003](#), Standard Instructions - Goods or Services - Competitive Requirements, is amended as follows:

Delete: 60 days  
Insert: 365 days

### 2.1.1 SACC Manual Clauses

Applicable to Volume 2 RMDS Acquisition Resulting Contract Clauses

2030 (2020-05-28) General Conditions - Higher Complexity - Goods  
4006 (2010-08-16) Contractor to Own Intellectual Property Rights in Foreground Information  
4010 (2012-07-16) Services - Higher Complexity  
A7035T (2007-05-25) List of Proposed Subcontractors

Applicable to Volume 3 - RMDS In-Service Support Resulting Contract Clauses

2035 (2020-05-28) General Conditions - Higher Complexity - Services  
4006 (2010-08-16) Contractor to Own Intellectual Property Rights in Foreground Information  
4012 (2012-07-16), Goods – Higher Complexity  
A7035T (2007-05-25) List of Proposed Subcontractors

### 2.2 Submission of Bids

Bids must be submitted only to Public Works and Government Services Canada (PWGSC) Bid Receiving Unit by using Epost Connect. For bids closing at the Bid Receiving Unit in the National Capital Region (NCR) the email address is:

[tpsgc.dgareceptiondessomissions-abbidreceiving.pwgsc@tpsgc-pwgsc.gc.ca](mailto:tpsgc.dgareceptiondessomissions-abbidreceiving.pwgsc@tpsgc-pwgsc.gc.ca)

Note: Bids will not be accepted if emailed directly to this email address. This email address is to be used to open an epost Connect conversation, as detailed in Standard Instructions [2003](#), or to send bids through an epost Connect message if the bidder is using its own licensing agreement for epost Connect.

Due to the nature of the bid solicitation, bids transmitted by facsimile to PWGSC will not be accepted.

### 2.3 Former Public Servant

Contracts awarded to former public servants (FPS) in receipt of a pension or of a lump sum payment must bear the closest public scrutiny, and reflect fairness in the spending of public funds. In order to comply with Treasury Board policies and directives on contracts awarded to FPSs, bidders must provide the information required below before contract award. If the answer to the questions and, as applicable the information required have not been received by the time the evaluation of bids is completed, Canada will inform the Bidder of a time frame within which to provide the information. Failure to comply with Canada's request and meet the requirement within the prescribed time frame will render the bid non-responsive.

For the purposes of this clause "former public servant" is any former member of a department as defined in the [Financial Administration Act](#), R.S., 1985, c. F-11, a former member of the Canadian Armed Forces or a former member of the Royal Canadian Mounted Police. A former public servant may be:

- a. an individual;

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- b. an individual who has incorporated;
  - c. a partnership made of former public servants; or
  - d. a sole proprietorship or entity where the affected individual has a controlling or major interest in the entity.

"lump sum payment period" means the period measured in weeks of salary, for which payment has been made to facilitate the transition to retirement or to other employment as a result of the implementation of various programs to reduce the size of the Public Service. The lump sum payment period does not include the period of severance pay, which is measured in a like manner.

"pension" means a pension or annual allowance paid under the [Public Service Superannuation Act](#) (PSSA), R.S., 1985, c. P-36, and any increases paid pursuant to the [Supplementary Retirement Benefits Act](#), R.S., 1985, c. S-24 as it affects the PSSA. It does not include pensions payable pursuant to the [Canadian Forces Superannuation Act](#), R.S., 1985, c. C-17, the [Defence Services Pension Continuation Act](#), 1970, c. D-3, the [Royal Canadian Mounted Police Pension Continuation Act](#), 1970, c. R-10, and the [Royal Canadian Mounted Police Superannuation Act](#), R.S., 1985, c. R-11, the [Members of Parliament Retiring Allowances Act](#), R.S. 1985, c. M-5, and that portion of pension payable to the [Canada Pension Plan Act](#), R.S., 1985, c. C-8.

#### **Former Public Servant in Receipt of a Pension**

As per the above definitions, is the Bidder an FPS in receipt of a pension? **Yes ( ) No ( )**

If so, the Bidder must provide the following information, for all FPSs in receipt of a pension, as applicable:

- a. name of former public servant;
- b. date of termination of employment or retirement from the Public Service.

By providing this information, Bidders agree that the successful Bidder's status, with respect to being a former public servant in receipt of a pension, will be reported on departmental websites as part of the published proactive disclosure reports in accordance with [Contracting Policy Notice: 2012-2](#) and the [Guidelines on the Proactive Disclosure of Contracts](#).

#### **Work Force Adjustment Directive**

Is the Bidder a FPS who received a lump sum payment pursuant to the terms of the Work Force Adjustment Directive? **Yes ( ) No ( )**

If so, the Bidder must provide the following information:

- a. name of former public servant;
- b. conditions of the lump sum payment incentive;
- c. date of termination of employment;
- d. amount of lump sum payment;

- e. rate of pay on which lump sum payment is based;
- f. period of lump sum payment including start date, end date and number of weeks; and
- g. number and amount (professional fees) of other contracts subject to the restrictions of a work force adjustment program.

For all contracts awarded during the lump sum payment period, the total amount of fees that may be paid to a FPS who received a lump sum payment is \$5,000, including Applicable Taxes.

## 2.4 Enquiries - Bid Solicitation

All enquiries must be submitted in writing to the Contracting Authority no later than seven (7) calendar days before the bid closing date. Enquiries received after that time may not be answered.

Bidders should reference as accurately as possible the numbered item of the bid solicitation to which the enquiry relates. Care should be taken by Bidders to explain each question in sufficient detail in order to enable Canada to provide an accurate answer. Technical enquiries that are of a proprietary nature must be clearly marked "proprietary" at each relevant item. Items identified as "proprietary" will be treated as such except where Canada determines that the enquiry is not of a proprietary nature. Canada may edit the question(s) or may request that the Bidder do so, so that the proprietary nature of the question(s) is eliminated and the enquiry can be answered to all Bidders. Enquiries not submitted in a form that can be distributed to all Bidders may not be answered by Canada.

## 2.5 Applicable Laws

Any resulting contract must be interpreted and governed, and the relations between the parties determined, by the laws in force in \_\_\_\_\_ (*insert the name of the province or territory*).

Bidders may, at their discretion, substitute the applicable laws of a Canadian province or territory of their choice without affecting the validity of their bid, by deleting the name of the Canadian province or territory specified and inserting the name of the Canadian province or territory of their choice. If no change is made, it acknowledges that the applicable laws specified are acceptable to the Bidders.

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## 2.6 Improvement of Requirement During Solicitation Period

Should bidders consider that the specifications or Statement of Work contained in the bid solicitation could be improved technically or technologically, bidders are invited to make suggestions, in writing, to the Contracting Authority named in the bid solicitation. Bidders must clearly outline the suggested improvement as well as the reason for the suggestion. Suggestions that do not restrict the level of competition nor favour a particular bidder will be given consideration provided they are submitted to the Contracting Authority at least \_\_\_\_\_ days before the bid closing date. Canada will have the right to accept or reject any or all suggestions.

## 2.7 Bid Challenge and Recourse Mechanisms

- (a) Several mechanisms are available to potential suppliers to challenge aspects of the procurement process up to and including contract award.
- (b) Canada encourages suppliers to first bring their concerns to the attention of the Contracting Authority. Canada's [Buy and Sell](#) website, under the heading "[Bid Challenge and Recourse Mechanisms](#)" contains information on potential complaint bodies such as:
- Office of the Procurement Ombudsman (OPO)
  - Canadian International Trade Tribunal (CITT)
- (c) Suppliers should note that there are **strict deadlines** for filing complaints, and the time periods vary depending on the complaint body in question. Suppliers should therefore act quickly when they want to challenge any aspect of the procurement process.

## PART 3 - BID PREPARATION INSTRUCTIONS

### 3.1 Bid Preparation Instructions

Canada requests that bidders submit its bid electronically **via Epost**:

Canada requests that the Bidder submits its bid in accordance with section 08 of the 2003 standard instructions. The epost Connect system has a limit of 1GB per single message posted and a limit of 20GB per conversation.

The bid must be gathered per section and separated as follows:

Section I: Technical Bid  
Section II: Financial Bid  
Section III: Certifications  
Section IV: Additional Information

Prices must appear in the financial bid only. No prices must be indicated in any other section of the bid.

Due to the nature of the bid solicitation, bids transmitted by facsimile will not be accepted.

### **3.1.1 Section I: Technical Bid**

In their technical bid, Bidders should demonstrate their understanding of the requirements contained in the bid solicitation and explain how they will meet these requirements. Bidders should demonstrate their capability "and describe their approach") in a thorough, concise and clear manner for carrying out the work.

The technical bid should address clearly and in sufficient depth the points that are subject to the evaluation criteria against which the bid will be evaluated. Simply repeating the statement contained in the bid solicitation is not sufficient. In order to facilitate the evaluation of the bid, Canada requests that Bidders address and present topics in the order of the evaluation criteria under the same headings. To avoid duplication, Bidders may refer to different sections of their bids by identifying the specific paragraph and page number where the subject topic has already been addressed.

### **3.1.2 Section II: Financial Bid**

Bidders must submit a price for all elements detailed in the Financial Bid Evaluation Matrix tables 1, 2.a and 2.b at Annex C of this Volume.

#### **3.1.2.1 Electronic Payment of Invoices – Bid**

Bidders who are willing to accept payment of invoices by Electronic Payment Instruments, complete Electronic Payment Instruments and identify which ones are accepted.

Acceptance of Electronic Payment Instruments will not be considered as an evaluation criterion.

#### **3.1.3 Exchange Rate Fluctuation**

*SACC Manual* clause [C3010T \(2014-11-27\)](#), Exchange Rate Fluctuation Risk Mitigation,

### **3.1.4 Section III: Certifications**

Bidders must submit the certifications and additional information required under Part 5.

### **3.1.5 Section IV: Value Proposition Proposal**

**Please note** that only one Proposal should be submitted to account for both the RMDS Acquisition Contract and the RMDS In-Service Support Contract.

The Value Proposition Proposal should clearly indicate how the proposed business activities support Canada's ITB objectives, and how they will be achieved if the Bidder wins the ensuing Contracts.

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In preparing its Proposal, the Bidder should be guided by the Bidder Instructions as well as by the Technical Evaluation Plan at Annex A of this Volume, and the ITB Terms and Conditions at Annex D of Volume 2 Acquisition Resulting Contract Clauses and of Volume 3 In-Service Support Resulting Contracting Clauses and its subsequent Definitions. All three documents provide important guidance, definitions and/or contractual provisions related to the ITB policy.

## **PART 4 - EVALUATION PROCEDURES AND BASIS OF SELECTION**

### **4.1 Evaluation Procedures**

- (a) Bids will be assessed in accordance with the entire requirement of the bid solicitation including the technical, financial and value proposition evaluation criteria, point rates of (40-40-20)
- (b) An evaluation team composed of representatives of Canada will evaluate the bids.
- (c) Canada will utilize a phased evaluation process as fully described herein.
- (d) The Bidder must comply with the mandatory Acquisition, In-Service Support and Value Proposition criteria and provide the necessary documentation to support compliance. Each criterion should be addressed separately.

Except where expressly provided otherwise, the experience described in the bid must be the experience of one or more of the following:

1. the Bidder itself (which includes the experience of any companies that formed the Bidder by way of a merger but does not include any experience acquired through a purchase of assets or an assignment of contract); or
2. the Bidder's affiliates (i.e. parent, subsidiary or sister corporations), provided the Bidder identifies and demonstrates the transfer of know-how, the use of toolsets and the use of key personnel from the affiliate for the applicable criterion; or
3. the Bidder's subcontractors, provided the Bidder includes a copy of the teaming agreements and identifies the roles and responsibilities of all parties under the agreement and how their work will be integrated.

**Note:** The experience of the Bidder's suppliers will not be considered.

#### **4.1.2. Phased Bid Compliance Process (PBCP)**

##### **4.1.2.1. General**

- (a) Canada is conducting the PBCP described below for this requirement.
- (b) Notwithstanding any review by Canada at Phase I or II of the PBCP, Bidders are and will remain solely responsible for the accuracy, consistency and completeness of their Bids and Canada does not undertake, by reason of this review, any obligations or responsibility for identifying any or all errors or omissions in Bids or in responses by a Bidder to any communication from Canada.

THE BIDDER ACKNOWLEDGES THAT THE REVIEWS IN PHASE I AND II OF THIS

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PBCP ARE PRELIMINARY AND DO NOT PRECLUDE A FINDING IN PHASE III THAT THE BID IS NON-RESPONSIVE, EVEN FOR MANDATORY REQUIREMENTS WHICH WERE SUBJECT TO REVIEW IN PHASE I OR II AND NOTWITHSTANDING THAT THE BID HAD BEEN FOUND RESPONSIVE IN SUCH EARLIER PHASE. CANADA MAY DEEM A BID TO BE NON-RESPONSIVE TO A MANDATORY REQUIREMENT AT ANY PHASE.

THE BIDDER ALSO ACKNOWLEDGES THAT ITS RESPONSE TO A NOTICE OR A COMPLIANCE ASSESSMENT REPORT (CAR) (EACH DEFINED BELOW) IN PHASE I OR II MAY NOT BE SUCCESSFUL IN RENDERING ITS BID RESPONSIVE TO THE MANDATORY REQUIREMENTS THAT ARE THE SUBJECT OF THE NOTICE OR CAR, AND MAY RENDER ITS BID NON-RESPONSIVE TO OTHER MANDATORY REQUIREMENTS.

- (c) Canada may, in its discretion, request and accept at any time from a Bidder and consider as part of the Bid, any information to correct errors or deficiencies in the Bid that are clerical or administrative, such as, without limitation, failure to sign the Bid or any part or to checkmark a box in a form, or other failure of format or form or failure to acknowledge; failure to provide a procurement business number or contact information such as names, addresses and telephone numbers; inadvertent errors in numbers or calculations that do not change the amount the Bidder has specified as the price or of any component thereof that is subject to evaluation. This shall not limit Canada's right to request or accept any information after the bid solicitation closing in circumstances where the bid solicitation expressly provides for this right. The Bidder will have the time period specified in writing by Canada to provide the necessary documentation. Failure to meet this deadline will result in the Bid being declared non-responsive.
- (d) The PBCP does not limit Canada's rights under Standard Acquisition Clauses and Conditions (SACC) 2003 (2018-05-22) Standard Instructions – Goods or Services – Competitive Requirements nor Canada's right to request or accept any information during the solicitation period or after bid solicitation closing in circumstances where the bid solicitation expressly provides for this right, or in the circumstances described in subsection (c).
- (e) Canada will send any Notice or Compliance Assessment Report (CAR) by any method Canada chooses, in its absolute discretion. The Bidder must submit its response by the method stipulated in the Notice or CAR. Responses are deemed to be received by Canada at the date and time they are delivered to Canada by the method and at the address specified in the Notice or CAR. An email response permitted by the Notice or CAR is deemed received by Canada on the date and time it is received in Canada's email inbox at Canada's email address specified in the Notice or CAR. A Notice or CAR sent by Canada to the Bidder at any address provided by the Bidder in or pursuant to the Bid is deemed received by the Bidder on the date it is sent by Canada. Canada is not responsible for late receipt by Canada of a response, however caused.

#### **4.1.2.2 Phase I: Financial Bid**

- (a) After the closing date and time of this bid solicitation, Canada will examine the Bid to determine whether it includes a Financial Bid and whether any Financial Bid includes all information required by the solicitation. Canada's review in Phase I will be limited to identifying whether any information that is required under the bid solicitation to be included in the Financial Bid is missing from the Financial Bid. This review will not assess whether the Financial Bid meets any standard or is responsive to all solicitation requirements.

- (b) Canada's review in Phase I will be performed by officials of the Department of Public Works and Government Services.
- (c) If Canada determines, in its absolute discretion that there is no Financial Bid or that the Financial Bid is missing all of the information required by the bid solicitation to be included in the Financial Bid, then the Bid will be considered non-responsive and will be given no further consideration.
- (d) For Bids other than those described in c), Canada will send a written notice to the Bidder ("Notice") identifying where the Financial Bid is missing information. A Bidder, whose Financial Bid has been found responsive to the requirements that are reviewed at Phase I, will not receive a Notice. Such Bidders shall not be entitled to submit any additional information in respect of their Financial Bid.
- (e) The Bidders who have been sent a Notice shall have the time period specified in the Notice (the "Remedy Period") to remedy the matters identified in the Notice by providing to Canada, in writing, additional information or clarification in response to the Notice. Responses received after the end of the Remedy Period will not be considered by Canada, except in circumstances and on terms expressly provided for in the Notice.
- (f) In its response to the Notice, the Bidder will be entitled to remedy only that part of its Financial Bid which is identified in the Notice. For instance, where the Notice states that a required line item has been left blank, only the missing information may be added to the Financial Bid, except that, in those instances where the addition of such information will necessarily result in a change to other calculations previously submitted in its Financial Bid, (for example, the calculation to determine a total price), such necessary adjustments shall be identified by the Bidder and only these adjustments shall be made. All submitted information must comply with the requirements of this solicitation.
- (g) Any other changes to the Financial Bid submitted by the Bidder will be considered to be new information and will be disregarded. There will be no change permitted to any other Section of the Bidder's Bid. Information submitted in accordance with the requirements of this solicitation in response to the Notice will replace, in full, **only** that part of the original Financial Bid as is permitted above, and will be used for the remainder of the bid evaluation process.
- (h) Canada will determine whether the Financial Bid is responsive to the requirements reviewed at Phase I, considering such additional information or clarification as may have been provided by the Bidder in accordance with this Section. If the Financial Bid is not found responsive for the requirements reviewed at Phase I to the satisfaction of Canada, then the Bid shall be considered non-responsive and will receive no further consideration.
- (i) Only Bids found responsive to the requirements reviewed in Phase I to the satisfaction of Canada, will receive a Phase II review.

**4.1.2.3 Phase II: Technical Bid – Applies to eligible Mandatory Criteria only, point-rated excluded**

- (a) Canada's review at Phase II will be limited to a review of the Technical Bid to identify

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any instances where the Bidder has failed to meet any Eligible Mandatory Criterion. This review will not assess whether the Technical Bid meets any standard or is responsive to all solicitation requirements. Eligible Mandatory Criteria are all mandatory technical criteria that are identified in this solicitation as being subject to the PBCP. Mandatory technical criteria that are not identified in the solicitation as being subject to the PBCP, will not be evaluated until Phase III.

- (b) Canada will send a written notice to the Bidder (Compliance Assessment Report or "CAR") identifying any Eligible Mandatory Criteria that the Bid has failed to meet. A Bidder whose Bid has been found responsive to the requirements that are reviewed at Phase II will receive a CAR that states that its Bid has been found responsive to the requirements reviewed at Phase II. Such Bidder shall not be entitled to submit any response to the CAR.
- (c) A Bidder shall have the period specified in the CAR (the "Remedy Period") to remedy the failure to meet any Eligible Mandatory Criterion identified in the CAR by providing to Canada in writing additional or different information or clarification in response to the CAR. Responses received after the end of the Remedy Period will not be considered by Canada, except in circumstances and on terms expressly provided for in the CAR.
- (d) The Bidder's response must address only the Eligible Mandatory Criteria listed in the CAR as not having been achieved, and must include only such information as is necessary to achieve such compliance. Any additional information provided by the Bidder which is not necessary to achieve such compliance will not be considered by Canada, except that, in those instances where such a response to the Eligible Mandatory Criteria specified in the CAR will necessarily result in a consequential change to other parts of the Bid, the Bidder shall identify such additional changes, provided that its response must not include any change to the Financial Bid.
- (e) The Bidder's response to the CAR should identify in each case the Eligible Mandatory Criterion in the CAR to which it is responding, including identifying in the corresponding section of the original Bid, the wording of the proposed change to that section, and the wording and location in the Bid of any other consequential changes that necessarily result from such change. In respect of any such consequential change, the Bidder must include a rationale explaining why such consequential change is a necessary result of the change proposed to meet the Eligible Mandatory Criterion. It is not up to Canada to revise the Bidder's Bid, and failure of the Bidder to do so in accordance with this subparagraph is at the Bidder's own risk. All submitted information must comply with the requirements of this solicitation.
- (f) Any changes to the Bid submitted by the Bidder other than as permitted in this solicitation, will be considered to be new information and will be disregarded. Information submitted in accordance with the requirements of this solicitation in response to the CAR will replace, in full, **only** that part of the original Bid as is permitted in this Section.
- (g) Additional or different information submitted during Phase II permitted by this section will be considered as included in the Bid, but will be considered by Canada in the evaluation of the Bid at Phase II only for the purpose of determining whether the Bid meets the Eligible Mandatory Criteria. It will not be used at any Phase of the evaluation to increase or decrease any score that the original Bid would achieve without the benefit of such additional or different information. For instance, an Eligible Mandatory Criterion that requires a mandatory minimum number of points to achieve

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compliance will be assessed at Phase II to determine whether such mandatory minimum score would be achieved with such additional or different information submitted by the Bidder in response to the CAR. If so, the Bid will be considered responsive in respect of such Eligible Mandatory Criterion, and the additional or different information submitted by the Bidder shall bind the Bidder as part of its Bid, but the Bidder's original score, which was less than the mandatory minimum for such Eligible Mandatory Criterion, will not change, and it will be that original score that is used to calculate any score for the Bid

- (h) CCanada will determine whether the Bid is responsive for the requirements reviewed at Phase II, considering such additional or different information or clarification as may have been provided by the Bidder in accordance with this Section. If the Bid is not found responsive for the requirements reviewed at Phase II to the satisfaction of Canada, then the Bid shall be considered non-responsive and will receive no further consideration.
- (i) Only Bids found responsive to the requirements reviewed in Phase II to the satisfaction of Canada, will receive a Phase III evaluation.

#### **4.1.2.4 Phase III: Final Evaluation of the Bid**

- (a) In Phase III, Canada will complete the evaluation of all Bids found responsive to the requirements reviewed at Phase II. Bids will be assessed in accordance with the entire requirement of the bid solicitation including the technical, financial and value proposition evaluation criteria.
- (b) A Bid is non-responsive and will receive no further consideration if it does not meet all mandatory evaluation criteria of the solicitation.

#### **4.1.3 Technical Evaluation**

Mandatory and point rated technical evaluation criteria are included in Annex A of this Volume

#### **4.1.4 Financial Evaluation**

##### **Mandatory Financial Criteria**

Bidders must complete the Financial Bid Evaluation Matrix at Annex C of this Volume.

#### **4.1.5 Value Proposition Evaluation**

Mandatory, minimum assessment values and rated evaluation criteria are included in Annex D of this Volume

#### **4.2 Basis of Selection**

##### **4.2.1 Basis of Selection – Highest Combined Rating of Technical Merit, Price and Value Proposition**

- (a) This basis of selection is defined as the optimal combination of price, technical merit, quality, and the balance of overall benefits to the Crown and the Canadian people as set out in the bid solicitation evaluation criteria. The Bidder with the highest Total Weighted Score will be recommended for both contract award.

For each responsive bid, the best value calculation will be determined as follows:

$$\frac{\text{Lowest Compliant bid Price} \times 40}{\text{Bidder's Total Evaluated bid Price}} + \frac{\text{Technical Point Rated Score} \times 40}{\text{Maximum Score Available for bid (100 percent)}} + \frac{\text{Value Proposition Point Rated Score} \times 20}{\text{Maximum Score Available for bid (20 points)}} = \text{Total Weighted Score}$$

- (b) When a calculation includes a decimal, calculations will be rounded to the nearest hundredth value.

Example:

(i) 7.254 to the nearest hundredth = 7.25

(ii) 7.255 to the nearest hundredth = 7.26

- (c) Following the completion of the PBCP evaluations in Phase 3, the compliant Bidder with the highest overall Total Weighted Score (Best Value) will be recommended for the award of both contracts i.e. Acquisition and In-Service Support.
- (d) Please refer to 3.1.1 in this Volume to determine the Total Evaluated bid Price for each Bidder.
- (e) In the case of a tie, the contractor with the lowest Total Estimated Bid price will be recommended for the award of both contracts.

#### 4.2.2 Evaluation Example (40-40-20)

<b>Basis of Selection - Highest Combined Rating Technical Merit (40%), Price (40%) and Value Proposition (20%)</b>				
		<b>Bidder 1</b>	<b>Bidder 2</b>	<b>Bidder 3</b>
<b>Overall Technical Score</b>		92/100	89/100	75/100
<b>Bid Evaluated Price</b>		\$550,000.00	\$500,000.00	\$450,000.00
<b>Calculations</b>	<b>Technical Merit Score</b>	92/100 x 40 = 36.8	89/100 x 40 = 35.6	75/100 x 40 = 30
	<b>Pricing Score</b>	45/55 x 40 = 32.73	45/50 x 40 = 36	45/45 x 40 = 40.00
	<b>ITB VP SCORE</b>	12/20	13/20	13/20
<b>Combined Rating</b>		81.53	84.60	83.00
<b>Overall Rating</b>		3rd	1st	2nd

## PART 5 – CERTIFICATIONS AND ADDITIONAL INFORMATION

Bidders must provide the required certifications and additional information to be awarded a contract.

The certifications provided by Bidders to Canada are subject to verification by Canada at all times. Unless specified otherwise, Canada will declare a bid non-responsive, or will declare a contractor in default if any certification made by the Bidder is found to be untrue, whether made knowingly or unknowingly, during the bid evaluation period or during the contract period.

The Contracting Authority will have the right to ask for additional information to verify the Bidder's certifications. Failure to comply and to cooperate with any request or requirement imposed by the Contracting Authority will render the bid non-responsive or constitute a default under the Contract.

### 5.1 Certifications Required with the Bid

Bidders must submit the following duly completed certifications as part of their bid:

#### 5.1.1 Integrity Provisions - Declaration of Convicted Offences

In accordance with the Integrity Provisions of the Standard Instructions, all bidders must provide with their bid, **if applicable**, the Integrity declaration form available on the [Forms for the Integrity Regime](http://www.tpsgc-pwgsc.gc.ca/ci-if/declaration-eng.html) website (<http://www.tpsgc-pwgsc.gc.ca/ci-if/declaration-eng.html>), to be given further consideration in the procurement process.

### **5.1.2 Additional Certifications Required with the Bid**

## **5.2 Certifications Precedent to Contract Award and Additional Information**

The certifications and additional information listed below should be submitted with the bid but may be submitted afterwards. If any of these required certifications or additional information is not completed and submitted as requested, the Contracting Authority will inform the Bidder of a time frame within which to provide the information. Failure to provide the certifications or the additional information listed below within the time frame specified will render the bid non-responsive.

### **5.2.1 Integrity Provisions – Required Documentation**

In accordance with the section titled Information to be provided when bidding, contracting or entering into a real property agreement of the [Ineligibility and Suspension Policy](http://www.tpsgc-pwgsc.gc.ca/ci-if/politique-policy-eng.html) (<http://www.tpsgc-pwgsc.gc.ca/ci-if/politique-policy-eng.html>), the Bidder must provide the required documentation, as applicable, to be given further consideration in the procurement process.

### **5.2.2 Federal Contractors Program for Employment Equity - Bid Certification**

By submitting a bid, the Bidder certifies that the Bidder, and any of the Bidder's members if the Bidder is a Joint Venture, is not named on the Federal Contractors Program (FCP) for employment equity "FCP Limited Eligibility to Bid" list available at the bottom of the page of the [Employment and Social Development Canada \(ESDC\) - Labour's](https://www.canada.ca/en/employment-social-development/programs/employment-equity/federal-contractor-program.html#) website (<https://www.canada.ca/en/employment-social-development/programs/employment-equity/federal-contractor-program.html#>).

Canada will have the right to declare a bid non-responsive if the Bidder, or any member of the Bidder if the Bidder is a Joint Venture, appears on the "FCP Limited Eligibility to Bid list at the time of contract award.

Canada will also have the right to terminate the Contract for default if a Contractor, or any member of the Contractor if the Contractor is a Joint Venture, appears on the "[FCP Limited Eligibility to Bid](#)" list during the period of the Contract.

The Bidder must provide the Contracting Authority with a completed annex titled Federal Contractors Program for Employment Equity - Certification, before contract award. If the Bidder is a Joint Venture, the Bidder must provide the Contracting Authority with a completed annex Federal Contractors Program for Employment Equity - Certification, for each member of the Joint Venture.

### **5.2.3 Additional Certifications Precedent to Contract Award**

#### **5.2.3.1 Status and Availability of Resources**

The Bidder certifies that, should it be awarded a contract as a result of the bid solicitation, every individual proposed in its bid will be available to perform the Work as required by Canada's representatives and at the time specified in the bid solicitation or agreed to with Canada's representatives. If for reasons beyond its control, the Bidder is unable to provide the services of an individual named in its bid, the Bidder may propose a substitute with similar qualifications and experience. The Bidder must advise the Contracting Authority of the reason for the substitution and provide the name, qualifications and experience of the proposed replacement. For the purposes of this clause, only the following reasons will be considered as beyond the control of the

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Bidder: death, sickness, maternity and parental leave, retirement, resignation, dismissal for cause or termination of an agreement for default.

If the Bidder has proposed any individual who is not an employee of the Bidder, the Bidder certifies that it has the permission from that individual to propose his/her services in relation to the Work to be performed and to submit his/her résumé to Canada. The Bidder must, upon request from the Contracting Authority, provide a written confirmation, signed by the individual, of the permission given to the Bidder and of his/her availability. Failure to comply with the request may result in the bid being declared non-responsive.

SACC Manual clause [A3010T](#) (2010-08-16) Education and Experience

## **PART 6 - SECURITY, FINANCIAL AND OTHER REQUIREMENTS**

### **6.1 Security Requirements**

6.1.1. At the date of bid closing, the following conditions must be met:

- (a) the Bidder must hold a valid organization security clearance as indicated in Part 7 - Resulting Contract Clauses;
- (b) the Bidder's proposed individuals requiring access to classified or protected information, assets or sensitive work sites must meet the security requirements as indicated in Part 7 - Resulting Contract Clauses;
- (c) the Bidder must provide the name of all individuals who will require access to classified or protected information, assets or sensitive work sites;
- (d) the Bidder proposed location of work performance and document safeguarding must meet the security requirements as indicated in Part 7- Resulting Contract Clauses;
- (e) the Bidder must provide the addresses of proposed sites or premises of work performance and document safeguarding as indicated in Part 3-section IV Additional information.

6.1.2 For additional information on security requirements, Bidders should refer to the [Contract Security Program](#) of Public Works and Government Services Canada <https://www.tpsgc-pwgsc.gc.ca/esc-src/introduction-eng.html> or [ssicontratsinternationaux.issinternationalcontracts@tps-gc-pwgsc.gc.ca](mailto:ssicontratsinternationaux.issinternationalcontracts@tps-gc-pwgsc.gc.ca) website.

### **6.2 Financial Capability**

### **6.3 Controlled Goods Requirement**

SACC Manual clause [A9130T](#) (2019-11-28) Controlled Goods Program

### **6.4 Insurance Requirements**

The Contractor is responsible for deciding if insurance coverage is necessary to fulfill its obligation under the Contract and to ensure compliance with any applicable law. Any insurance acquired or maintained by the Contractor is at its own expense and for its own

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Client Ref. No. - N° de réf. du client  
W8472-105270

Amd. No. - N° de la modif.  
File No. - N° du dossier

Buyer ID - Id de l'acheteur  
125QF  
CCC No./N° CCC - FMS No./N° VME

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benefit and protection. It does not release the Contractor from or reduce its liability under the Contract.

## **PART 7 - RESULTING CONTRACT CLAUSES**

The following clauses and conditions apply to and form part of any contract resulting from the bid solicitation.

**Refer to Volume 2 – Resulting RMDS Acquisition Contract Clauses**

**Refer to Volume 3 – Resulting RMDS In-Service Support Contract Clauses**

Annex A - Technical Bid Evaluation Plan  
To: Volume 1 Bidder Instructions and Requirements  
Date: 31 Mar 2021

**Annex A**

**Technical Bid Evaluation Plan**

**Remote Minehunting and Disposal System**

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**1. INTRODUCTION**

- 1.1 The bid will be evaluated using a highest combined rating of technical merit, price and Value Proposition.
- 1.2 This document identifies the procedure by which bids for the Remote Minehunting and Disposal System (RMDS) will undergo technical evaluation by Canada.
- 1.3 This document forms a part of the Request for Proposal (RFP) for the RMDS Project.
- 1.4 ACRONYMS

<b>Acronyms</b>	
AUV	Autonomous Underwater Vehicle
CDRL	Contract Deliverable Requirements List
CM	Configuration Management
GFR	Government Furnished Resources
ILS	Integrated Logistics Support
IMS	Integrated Master Schedule
LSA	Logistics Support Analysis
MDS	Mine Disposal Subsystem
MSP	Maintenance and Support Program
PMP	Project Management Plan
R&O	Repair and Overhaul
RFP	Request for Proposal
RMDS	Remote Minehunting and Disposal System
SACC	Standard Acquisition Clauses and Conditions
SEMP	System Engineering Management Plan
SOW	Statement of Work
SRD	System Requirements Document
TCC	Transportable Command Centre
TSOW	Technical Statement of Work

## **2. BID COMPLETENESS**

- 2.1 It is the sole responsibility of the Bidders to provide sufficient information to allow an adequate assessment of their bid in accordance with this Bid Evaluation Plan.
- 2.2 The Bidders are to enter references to where their bid's compliance information can be found under the Bidder's Response column of Tables 1 to 7 prior to submitting the bid.

## **3. EVALUATION PROCESS**

- 3.1 The evaluation process will be conducted by the Bid Evaluation Team as follows:
- a. A review of bids to ensure compliance with all mandatory requirements of Table 1 will be conducted. The Bid Evaluation Team will identify where demonstration of compliance with mandatory requirements has been provided in a bid, assess this information for compliance, and enter the results in the Evaluation of Bidder's Response column of Table 1. Compliance or non-compliance will be indicated in the last two (2) columns of Table 1. Proposals which fail to meet all of the Mandatory Requirements will not be evaluated further.
  - b. The Proposals, which have met all of the Mandatory Requirements, will be evaluated against the rated requirements outlined in paragraph 4.0, Tables 2-7.
- 3.2 Comments will be provided in the Evaluation of Bidder's Response column. The point-rated requirements are based on management and technical features of the bid that are beyond the minimum mandatory requirements stated in the Acquisition Statement of Work (SOW), System Requirements Document (SRD), Repair and Overhaul (R&O) Technical Statement of Work (TSOW).

Annex A - Technical Bid Evaluation Plan  
To: Volume 1 Bidder Instructions and Requirements  
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These features are assessed and scored to determine the bid's added value above the minimum mandatory requirements;

3.2.1 Scores for each rated item evaluated will be added up to determine a technical score total.

#### **4. SUPPORTING DOCUMENTATION AND DEFINITIONS**

4.1 Evaluations will be based solely on the proposal documentation provided by Bidders in accordance with the solicitation.

4.1.1 The following preliminary DID/CDRLs, detailed in Annex A, Appendices AB and AC, are required to facilitate the evaluation of the point-rated criteria:

- a. RMDS-PM-001 Project Management Plan (PMP);
- b. RMDS-PM-002 Integrated Master Schedule (IMS);
- c. RMDS-SE-001 System Engineering Management Plan (SEMP);
- d. RMDS-CM-001 Configuration Management (CM) Plan;
- e. RMDS-ILS-001 Integrated Logistics Support (ILS) Plan;
- f. RMDS-ILS-002 Logistic Support Analysis (LSA)
- g. RMDS-ILS-004 Maintenance and Support Program (MSP) Plan;
- h. RMDS-AE-004 Gap Analysis; and
- i. RMDS-AE-005 A&E Test Plan.

4.2 For the evaluation of the Bidder's response to all Tables the definition of "Proven Experience" for each project must include as a minimum:

- a. Project name;
- b. Description of project;
- c. Scope of work demonstrating the requirement is met;
- d. Date of completion of project;
- e. Duration of project; and
- f. Customer name and contact information, including project manager name, direct phone number, and company address.

4.3 The bids will be scored with respect to each point-rated requirements of Tables 2 to 7. The Bid Evaluation Team will use the provided Bidder's Response column to acquire where point-rated information has been provided in the bid. Each point-rated requirement will be assessed and scored by the Bid Evaluation Team in accordance with the Rating Method column in Tables 2 to 7. The scores will be input into the Points Awarded column in Tables 2 to 7 by

the Bid Evaluation Team. For some rated requirements, the level of information provided will be evaluated as follows:

- a. Exceptional: The proposal fully demonstrates that the Bidder would meet this requirement in a comprehensive manner. The proposal includes at least one example of previous project experience which details how the area being evaluated was addressed in that project. It appears that the requirement is fully understood and clearly demonstrates an understanding of the difference between mandatory scope of work and performance above the mandatory. There are no apparent weaknesses that would affect the achievement of the work associated with this requirement.
- b. Reasonable: The proposal reasonably demonstrates that the Bidder would meet this requirement. It appears that the requirement is understood; however, there are weaknesses for which a risk must be raised, which should not impact the accomplishment of the requirement, however, these weaknesses may adversely affect project schedule, cost or scope.
- c. Unsatisfactory: The proposal does not demonstrate that the requirement is understood and there are weaknesses that would affect the achievement of the work associated with this requirement.

4.4 The SRD rated requirements must be demonstrated in the proposal either through Theory or Application as follows:

- a. Theory: An explanation, detailed description, or functional description of the proposed functionality to address the point rated requirement. For example:
  - 1) An explanation is generic description of the area being evaluated.
  - 2) A detailed description is a generic description of the area being evaluated including details of specific functionality.
  - 3) Functional specification is a generic description of the area being evaluated including details of specific functionality and behaviour of the area being evaluated.
- b. Application: A textual description of how the point rated requirement has been used successfully in an operation. The application is to be supported by data, which includes tests/trials (plans, procedures, results) or 3rd party report certification.

4.5 The bid must meet the minimum allowable score for each category as identified in Tables 2-7 to be selected.

Table 1: Mandatory Bid Requirements					
No.	Requirement	RFP Applicable Section	Bidder's Response (Include proposal reference with page and paragraph numbers)	For use by Canada	
				Evaluation of Bidder's Response	Compliant / Not Compliant
1	The bid includes a completed Compliance Matrix, found in Volume 1 - Annex B, which illustrates compliance with selected mandatory Acquisition SOW and SRD requirements.	Volume 1 - Annex B			
2	The bid has demonstrated the Bidder has Proven Experience in a minimum of one project, of similar complexity to the scope of work as detailed in Volume 2 - Annex A, managed as the prime contractor, with successfully fielded naval equipment in the 10 years period prior to the date of the close of this solicitation period.	Volume 2 - Annex A			
3	The bid has demonstrated the Bidder has Proven Experience in a minimum of one Maintenance and Support project, of similar complexity to the scope of work as detailed in Volume 3 - Annex A, in the defence sector in the 10 year period prior to the date of the close of this solicitation period.	Volume 3 - Annex A			
4	The bid has demonstrated the Bidder will provide a Project Manager with a minimum of 5 years of project management experience to manage the work associated with the Acquisition and In-Service Support contracts.	Volume 2 – Annex A and Volume 3 – Annex A			
5	The bid has demonstrated the Bidder will provide a Systems Engineer with a minimum of 7 years of engineering experience in the field of Autonomous Underwater Vehicles (AUV) to conduct the work associated with the Acquisition and In-Service Support contracts.	Volume 2 – Annex A and Volume 3 – Annex A			

Annex A - Technical Bid Evaluation Plan  
 To: Volume 1 Bidder Instructions and Requirements  
 Date: 31 Mar 2021

**Table 1: Mandatory Bid Requirements**

No.	Requirement	RFP Applicable Section	Bidder's Response (Include proposal reference with page and paragraph numbers)	For use by Canada		
				Evaluation of Bidder's Response	Compliant	Not Compliant
6	The bid has demonstrated the Bidder will provide an Engineering Technologist with a minimum of 7 years of engineering technologist experience in the field of AUVs to conduct the work associated with the In-Service Support contract.	Volume 3 – Annex A				
7	The bid has demonstrated the Bidder will provide FSR services under the Repair and Overhaul contract in accordance with the scope of work as detailed in Volume 3 – Annex A and the provided FSR has proven experience of 3 years in the field of AUV's and underwater mine disposal systems.	Volume 3 – Annex A				

Annex A - Technical Bid Evaluation Plan  
 To: Volume 1 Bidder Instructions and Requirements  
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Table 2: Point-Rated Requirements – Bidder Experience					
No.	Requirement	Bidder's Response (Include proposal reference with page and paragraph numbers)	Rating Method	For use by Canada	
				Evaluation of Bidder's Response	Points Awarded
1	Number of projects, of similar complexity to the scope of work as detailed in Volume 2 - Annex A, the Bidder has managed as the prime contractor, with successfully fielded naval equipment in the 10 year period prior to the date of the close of this solicitation period.		0 Points – The bid demonstrates Proven Experience in one (1) project; 5 Points – The bid demonstrates Proven Experience in two (2) to four (4) projects; 10 Points – The bid demonstrates Proven Experience in five (5) or more projects.		
2	Number of projects, of similar complexity to the scope of work as detailed in Volume 2 - Annex A, the Bidder has managed with successfully fielded naval equipment for the Canadian Government in the 10 year period prior to the date of the close of this solicitation period.		2 Points – The bid demonstrates Proven Experience in one (1) project; 7 Points – The bid demonstrates Proven Experience in two (2) to three (3) projects; or 15 Points – The bid demonstrates Proven Experience in four (4) or more projects.		
3	Number of successful design, development and integration of AUV programs in the 10 year period prior to the date of the close of the solicitation period. An AUV program is considered one or more AUV's delivered under contract to an Allied government agency.		2 Points – Proven Experience in completion of one (1) program delivery; 7 Points – Proven Experience in completion of two (2) to three (3) programs; or 15 Points – Proven Experience in completion of four (4) or more program.		
4	Number of Maintenance and Support Programs, of similar complexity to the scope of work as detailed in Volume 3 - Annex A, the Bidder has managed as the prime contractor, with successfully fielded defence equipment in the 10 year period prior to the date of the close of this solicitation period.		0 Points – The bid demonstrates Proven Experience in one (1) Maintenance and Support Programs; 5 Points – The bid demonstrates Proven Experience in two (2) to four (4) Maintenance and Support Programs; 10 Points – The bid demonstrates Proven Experience in five (5) or more Maintenance and Support Programs.		

Annex A - Technical Bid Evaluation Plan  
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Table 2: Point-Rated Requirements – Bidder Experience					
No.	Requirement	Bidder's Response (Include proposal reference with page and paragraph numbers)	Rating Method	For use by Canada	
				Evaluation of Bidder's Response	Points Awarded
5	Number of Maintenance and Support Programs, of similar complexity to the scope of work as detailed in Volume 3 - Annex A and B, the Bidder has managed with successfully fielded defence equipment for the Canadian Government in the 10 year period prior to the date of the close of the solicitation period.		2 Points – The bid demonstrates Proven Experience in one (1) Maintenance and Support Programs; 7 Points – The bid demonstrates Proven Experience in two (2) to three (3) Maintenance and Support Programs; or 15 Points – The bid demonstrates Proven Experience in four (4) or more Maintenance and Support Programs.		
6	Number of successful Maintenance and Support Programs of AUV systems in the 10 year period prior to the date of the close of the solicitation period.		2 Point – Proven Experience in one Maintenance and Support Programs; 7 Points – Proven Experience in two (2) to three (3) Maintenance and Support Programs; or 15 Points – Proven Experience in four (4) or more Maintenance and Support Programs.		
				Total	
				Minimum Allowable Score: 31	
				Maximum Available Points: 80	

Annex A - Technical Bid Evaluation Plan  
 To: Volume 1 Bidder Instructions and Requirements  
 Date: 31 Mar 2021

Table 3: Point-Rated Requirements – Volume 2 – Annex A Acquisition SOW Section 4.0, Project Management						
No.	Requirement	SOW Requirement Reference	Bidder's Response (Include proposal reference with page and paragraph numbers)	Rating Method	For use by Canada	
					Evaluation of Bidder's Response	Points Awarded
<b>Project Management</b>						
7	The Bidder's PMP demonstrates the Bidder's Project Management process by discussing the following topics: (i) Project Objective; (ii) System Overview; (iii) Project Scope; (iv) Project Organization; (v) Project Planning, Execution and Control; (vi) Risk Management; (vii) Quality Management; and (viii) Management Resources.	4.2		0 Points – Unsatisfactory; 5 Point – Reasonable; or 10 Points – Exceptional.		
8	The Bidder's PMP demonstrates how the Bidder's Project Management Processes will manage cost, schedule and performance risks.	4.2		0 Points – Unsatisfactory; 3 Point – Reasonable; or 5 Points – Exceptional.		

Annex A - Technical Bid Evaluation Plan  
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Schedule				
9	The Bidder's IMS demonstrates how the Bidder's activities are scheduled in a consistent manner such that (i) the critical path and key project dependencies are identified; and (ii) milestones clearly describe the work to be accomplished.	4.3		0 Points – Unsatisfactory; 3 Point – Reasonable; or 5 Points – Exceptional.
10	The Bidder's IMS demonstrates the Bidder's processes for (i) requirements management and verification; (ii) system specification; (iii) design review processes; (iv) implementation; (v) installation; and (vi) tests and trials.	4.3		0 Points – Unsatisfactory; 3 Point – Reasonable; or 5 Points – Exceptional.
				Total Minimum Allowable Score: 9 Maximum Available Points: 25

Annex A - Technical Bid Evaluation Plan  
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Table 4: Point-Rated Requirements – Volume 2 - Annex A Acquisition SOW Section 5.0, System Engineering						
No.	Requirement	SOW Requirement Reference	Bidder's Response (Include proposal reference with page and paragraph numbers)	Rating Method	For use by Canada	
					Evaluation of Bidder's Response	Points Awarded
<b>Systems Engineering</b>						
11	The Bidder's SEMP demonstrates the maturity and capability of the Bidder's Systems Engineering management approach by addressing (i) the Scope and purpose of the SEMP; (ii) the Bidder's Systems Engineering organization; and (iii) the Bidder's Systems Engineering processes.	5.1		0 Points – Unsatisfactory; 3 Point – Reasonable; or 5 Points – Exceptional.		
12	The Bidder's SEMP demonstrates the Bidder's Systems Engineering approach as it applies to (i) Integration to ship and shore facilities; (ii) Human factors; (iii) Safety; and (v) System Security engineering.	5.1		0 Points – Unsatisfactory; 3 Point – Reasonable; or 5 Points – Exceptional.		
<b>Configuration Management</b>						
13	The Bidder's CM Plan provides details on i) the use of a mature and automated process in Configuration Management; ii) the development of configuration items; iii) process by which changes to configuration items will be implemented and iv) configuration audits.	5.6		0 Points – Unsatisfactory; 3 Point – Reasonable; or 5 Points – Exceptional.		
					Total	
					Minimum Allowable Score: 5	
					Maximum Available Points: 15	

Annex A - Technical Bid Evaluation Plan  
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Table 5: Point-Rated Requirements - Volume 2 - Annex A Acquisition SOW Section 6.0, Integrated Logistic Support					
No.	Requirement	SOW Requirement Reference	Bidder's Response (Include proposal reference with page and paragraph numbers)	For use by Canada	
				Rating Method	Evaluation of Bidder's Response
Integrated Logistic Support (ILS) Planning					
14	The Bidder's ILS Plan is in accordance with CDRL RMDS-ILS-001 and defines how the ILS requirements of the SOW will be addressed.	6.2		0 Points – Unsatisfactory; 3 Point – Reasonable; or 5 Points – Exceptional.	
Logistic Support Analysis					
15	The Bidder's ILS Plan describes how Logistics Support Analysis (LSA) will be performed on the RMDS in accordance with Section 6.2.2 of the SOW.	6.2.2		0 Points – Unsatisfactory; 3 Point – Reasonable; or 5 Points – Exceptional.	
Initial Cadre Training					
16	The Bid demonstrates proven experience in delivering operator and maintainer training to military personnel; providing training related to AUV systems; and developing training packages.	6.5		0 Points – No information provided in bid; 5 Point – Proven Experience in a past project providing AUV system operator and maintainer training; or 10 Points – Proven Experience in a past project providing a) AUV system training to military operators and maintenance personnel and b) experience providing training to Canadian Military operators and maintenance personnel.	
				Total Minimum Available Score: 10 Maximum Allowable Points: 20	

Annex A - Technical Bid Evaluation Plan  
 To: Volume 1 Bidder Instructions and Requirements  
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Table 6: Point-Rated Requirements – Volume 2 – Annex A, Appendix AA SRD Requirements						
No.	Requirement	SRD Requirement Reference	Bidder's Response (Include proposal reference with page and paragraph numbers)	Rating Method	For use by Canada	
					Evaluation of Bidder's Response	Points Awarded
17	The Operator Portable AUVS should be able to sustain a speed of 5 kts or more in still water during transit to survey zone.	3.2.1.5		Level of information required: Application. 0 Points – Operator Portable AUV unable to sustain a speed of 5 kts or greater; 5 Point – Operator Portable AUV able to sustain speeds of 5 but less than 6 kts; or 10 Points – Operator Portable AUV able to sustain speeds in excess of 6 kts.		
18	The Light Weight AUVs should be able to operate in depths of 250 m or more.	3.2.2.4		Level of information required: Application. 0 Points – The Light Weight AUV can operate at a depth between 200 m and 249 m. 5 Points – The Light Weight AUV can operate a depth between 250 m and 299 m. 10 Points – The Light Weight AUV can operate at depths between 300 m and 449 m. 13 Points – The Light Weight AUV can operate at depths between 450 m and 600m. 15 Points – The Light Weight AUV can operate at depths of 600m or greater.		
19	The Light Weight AUVS should be able to sustain a speed of 5 kts or more in still water during transit to survey zone.	3.2.2.6		Level of information required: Application. 0 Points – Light Weight AUV unable to sustain a speed of 5 kts or greater; 5 Point – Light Weight AUV able to sustain speeds of 5 but less than 6 kts; or		

Annex A - Technical Bid Evaluation Plan  
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Table 6: Point-Rated Requirements – Volume 2 – Annex A, Appendix AA SRD Requirements						
No.	Requirement	SRD Requirement Reference	Bidder's Response (Include proposal reference with page and paragraph numbers)	Rating Method	For use by Canada	
					Evaluation of Bidder's Response	Points Awarded
20	The Operator Portable AUV should have a coverage rate in detection only of at least 0.070 km <sup>2</sup> /hr or more in a type A1 bottom while meeting the minimum sonar resolution.	3.2.3.6		10 Points – Light Weight AUV able to sustain speeds in excess of 6 kts.  Level of information required: Application. 0 Points – The Operator Portable AUV can provide a coverage rate 0.051 km <sup>2</sup> /hr to 0.69 km <sup>2</sup> /hr. 5 Point – The Operator Portable AUV can provide a coverage rate 0.070 km <sup>2</sup> /hr to 0.099 km <sup>2</sup> /hr. 10 Points – The Operator Portable AUV can provide a coverage rate of 0.100 km <sup>2</sup> /hr or greater.		
21	The Light Weight AUV should have a coverage rate in detection only of at least 0.40 km <sup>2</sup> /hr or more in a type A1 bottom while meeting the minimum sonar resolution	3.2.3.8		Level of information required: Application. 0 Points – The Light Weight AUV can provide a coverage rate 0.27 km <sup>2</sup> /hr to 0.39 km <sup>2</sup> /hr. 5 Point – The Light Weight AUV can provide a coverage rate of 0.40 km <sup>2</sup> /hr to 0.49 km <sup>2</sup> /hr. 10 Points – The Light Weight AUV can provide a coverage rate of 0.50 km <sup>2</sup> /hr or greater.		
22	The Operator Portable AUV should have a sonar resolution of on screen pixel size of 5 cm by 10 cm, or better, at the required coverage rate.	3.2.3.10		Level of information required: Application. 0 Points – The Operator Portable AUV can provide a sonar resolution with pixel size of 10 cm by 10 cm or better but not achieve 10 cm by 5 cm.		

Annex A - Technical Bid Evaluation Plan  
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Table 6: Point-Rated Requirements – Volume 2 – Annex A, Appendix AA SRD Requirements

No.	Requirement	SRD Requirement Reference	Bidder's Response (Include proposal reference with page and paragraph numbers)	Rating Method	For use by Canada	
					Evaluation of Bidder's Response	Points Awarded
				5 Point – The Operator Portable AUV can provide a sonar resolution with pixel size of 10 cm by 5 cm or better but not achieve 5 cm by 5 cm. 10 Points – The Operator Portable AUV can provide a sonar resolution with pixel size of 5 cm by 5 cm or better.		
23	The Light Weight AUV should have a sonar resolution of on screen pixel size of 2 cm by 5 cm, or better, at the required coverage rate.	3.2.3.12		Level of information required: Application. 0 Points – The Light Weight AUV can provide a sonar resolution with pixel size of 5 cm by 5 cm or better but not achieve 5 cm by 2 cm. 5 Point – The Light Weight AUV can provide a sonar resolution with pixel size of 5 cm by 2 cm or better but not achieve 2 cm by 2 cm. 10 Points – The Light Weight AUV can provide a sonar resolution with pixel size of 2 cm by 2 cm or better.		
24	The RMDS AUV operator workstations should be multifunction (i.e. compatible with both AUV variants).	3.2.4.3		Level of information required: Theory or Application. 0 Points – Operator workstations used for mission planning and programming are dedicated to each AUV variant. 5 Points - Operator workstations used for mission planning and programming are multifunction and compatible with both AUV variants.		

Annex A - Technical Bid Evaluation Plan  
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Table 6: Point-Rated Requirements – Volume 2 – Annex A, Appendix AA SRD Requirements

No.	Requirement	SRD Requirement Reference	Bidder's Response (Include proposal reference with page and paragraph numbers)	Rating Method	For use by Canada	
					Evaluation of Bidder's Response	Points Awarded
25	The RMDS AUVs should be outfitted with a collision avoidance system that enables them to avoid most collisions and continue with the mission.	3.2.4.1.2		Level of information required: Application. 0 Points – Neither the Lightweight or Operator Portable AUV have a collision avoidance system. 5 Points – The Lightweight AUV or the Operator Portable AUV has a collision avoidance system. 10 Points – Both the Lightweight AUV and the Operator Portable AUV have collision avoidance systems.		
26	The MDS should support a 1500 m or more stand-off range under all required operating conditions.	3.3.1.10		Level of information required: Theory or Application. 0 Points – The MDS supports a stand-off distance between 1000m and 1499m. 5 Points – The MDS supports a stand-off distance of between 1500m and 1999m 10 Points – The MDS supports a stand-off distance of 2000m or greater.		
27	The Launch and Handling System should be a single system compatible with all AUVs and the MDVs	3.4.1.16		Level of information required: Theory or Application. 0 Points – Launch and Recovery System requires separate methods for launching each AUV variant and the MDVs. 5 Points – A common Launch and Recovery System and method can be used for the launch and recovery of both AUV variants.		

Annex A - Technical Bid Evaluation Plan  
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Table 6: Point-Rated Requirements – Volume 2 – Annex A, Appendix AA SRD Requirements

No.	Requirement	SRD Requirement Reference	Bidder's Response (Include proposal reference with page and paragraph numbers)	Rating Method	For use by Canada	
					Evaluation of Bidder's Response	Points Awarded
28	The technical proposal includes a 3D model and detailed description of the Transportable Command Centre (TCC) demonstrating a fully integrated RMDS solution compatible with the identified interfaces.	N/A		10 Points – A common Launch and Recovery System and method can be used for the launch and recovery of both AUV variants and the launch of MDVs.  Level of information required: Theory 0 Points – The technical proposal does not include a 3D Model or reasonable description. 7 Points – The technical proposal includes a reasonable description only. 15 Points – The technical proposal includes a 3D model and reasonable description.		
29	Each RMDS AUV should have a MTBF of at least 450 hours.	4.4.3		Level of information required: Theory or Application. 0 Points – The Light Weight and Operator Portable both have a MTBF between 300 hours and 449 hours. 5 Points – The Light Weight and Operator Portable both have a MTBF between 450 hours and 599 hours. 10 Points – The Light Weight and Operator Portable both have a MTBF of 600 hours or greater.		
<b>Total</b>					Minimum Allowable Score: 20	Maximum Available Points: 135

Annex A - Technical Bid Evaluation Plan  
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 Date: 31 Mar 2021

Table 7: Point-Rated Requirements – Volume 2 - Annex A Acquisition SOW, Maintenance and Support Program						
No.	Requirement	SOW Requirement Reference	Bidder's Response (Include proposal reference with page and paragraph numbers)	Rating Method	For use by Canada	
					Evaluation of Bidder's Response	Points Awarded
<b>Maintenance and Support Program Plan</b>						
30	The Bidder's MSP Plan is in accordance with CDRL RMDS-ILS-004 and defines how the RMDS maintenance and support requirements will be addressed.	6.2.2.5		0 Points – Unsatisfactory; 5 Point – Reasonable; or 10 Points – Exceptional.		
31	The Bidder's MSP Plan describes the proposed processes for monitoring and evaluating failure rates, and for taking corrective actions in the case of high failure rates.	6.2.2.5		0 Points – Unsatisfactory; 5 Point – Reasonable; or 10 Points – Exceptional.		
32	The Bidder's MSP Plan describes the proposed processes for monitoring third line material modification and revision status and for ensuring material incorporates all approved modifications and revisions.	6.2.2.5		0 Points – Unsatisfactory; 5 Point – Reasonable; or 10 Points – Exceptional.		
33	The Bidder's preliminary MSP Plan describes the plan to receive, control and manage all aspects of stores materials held or handled by the contractor for use with the RMDS MSP, including the procedures for: a. material receipt and dispatch; b. material custody and storage security; c. inventory control and tracking; d. hazardous materials safe handling, reporting and storage; e. classified materials secure handling, reporting and storage; f. Controlled Goods material handling, reporting and storage; g. Government Furnished Resources (GFR) tracking and reporting; h. material inspections for condition and shelf life issues; i. material packaging; and j. the recording of material transactions and preparation of associated reports.	6.2.2.5		0 Points – Unsatisfactory; 5 Point – Reasonable; or 10 Points – Exceptional.		

Annex A - Technical Bid Evaluation Plan  
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Table 7: Point-Rated Requirements – Volume 2 - Annex A Acquisition SOW, Maintenance and Support Program						
No.	Requirement	SOW Requirement Reference	Bidder's Response (Include proposal reference with page and paragraph numbers)	Rating Method	For use by Canada	
					Evaluation of Bidder's Response	Points Awarded
<b>Obsolescence Management Plan</b>						
34	The Bidder's preliminary Obsolescence Management Plan describes how: a. obsolescence issues are identified and tracked, and b. obsolescence management forms part of the planning, design and development activities undertaken under the R&O Contract.	6.2.2.5		0 Points – Unsatisfactory; 5 Point – Reasonable; or 10 Points – Exceptional.		
Total					Minimum Allowable Score: 20	Maximum Available Points: 50

Annex A - Technical Bid Evaluation Plan  
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<b>Table 8: Point-Rated Requirement Score</b>			
<b>Technical and Management Scoring</b>	<b>Maximum Score Available</b>	<b>Minimum Allowable Score</b>	<b>Bid Result</b>
Table 2: Bidder Experience	80	31	
Table 3: Project Management	25	9	
Table 4: Systems Engineering	15	5	
Table 5: Integrated Logistic Support	20	10	
Table 6: SRD Requirements	135	20	
Table 7: Maintenance and Support Program	50	20	
<b>Total</b>	<b>325</b>	<b>95</b>	

Annex B - RMDS Compliance Matrix  
To: Volume 1 Bidder Instructions and Requirements  
Date: 31 Mar 2021

**Annex B**  
**Compliance Matrix**  
**Remote Minehunting and Disposal System**

**1. INTRODUCTION**

- 1.1 This document identifies the procedure by which proposals for the Remote Minehunting and Disposal System (RMDS) will be evaluated by Canada with respect to the mandatory Request for Proposal (RFP) requirements of Volume 2- Annex A Acquisition Statement of Work (SOW) and Volume 2 - Annex A Appendix 1 System Requirements Documents (SRD).
- 1.2 Bidders must complete and submit this Compliance Matrix with their proposals in order to be given consideration in the bid evaluation process.

**2. ACRONYMS**

<b>Acronyms</b>	
ASSB	Ammunition Safety and Suitability Board
A&E	Ammunition and Explosives
ATI	Acceptance Test Index
ATP	Acceptance Test Procedures
AUV	Autonomous Underwater Vehicle
BITE	Built In Test Equipment
BITS	Built in Test Software
CA	Contract Authority
CAF	Canadian Armed Forces
CBT	Computer Based Trainer
CDR	Critical Design Review
CDRL	Contract Data Requirement List
CFAD	Canadian Forces Ammunition Depot

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<b>Acronyms</b>	
CFTO	Canadian Forces Technical Order
CI	Configuration Item
CM	Configuration Management
COTS	Commercial off The Shelf
CSA	Canadian Standards Association
CSCI	Computer Software Configuration Item
dB	Decibels
DID	Data Item Deliverable
DND	Department of National Defence
FAT	Factory Acceptance Test
FMF	Fleet Maintenance Facility
GFR	Government Furnished Resources
HERO	Hazards of Electromagnetic Radiation to Ordnance
HWCI	Hardware Configuration Items
Hz	Hertz
ICT	Initial Cadre Training
IED	Improvised Explosive Device
ILS	Integrated Logistic Support

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<b>Acronyms</b>	
IM	Insensitive Munition
IMS	Integrated Master Schedule
IP	Intellectual Property
ISO	International Organization for Standardization
ISS	In Service Support
ITAR	International Traffic and Arms Regulations
kts	Knots
LAT	Lot Acceptance Test
LCMM	Life-Cycle Material Manager
LLTIP	Long Lead Time Initial Provisioning
LRU	Line Replaceable Unit
LSA	Logistic Support Analysis
MCDV	Maritime Coastal Defence Vessel
MDA	Mine Danger Area
MDS	Mine Disposal Subsystem
MDV	Mine Disposal Vehicle
MDV-C	Mine Disposal Vehicle – Combat
MDV-T/I	Mine Disposal Vehicle – Training/Inspection

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<b>Acronyms</b>	
MILCO	Mine-Like Contact
MilCOTS	Military Off the Shelf
MTBF	Mean Time Between Failure
NATO	North Atlantic Treaty Organization
NDID	National Defence Index of Documentation
NMCM	Naval Mine Countermeasures
nmi	Nautical Mile
OE	Objective Evidence
PCA	Physical Configuration Audit
PDR	Preliminary Design Review
PM	Project Manager
PMP	Project Management Plan
PSL	Portable Storage Locker
RCAF	Royal Canadian Air Force
RCN	Royal Canadian Navy
RDSM	Removable Data Storage Module
RMDS	Remote Minehunting and Disposal System
RMS	Root Mean Square

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<b>Acronyms</b>	
ROV	Remotely Operated Vehicle
RSDAF	Route Survey Data Analysis Facility
SAT	Sea Acceptance Test
SDE	Shared Data Environment
SE	System Engineering
SEMP	System Engineering Management Plan
SIS	Seabed Intervention Section
SLS	Side Looking Sonar
SOW	Statement of Work
SRD	System Requirements Documents
SRR	System Requirements Review
TCC	Transportable Command Centre
TCSR	Type Classification Summary Report
TDP	Technical Data Package
TEMP	Test and Evaluation Master Plan
TRR	Test Readiness Review
VAC	Volt Alternating Current
VOO	Vessel of Opportunity

Acronyms	
XTF	eXtended Triton Format

### 3. MANDATORY REQUIREMENTS

- 3.1 For all requirements itemized in Tables 1 and 2, the Bidder must indicate whether the proposed solution to the requirement is compliant or non-compliant by placing an ‘X’ in the appropriate ‘Yes’ or ‘No’ cell under the “Compliant” column.
- 3.2 The Bidder should not place the indications required by Paragraph 2.1 in any cells that are on the same row as SOW and SRD headings, sub-headings, and sub-sub-headings in Tables 1 and 2. Where a Bidder has erroneously made an indication in one of the precluded rows, the evaluation team will only consider responses to requirements for which a Compliance Method has been specified by Canada.
- 3.3 The Bidder must reference where proof of compliance may be found in their bid, and indicate this reference in the “Bidder’s Response” column of Tables 1 and 2 for each mandatory requirement.
- 3.4 Tables 1 and 2 each contain columns titled “Compliance Method” that indicates the minimum required for demonstrating compliance with a mandatory requirement. Only the following methods are acceptable for supporting a Bidder’s claim of compliancy for each of the mandatory requirements:
- a. Table 1:
- (1) A – Compliance statement to clearly agree that the stated work will be completed;
  - (2) B – Provision of details as to how the stated work will be undertaken; and
  - (3) W – Provision of identified Data Item Descriptions with the bid; and

Annex B – RMDS Compliance Matrix

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b. Table 2:

- (1) C – A compliance statement which clearly demonstrates that the solution proposed for the RMDS fully complies with the requirement;
- (2) D – Product specifications, manuals, or other published documentation that demonstrates that the solution proposed for the RMDS fully complies with the requirement;
- (3) E – Analysis or simulation predicting the performance of solution(s) proposed for the RMDS, which demonstrates full compliance with the requirement; and
- (4) F – Test results or documented performance of existing equipment proposed for the RMDS, which demonstrates full compliance with the requirement.

3.5 The mandatory requirements in Table 1 and 2 are extracted from the requirements in Volume 2 - Annex A, Acquisition Statement of Work and Volume 2 - Annex A, Appendix 1 System Requirements Document. Paragraph numbering within each requirement are with respect to the source document identified in the title block of Table 1 and 2.

Annex B – RMDS Compliance Matrix  
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<b>Table 1 – Mandatory Acquisition SOW Requirements</b>				
<b>Acquisition SOW Requirement (Ref Annex A of Volume 2)</b>	<b>Compliance Method</b>	<b>Bidder's Response</b>	<b>Compliant</b>	
			<b>Yes</b>	<b>No</b>
<b>3. RMDS Equipment Deliverables</b>				
<b>3.1 Remote Mine Disposal System (RMDS)</b>				
3.1.1 The Contractor must deliver the RMDS and all associated subsystems and Integrated Logistics Support (ILS) as described in Paragraphs 3.1, 3.2, 3.3, 3.4 and 3.5 of Volume 2, Annex A, Acquisition Statement of Work (SOW) and Volume 2, Annex A, Appendix 1 System Requirements Document (SRD).	A			
3.1.3 The Contractor must conduct the RMDS systems integration to ensure the RMDS is delivered as a fully integrated system capable of conducting the end to end mine hunting and disposal mission without the need for external supporting systems unless otherwise stated in the SRD.	A			
<b>4. Project Management</b>				
<b>4.2 Project Management Plans</b>				

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<b>Table 1 – Mandatory Acquisition SOW Requirements</b>				
<b>Acquisition SOW Requirement (Ref Annex A of Volume 2)</b>	<b>Compliance Method</b>	<b>Bidder's Response</b>	<b>Compliant</b>	
			<b>Yes</b>	<b>No</b>
4.2.1 The Contractor must prepare, deliver and maintain a Project Management Plan (PMP) in accordance with Contract Data Requirements List CDRL/DID RMDS-PM-001 for Acceptance by Canada.	A and W		Yes	No
4.2.2 The Contractor must prepare, deliver and maintain an Integrated Master Schedule (IMS) in accordance with CDRL/DID RMDS-PM-002 for Acceptance by Canada.	A and W		Yes	No
<b>4.4 Quality Management</b>				
4.4.1 The Contractor must implement a Quality Management Program in accordance with the Quality Management Plan authorized by Canada in the PMP for the work specified in this SOW.	A and W		Yes	No
<b>4.5 Risk Management</b>				
4.5.1 The Contractor must implement a Risk Management Program in accordance with the Risk Management Plan authorized by Canada in the PMP for the work specified in this SOW.	A and W		Yes	No
<b>5. System Engineering</b>				

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<b>Table 1 – Mandatory Acquisition SOW Requirements</b>				
<b>Acquisition SOW Requirement (Ref Annex A of Volume 2)</b>	<b>Compliance Method</b>	<b>Bidder's Response</b>	<b>Compliant</b>	
			<b>Yes</b>	<b>No</b>
<b>5.1 General</b>				
5.1.2 The Contractor must prepare and deliver a system engineering management plan in accordance with CDRL/DID RMDS-SE-001.	A and W			
5.1.3 The Contractor must conduct system engineering in accordance with the authorized SEMP and the requirements of this SOW.	A and B			
<b>5.2 Requirement Management</b>				
5.2.5 The Contractor must design the RMDS following Acceptance of the System Specification and SRR Minutes by Canada, and in accordance with all other Event Prerequisites of Table 1, of this SOW and the CDRL.	A and B			
<b>5.5 Acceptance Process</b>				
<b>5.5.1 System Acceptance</b>				

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<b>Table 1 – Mandatory Acquisition SOW Requirements</b>				
<b>Acquisition SOW Requirement (Ref Annex A of Volume 2)</b>	<b>Compliance Method</b>	<b>Bidder's Response</b>	<b>Compliant</b>	
			<b>Yes</b>	<b>No</b>
5.5.1.1 The Contractor must provide Objective Evidence (OE) of RMDS and associated deliverable compliance with all requirements of this SOW for Acceptance by Canada via the Acceptance Program in accordance with CDRL/DID RMDS-SE-009.	A			
<b>5.5.2 Test and Evaluation Master Plan (TEMP)</b>				
5.5.2.1 The Contractor must prepare, deliver, and maintain a TEMP in accordance with CDRL/DID RMDS-SE-009 for Acceptance by Canada, to define the entire process by which compliance of the proposed RMDS and associated deliverables will be demonstrated with respect to this SOW. The TEMP must address the testing requirements of CDRL/DID RMDS-AE-006 A&E Test Plan.	A			
<b>5.6 Configuration Management (CM)</b>				
<b>5.6.1 General</b>				
5.6.1.1 The Contractor must prepare, deliver for Acceptance and maintain a Configuration Management (CM) Plan in accordance with CDRL/DID RMDS-CM-001.	A and W			

<b>Table 1 – Mandatory Acquisition SOW Requirements</b>				
<b>Acquisition SOW Requirement (Ref Annex A of Volume 2)</b>	<b>Compliance Method</b>	<b>Bidder's Response</b>	<b>Compliant</b>	
			<b>Yes</b>	<b>No</b>
<b>6. Integrated Logistic Support (ILS)</b>				
<b>6.1 General</b>				
6.1.2 The Contractor must undertake all ILS that may be required to implement and maintain RMDS and its associated deliverables until final Acceptance of all deliverables by Canada.	A and B			
<b>6.2 Integrated Logistic Support Planning</b>				
<b>6.2.1 Logistic Support Planning</b>				
6.2.1.1 The Contractor must prepare and deliver an ILS Plan for Acceptance by Canada in accordance with CDRL/DID RMDS-ILS-001 to define how the ILS requirements of this SOW will be addressed.	A and W			
<b>6.5 Initial Cadre Training (ICT)</b>				

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<b>Table 1 – Mandatory Acquisition SOW Requirements</b>				
<b>Acquisition SOW Requirement (Ref Annex A of Volume 2)</b>	<b>Compliance Method</b>	<b>Bidder's Response</b>	<b>Compliant</b>	
			<b>Yes</b>	<b>No</b>
6.5.3 The Contractor must structure Operator and Maintainer training around the conventional, classroom, instructor-led format, with provision for "hands-on" time with an RMDS to exercise the required Operator and Maintainer skills.	A and B		Yes	No
<b>7. Ammunition and Explosive (A&amp;E) Engineering</b>				
<b>7.3 Gap Analysis</b>				
7.3.1 The Contractor must conduct a gap analysis in accordance with CDRL/DID RMDS-AE-004 that summarizes the Contractor's review of all available information to determine if the required tests, evaluations and analysis, as defined in the Qualification Plan, have been conducted.	A and W			
<b>7.4 Test Plan</b>				

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<b>Table 1 – Mandatory Acquisition SOW Requirements</b>				
<b>Acquisition SOW Requirement (Ref Annex A of Volume 2)</b>	<b>Compliance Method</b>	<b>Bidder's Response</b>	<b>Compliant</b>	
			<b>Yes</b>	<b>No</b>
7.4.1 The Contractor must deliver a Test Plan proposal in accordance with CDRL/DID RMDS-AE-005 that identifies and describes all of the test and analysis details and information applicable to various testing requirements that are either missing, incomplete or not meeting the required standard. The Test Plan Proposal must be based on the Gap Analysis.	A and W		Yes	No
<b>7.8 In-Service Plan</b>				
7.8.1 The Contractor must deliver an In-Service Surveillance Plan in accordance with RMDS-AE-013 which details the means by which initial service life estimations of an explosive or ammunition can be confirmed to ensure safe and suitable use throughout the required service life and parameters that could impact the safety and capability of the ammunition items.	A and B		Yes	No

<b>Table 2 – Mandatory SRD Requirements</b>				
SRD Requirement (Ref. Appendix 1 of Annex A of Volume 2)	Compliance Method	Bidder's Response	Compliant	
			Yes	No
<b>3. Subsystem Requirements</b>				
<b>3.1 General</b>				
3.1.3 The RMDS AUVs and MDVs must be COTS and/or MilCOTS. The RMDS should maximize the use of COTS and/or MilCOTS technologies in the design of the other subsystems such as the TCC and CBT.	C			
3.1.4 The RMDS design must be operable from the Kingston-class MCDV as described by Appendix 1 Attachment 1 Kingston-Class General Arrangement Drawing and Technical Specifications without any modifications to the ship.	C			
<b>3.2 Autonomous Underwater Vehicle (AUV) Sub-System</b>				
<b>3.2.1 Operator Portable AUV</b>				
3.2.1.1 The Operator Portable AUV must not exceed 70 kg each.	C and D			

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<b>Table 2 – Mandatory SRD Requirements</b>			
<b>SRD Requirement (Ref. Appendix 1 of Annex A of Volume 2)</b>	<b>Compliance Method</b>	<b>Bidder's Response</b>	<b>Compliant</b>
			<b>Yes</b> <b>No</b>
3.2.1.2 The Operator Portable AUV must be able to operate in depths of 10 m to 100 m.	C and F		

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<b>Table 2 – Mandatory SRD Requirements</b>				
<b>SRD Requirement (Ref. Appendix 1 of Annex A of Volume 2)</b>	<b>Compliance Method</b>	<b>Bidder's Response</b>	<b>Compliant</b>	
			<b>Yes</b>	<b>No</b>
3.2.1.3 The Operator Portable AUV must be able to sustain a speed of at least 4 kts in still water during transit to survey zone.	C and F			
3.2.1.6 The Operator Portable AUV must have sufficient endurance to loiter 30 minutes, transit at least 5 nmi from the launch site, conduct at least 4 hours of mission surveying in Survey/Identify modes, and then return at least 5 nmi to the recovery site and loiter for at least 30 minutes prior to recovery under the operating conditions described in paragraph 4.1.	C and E			
3.2.1.9 The Operator Portable AUV must be fitted with an integrated video variable frame rate camera with a minimum 1280x960 pixel resolution combined with sufficient lighting source to support mine-like object classification and identification requirements.	C and D			
3.2.1.10 The Operator Portable AUVs must be returnable to an operational state within two hours once secured on board following return from a survey mission including but not limited to data extraction, reprogramming and recharge or exchange of batteries.	C and E			
<b>3.2.2 Light Weight AUV</b>				
3.2.2.2 The Light Weight AUV must not exceed 450 kg.	C and D			

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<b>Table 2 – Mandatory SRD Requirements</b>				
<b>SRD Requirement (Ref. Appendix 1 of Annex A of Volume 2)</b>	<b>Compliance Method</b>	<b>Bidder's Response</b>	<b>Compliant</b>	
			<b>Yes</b>	<b>No</b>
3.2.2.3 The Light Weight AUV must be able to operate in depths of 100 m to 200 m.	C and F			
3.2.2.5 The Light Weight AUV must be able to sustain a speed of 4 kts in still water during transit to survey zone.	C and F			
3.2.2.8 The Light Weight AUV must have sufficient endurance to be able to loiter 30 minutes transit at least 5 nmi from the launch site, conduct at least 16 hours of mission surveying in Survey/Identify modes, and then return at least 5 nmi to the recovery site and loiter for at least 30 minutes prior to recovery under the operating conditions described in paragraph 4.1.	C and E			
3.2.2.9 The Light Weight AUV must be returnable to an operational state within eight hours following return from a survey mission including but not limited to recovery, data extraction, reprogramming and recharge or exchange of batteries.	C and E			
<b>3.2.3 AUV Performance Requirements</b>				
3.2.3.5 The Operator Portable AUV must have a coverage rate in detection only mode of at least 0.052 km <sup>2</sup> /hr in a type A1 bottom while meeting the minimum sonar resolution.	C and E			

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<b>Table 2 – Mandatory SRD Requirements</b>				
<b>SRD Requirement (Ref. Appendix 1 of Annex A of Volume 2)</b>	<b>Compliance Method</b>	<b>Bidder's Response</b>	<b>Compliant</b>	
			<b>Yes</b>	<b>No</b>
3.2.3.7 The Light Weight AUV must have a coverage rate in detection only mode of at least 0.27 km <sup>2</sup> /hr in a type A1 bottom while meeting the minimum sonar resolution.	C and E			
3.2.3.9 The Operator Portable AUV must have a sonar resolution on screen of pixel size 10cm by 10 cm, or better, at the required coverage rate.	C and F			
3.2.3.11 The Light Weight AUV must have a sonar resolution of on screen pixel size of 5 cm by 5 cm, or better, at the required coverage rate.	C and F			
<b>3.2.4 AUV General Requirements</b>				

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<b>Table 2 – Mandatory SRD Requirements</b>				
<b>SRD Requirement (Ref. Appendix 1 of Annex A of Volume 2)</b>	<b>Compliance Method</b>	<b>Bidder's Response</b>	<b>Compliant</b>	
			<b>Yes</b>	<b>No</b>
3.2.4.1 Each RMDS AUV must incorporate an Inertial Navigation System.	C and D			
3.2.4.6 Each RMDS AUV must have the ability to record and retain all the data collected during a single mission.	C and E			
3.2.4.10 Each RMDS AUV must have a RDSM that supports an open commercial physical interface to enable data transfer to a government furnished Post Mission Data Analysis workstation.	C and D			
3.2.4.14 Each RMDS AUV must be proven, fielded and already in service with either a seabed mapping or other maritime commercial industry or, employed with another Allied government agency.	C and D			
<b>3.3 Mine Disposal Subsystem (MDS)</b>				
<b>3.3.1 MDS General Requirements</b>				
3.3.1.2 The MDV-C and the MDV-T/1 must not exceed 70 kg each.	C and D			
3.3.1.3 The MDV-C and the MDV-T/1 must be able to reach a depth of at least 200 m.	C and D			

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<b>Table 2 – Mandatory SRD Requirements</b>				
<b>SRD Requirement (Ref. Appendix 1 of Annex A of Volume 2)</b>	<b>Compliance Method</b>	<b>Bidder's Response</b>	<b>Compliant</b>	
			<b>Yes</b>	<b>No</b>
3.3.1.4 The MDV-C and the MDV-T/I must be able to sustain a speed of at least 4 kts in still water during transit to a target.	C and D			
3.3.1.6 The MDV-C and the MDV-T/I must be equipped with lighting, video and/or sonar capabilities to enable visual identification of targets for inspection and training.	C and D			
3.3.1.9 The MDV-C and the MDV-T/I must support a minimum of 1000 m stand-off range under all required operating conditions.	C and E			
3.3.1.14 The MDV-C and the MDV-T/I, in the delivered configuration, must be proven and, fielded, and currently in service with another Allied Navy.	C and D			
<b>3.3.2 MDV-T/I Requirements</b>				
3.3.2.3 The MDV-T/I must have sufficient endurance to transit to a target at the maximum range of the proposed MDS, conduct target acquisition, conduct target inspection, return to host platform and loiter for 30 minutes for recovery under the operating conditions described in paragraph 4.1.	C and E			
3.3.2.4 The MDV-T/I must be unarmed.	C and D			

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<b>Table 2 – Mandatory SRD Requirements</b>				
<b>SRD Requirement (Ref. Appendix 1 of Annex A of Volume 2)</b>	<b>Compliance Method</b>	<b>Bidder's Response</b>	<b>Compliant</b>	
			<b>Yes</b>	<b>No</b>
3.3.2.5 The MDV-T/I must be reusable.	C and D			

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<b>Table 2 – Mandatory SRD Requirements</b>				
<b>SRD Requirement (Ref. Appendix 1 of Annex A of Volume 2)</b>	<b>Compliance Method</b>	<b>Bidder's Response</b>	<b>Compliant</b>	
			<b>Yes</b>	<b>No</b>
3.3.2.8 The MDV-T/I must be returnable to an operational state within two hours once secured on board following return from a training/inspection mission including but not limited to recovery, data extraction, reprogramming and recharge or exchange of batteries.	C and E			
<b>3.3.3 MDV-C Requirements</b>				
3.3.3.1 The MDV-C must be designed as a single-shot, expendable weapon system designed to reacquire, identify and dispose of modern Insensitive Munition (IM) as defined in STANAG-4439 and legacy naval mines by high order detonation. The MDV-C warhead must be of a shape charge design.	C and D			
3.3.3.3 The MDV-C must be certified and tested in accordance with the DID RMDS-AE-004 A&E Qualification Test Plan and Appendix 3 Attachment 1 A&E Qualification Test Plan as guided by DID RMDS-AE-005 and DID RMDS-AE-007 prior to delivery.	C			
3.3.3.4 The MDV-C must have sufficient endurance and be capable of transit to a target at the maximum range of the proposed MDV-C, conduct target acquisition and complete target detonation by a trained operator under the operating conditions described in paragraph 4.1.	C and E			

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<b>Table 2 – Mandatory SRD Requirements</b>				
<b>SRD Requirement (Ref. Appendix 1 of Annex A of Volume 2)</b>	<b>Compliance Method</b>	<b>Bidder's Response</b>	<b>Compliant</b>	
			<b>Yes</b>	<b>No</b>
3.3.3.5 The MDV-C must be designed with a built-in sterilization and/or safe self-detonation system in the event of misfire, misidentification/mission abort, communication failures (internal or external to the vehicle), vehicle malfunction or any other incidents where the vehicle/weapon system no longer requires detonation becomes unsafe.	C and F			
<b>4. System Effectiveness Requirements</b>				
<b>4.2 Maintainability</b>				
4.2.5 The RMDS first line maintenance must be adequate to keep the RMDS operational by the replacement of components for the duration of the mission per paragraph 4.3.1, or be modular to the point to facilitate the replacement of components of the subsystems within the mean down time in paragraphs 4.4.1 and 4.4.2.	C and E			
<b>4.4 Reliability</b>				
4.4.1 Each RMDS AUV must have a Mean Time Between Failure (MTBF) of at least 300 hours.	C and E			

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<b>Table 2 – Mandatory SRD Requirements</b>				
<b>SRD Requirement (Ref. Appendix 1 of Annex A of Volume 2)</b>	<b>Compliance Method</b>	<b>Bidder's Response</b>	<b>Compliant</b>	
			<b>Yes</b>	<b>No</b>
4.4.2 Each RMDS AUV must have a mean active maintenance down time of less than 0.5 hours.	C and E			
4.4.4 The MDV-T/I must have a MTBF of at least 80 hours.	C and E			
4.4.5 The MDC-C and MDV-T/I must have a mean active maintenance down time of less than 0.5 hours.	C and E			
4.4.6 The MDV-C Subsystem must have a probability of successfully completing a disposal mission of at least 95%.	C and E			
4.4.7 The MDV-C must have a probability of successful detonation of the warhead of at least 99%, and probability of safely neutralizing in the event the MDV-C is unable to complete the mission due to subsystem failure of 99.9%.	C and E			

Annex C – Financial Evaluation Matrix  
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**Annex C**  
**Financial Evaluation Matrix**  
**Remote Minehunting and Disposal System**

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**Financial Evaluation**

Total evaluated bid price is the sum of Price Table 1, Price Table 3, Price Table 4a, Price Table 4b, Price Table 5a, Price Table 5b, Price Table 5c and Price Table 5d as indicated in Table 6.

The total evaluated bid price will populate the Basis of Selection at para 4.2 of Volume 1 RMDS Bidder Instructions and Requirements.

**Price Tables 1-4 Acquisition Financial Evaluation**

The results from the bid Price Evaluation table 1, table 3, table 4a, and table 4b will be used to populate the Milestone Payment Schedule in the Basis of Payment at Annex B of Volume 2 Acquisition Resulting Contract Clause.

All firm prices and hourly rates must in Canadian dollars, Canadian customs duty and excise tax included, Incoterms 2000 Delivery Duty Paid (DDP) to the delivery points identified, GST and HST extra, as applicable.

**Price Table 1 - Acquisition Bid Price**

Item No	Description	Qty	Firm Price (DDP Destination)
1	<u>Remote Minehunting and Disposal System</u> One (1) Remote Minehunting and Disposal System as defined in Volume 2, Annex A Statement of Work and its appendices.	1	\$
2	<u>Program Management Delivery &amp; Execution</u> Manage, deliver, and execute the Work for all aspects related to the RMDS Project including the provision of a secure Shared Data Environment as defined in Volume 2, Annex A Statement of Work and its appendices and Annex C Industrial and Technological Benefits (ITB) Terms and Conditions.	LOT	\$
3	<u>Manual, Publications, Contract Data Requirements List and Data Item Descriptions</u> Generate and deliver the Manuals, Publications, Contract Data Requirements List and Data Item Descriptions as defined in Volume 2, Annex A Statement of Work and its appendices.	LOT	\$
4	<u>RMDS Operator Initial Cadre Training</u> One (1) Operator Initial Cadre training session as defined in Volume 2, Annex A Statement of Work and its appendices	1	\$

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5	RMDS Maintainer Initial Cadre Training One (1) Maintainer Initial Cadre training session as defined in Volume 2, Annex A Statement of Work and its appendices	1	\$
6	<u>Tools and Test Equipment</u> The provision of all tools and test equipment in support of the RMDS requirements as defined in Volume 2, Annex A Statement of Work and its appendices.	LOT	\$
Total Price - RMDS Acquisition			\$

Price Table 1 Notes:

N/A

**Price Table 2 - RMDS Spare Provisioning Requirements**

item No	Description	QTY	Firm Price (DDP Destination)
1	<u>Initial Spares</u> The provision of initial quantities of Level 1 and Level 2 spares as defined in Volume 2, Annex A Statement of Work and its appendices	LOT	\$

Price Table 2 Notes:

Price Table 2 is for budgeting purposes only and will not be evaluated however Material Mark-up will apply.

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**Price Table 3 – RMDS Optional Acquisition Requirements**

Item No	Description	QTY	Firm Unit Price (DDP Destination)	Extended Firm Price (DDP Destination)
1	<u>Optional Remote Minehunting and Disposal System</u> One (1) additional Remote Minehunting and Disposal System, including extension of all respective acquisition requirements and work (including tools and test equipment, one operator initial cadre training session and one maintainer initial cadre training) as related or required to execute and deliver an additional system, as defined in Volume2 , Annex A Statement of Work and its appendices.	1	\$	\$
2	<u>Optional Operator Portable AUV</u> Up to two (2) additional Operator Portable AUVs, including extension of all respective acquisition requirements and work (including tools and test equipment, one operator initial cadre training session and one maintainer initial cadre training) as related or required to execute and deliver an additional system, as defined in Volume2 , Annex A Statement of Work and its appendices.	1	\$	\$
		2	\$	\$
3	<u>Optional Lightweight AUV</u> Up to two (2) additional Lightweight AUVs, including extension of all respective acquisition requirements and work (including tools and test equipment, one operator initial cadre training session and one maintainer initial cadre training) as related or required to execute and deliver an additional system, as defined in Volume2 , Annex A Statement of Work and its appendices.	1	\$	\$
		2	\$	\$
		1	\$	\$
		2	\$	\$
4	<u>Optional Mine Disposal Vehicles - Combat Variant</u> Up to six (6) additional Mine Disposal Vehicles – Combat Variant, including extension of all respective acquisition requirements and work (including tools and test equipment, one operator initial cadre training session and one maintainer initial cadre training) as related or required to execute and deliver an additional system, as defined in Volume2 , Annex A Statement of Work and its appendices.	1	\$	\$
		2	\$	\$
		3	\$	\$
		4	\$	\$
		5	\$	\$
		6	\$	\$
<b>Total Price – Max Quantity of Items 1-4</b>			\$	\$

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Price Table 3 Notes:

Price Table 3 will be evaluated based on the maximum quantity of items 1-4.

**Price Table 4a – Acquisition Task Authorizations (Labour rates and Mark-ups)**

Item No.	Labour Category	Estimated Total Hours	Firm Hourly Rate (for the duration of the acquisition contract)	Extended Price
1	Project Manager	150	\$	\$
2	Technical Writer	150	\$	\$
3	Engineering Technologist	300	\$	\$
4	Draftsman	150	\$	\$
5	Configuration Management (CM) Officer	300	\$	\$
6	System Engineer	300	\$	\$
7	Mechanical Engineer	300	\$	\$
8	Electrical Engineer	300	\$	\$
9	Software Engineer	300	\$	\$
10	Integrated Logistics Support (ILS) Analyst	150	\$	\$
11	Procurement Officer	150	\$	\$
12	Quality Assurance (QA) Inspector	150	\$	\$
<b>Total Price – Acquisition Task Authorizations (Labour rates and Mark-ups)</b>				<b>\$</b>

Price Table 4a Notes:

Firm Hourly Labour Rates are fully burdened, inclusive of all direct labour, General & Administrative expense, overheads and profit.

The indicated number of hours for items 1-12 above are for evaluation purposes only. The Hourly Rate is a firm rate for the duration of the acquisition contract at Volume 2.

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**Price Table 4b – Acquisition Firm Mark-up Rates**

Item No	Rate	Total Price	Mark-up (%) for the duration of the acquisition contract	Extended Price
1	Material Mark-up	\$250,000		\$
2	Subcontractor Mark-up	\$250,000		\$
<b>Total Price – Acquisition Firm Mark-up Rates</b>				
				\$

Price Table 4b Notes:

The indicated total price for items 1-2 above are for evaluation purposes only. The Mark-up Rate is a firm rate for the duration of the acquisition contract at Volume 2.

**Price Tables 5a-5d In-Service Support Financial Evaluation**

The results from the bid Price Evaluation table 5a, table 5b, table 5c and table 5d will form the Basis of Payment of Volume 3 RMDS ISS

The option periods are not evaluated, the hourly rates will be escalated at 2% per annum starting with the Firm Hourly Rate of Year 5 of the Basis of Payment, Annex E of Volume 3 RMDS ISS Resulting Contract Clauses. If option periods are exercised, for each of the 5 option periods the contractor will be paid the following prices adjusted annually upwards or downwards, in accordance with the Statistics Canada Consumer Price Index (CPI). The new price will be calculated using the annual rate change of the CPI in the previous year to calculate the new price.

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**Price Table 5a – Category 5.1 In-Service Support Project Management**

Item No	Annual Project Management	Year 1	Year 2	Year 3	Year 4	Year 5	Extended Price (Years 1-5)
1	Project Management Manage, deliver, and execute the Work for all aspects related to the RMDS ISS including the provision of a secure Shared Data Environment as defined in Volume 3, Annex A ISS Statement of Work and its appendices and Annex C Industrial and Technological Benefits (ITB) Terms and Conditions.	\$	\$	\$	\$	\$	\$
<b>Total Price - Project Management</b>							<b>\$</b>

Price Table 5a Notes:

Delivery of project management in accordance with Volume 3, Annex A ISS technical SOW Paragraph 4

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**Price Table 5b – Category 1 Free Flow Repair**

Item No.	Labour Category	Estimated Annual Hours	Firm Hourly rate for Year 1	Firm Hourly rate for Year 2	Firm Hourly rate for Year 3	Firm Hourly rate for Year 4	Firm Hourly rate for Year 5	Extended Price = hourly rate X Est hours for Years 1-5)
1	Mechanical and/or Electrical and/or Software Engineer	90	\$	\$	\$	\$	\$	\$
2	Engineering Technologist	700	\$	\$	\$	\$	\$	\$
<b>Total Price - Free Flow Repair</b>								
\$								

Price Table 5b Notes:

Delivery of free flow repair in accordance with Volume 3, Annex A ISS technical SOW  
 The indicated number of hours for items 1-2 are for evaluation purposes only.

The contractor will be paid using the following firm labour rates indicated in the year in which the work will be performed.

For category 1 Free Flow, the delivery will be FCA Free Carrier at point of origin (Halifax or Esquimalt) Incoterms 2000. The Contractor must load the goods onto the carrier designated by the Department of National Defence (DND). Onward shipment from the delivery point to the consignee will be Canada's responsibility.

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**Price Table 5c – Category 2 , 3, 4, 5.1 Emergent Tasks**

Item No.	Labour Category	Estimated Annual Hours	Firm Hourly rate for Year 1	Firm Hourly rate for Year 2	Firm Hourly rate for Year 3	Firm Hourly rate for Year 4	Firm Hourly rate for Year 5	Extended Price = Hourly rate X estimated hours (Years 1-5)
1	Project Manager	75	\$	\$	\$	\$	\$	\$
2	Technical Writer	150	\$	\$	\$	\$	\$	\$
3	Engineering Technologist	630	\$	\$	\$	\$	\$	\$
4	Draftsman	350	\$	\$	\$	\$	\$	\$
5	Configuration Management (CM) Officer	120	\$	\$	\$	\$	\$	\$
6	System Engineer	120	\$	\$	\$	\$	\$	\$
7	Mechanical Engineer	60	\$	\$	\$	\$	\$	\$
8	Electrical Engineer	120	\$	\$	\$	\$	\$	\$
9	Software Engineer	180	\$	\$	\$	\$	\$	\$
10	Integrated Logistics Support (ILS) Analyst	260	\$	\$	\$	\$	\$	\$
11	Procurement Officer	60	\$	\$	\$	\$	\$	\$
12	Quality Assurance (QA) Inspector	60	\$	\$	\$	\$	\$	\$
<b>Total Price - Emergent Tasks</b>			\$	\$	\$	\$	\$	\$

Price Table 5c Notes:

Delivery of tasks in accordance with Volume 3, Annex A ISS technical SOW

The indicated number of annual hours for items 1- 12 above are for evaluation purposes only.

The contractor will be paid using the following firm labour rates indicated in the year in which the work will be performed.

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**Price table 5d – In-Service Support Firm Mark-up Rates**

Item No	Rate	Annual Cost	Year 1 (%)	Year 2 (%)	Year 3 (%)	Year 4 (%)	Year 5 (%)	Extended Price (Years 1-5)
1	Material Mark-up	\$400,000						\$
2	Subcontractor Mark-up	\$150,000						\$
29	Total Price - Firm Mark-up Rates							

Price table 5d Notes:

The indicated annual cost for items 1-2 above are for evaluation purposes only.

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**Price Table 6 - Financial Bid Evaluation Total Price**

Evaluated Price of Table 1 – Acquisition Bid Price	\$
Evaluated Price of Table 3 – Maximum Quantity of Items 1-4	\$
Evaluated Price of Table 4a – Acquisition Task Authorizations (Labour rates and Mark-ups)	\$
Evaluated Price of Table 4b – Acquisition Firm Mark-up Rates	\$
Subtotal Acquisition Evaluate Cost	\$
<hr/>	
Evaluated Price of Article 5a) – Category 5.1 ISS Project Management	\$
Evaluated Price of Article 5b) – Category 1 Free Flow Repair	\$
Evaluated Price of Article 5c) – Category 2, 3, 4 and 5.2 Task Authorizations	\$
Evaluated Price of Article 5d) – In-Service Support Firm Mark-up Rates	\$
Subtotal ISS Evaluate Cost	\$
<hr/>	
Total Evaluate Price (Acquisition + ISS)	\$

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**Annex D**

**Remote Minehunting and Disposal System Project**

**Industrial and Technological Benefits (ITB)**

**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 the Industrial and Technological Benefits (ITB) Policy, which is to leverage purchases of defence equipment to create jobs and economic growth in Canada. The 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 Remote Minehunting and Disposal System project (the Project) is to enhance ITB opportunities through the leveraging of Direct work in Canada in support of RMDS and its related technologies as well as strengthening Indirect opportunities in the Canadian naval, marine and defence sector -this includes leveraging opportunities in relevant Key Capability Areas of: Remotely-piloted Systems and Autonomous Technologies, Sonar and Acoustic Systems and In-Service Support. This objective has been informed by industry engagement and consultation, as well as through analysis of capabilities related to this procurement.
- 1.3. The Bidder must submit a responsive VP Proposal (Proposal) at bid closing. The Proposal will be deemed responsive by the ITB Authority if it meets i) the Mandatory Requirements outlined in Section 4; and ii) the Minimum Assessment Values outlined in Section 3 of the VP Evaluation Plan (Evaluation Plan). Should the Proposal be deemed responsive, it will then be evaluated related to the rated criteria outlined in Section 6 and receive points as outlined in Section 4 of the Evaluation Plan.
- 1.4. VP evaluation results will be conveyed to the Contracting Authority, who will then integrate them into the overall bid evaluation results.
- 1.5. It is the responsibility of the ITB Authority, in cooperation with the regional development agencies and subject matter experts, to ensure that Proposals are evaluated as outlined in the Evaluation Plan.

### 2. GENERAL INSTRUCTIONS

- 2.1. In preparing its Proposal, the Bidder should be guided by these Bidder Instructions, as well as by the Evaluation Plan and the ITB Terms and Conditions and its subsequent Definitions. All three 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.
- 2.2. For the purposes of the Project, please note that only one Proposal must be submitted to account for both the RMDS Acquisition Contract and the RMDS In-Service Support Contract.

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- 2.3. The Proposal must be submitted in a separate, self-contained volume. Only the 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.
- 2.4. One (1) electronic copy of the Proposal is required.
- 2.5. The Proposal, and its receipt, storage and protection by the ITB Authority, is governed by applicable federal laws and processes.

### **3. CANADA’S ITB OBJECTIVES**

- 3.1. Canada wishes to ensure that its investments in defence-related goods and services generate economic benefit to Canada and have long-term and high-value impacts on Canadian industry, in advanced technology areas. The Proposal should clearly indicate how the proposed business activities support Canada’s ITB objectives set out in subsections 3.2 to 3.8 below, and how they will be achieved if the Bidder wins the ensuing Contracts.
- 3.2. Defence Sector: A core objective of the ITB policy is to ensure that defence procurement supports the economic development and long-term sustainment of Canada’s Defence Sector. The Bidder is encouraged to propose a maximum amount of business activities in Canada involving work directly on the procurement, and work in the Defence Sector more broadly.
- 3.3. Supplier Development: The development of supplier productivity and competitiveness among Canadian-based suppliers is a key objective of the ITB policy. The Bidder is encouraged to propose meaningful opportunities for growth and supply chain integration to suppliers across Canada.
- 3.4. Research and Development (R&D): An important objective of the ITB policy is to encourage innovation, as R&D can position Canadian Companies to move up the value chain and capture market opportunities. The Bidder is encouraged to propose R&D investments in Canada in the defence sector and locate high value research and engineering work in Canada, positioning Canadian companies to benefit from its subsequent commercialization.
- 3.5. Exports: Canada’s Defence Sector is export intensive, and a key ITB objective is to strengthen Canada’s success in tapping traditional and non-traditional export markets to share in long-term jobs and growth that result from success in foreign markets. The Bidder is encouraged to demonstrate that it and its suppliers can leverage the Project into future export success from Canada.
- 3.6. Skills Development and Training: The development of a highly skilled Canadian workforce is one of the industrial objectives related to the project. The Value Proposition evaluation methodology will encourage the growth of an efficient source of

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supply for the Royal Canadian Navy to maintain its naval fleet as well as other defence platforms.

- 3.7. Regional Development: The regional development objectives of the ITB policy are to encourage long-term quality improvements to the capability, capacity, international competitiveness and growth potential of Canadian Companies in those regions where Canada has established specific initiatives to promote economic growth and diversification through procurement. Canadian Companies in all the Designated Regions of Canada should have the opportunity to participate in the Project.
- 3.8. Small and Medium Businesses (SMB): It is an objective of Canada to encourage the participation of SMB as suppliers on major federal procurements and to increase their competitiveness and export market access. Canadian SMB should have the opportunity to participate in the Project.

### 4. MANDATORY REQUIREMENTS

4.1. There are seven (7) mandatory requirements that the Bidder must meet in its Proposal. The omission of any part of the following seven (7) requirements will result in the Proposal being deemed not responsive:

4.1.1. Requirement One: The Proposal must commit to achieving Transactions, measured in Canadian content value (CCV), valued at one hundred (100) percent of the Contract Price (including options), to be achieved within the Achievement Period. For the winning Bidder, its Commitment to one hundred (100) percent will become an Obligation that must be achieved under the Contract.

4.1.2. Requirement Two: In its Proposal, the Bidder must:

4.1.2.1. specify its Bid Price, not including taxes and rounded to the nearest dollar;

*Bid Price is the Bidder's Acquisition and In-Service Support bid prices combined and provided in its financial proposal to Canada at bid submission, excluding work arisings, task authorization work and applicable taxes.*

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

4.1.3.1. identify Transactions that are detailed, fully described and equal in total to not less than thirty (30) percent of the Bid Price, measured in CCV;

4.1.3.2. 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

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(60) percent of the Contract Price (including options), measured in CCV;  
and,

4.1.3.3. 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 one hundred (100) percent of the Contract Price (including options), measured in CCV.

4.1.4. Requirement Four: The Bidder must commit to achieving not less than twenty-five (25) percent of the Contract Price (including options) in Direct Transactions, measured in CCV.

4.1.5. Requirement Five: The Bidder must commit to achieving not less than fifteen (15) percent of the Contract Price (including options) in SMB Transactions, measured in CCV.

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

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

4.1.7.1. Company business Plan;

4.1.7.2. ITB management Plan;

4.1.7.3. Regional development Plan;

4.1.7.4. Small and Medium Business development Plan;

4.1.7.5. Export Plan;

4.1.7.6. Gender and diversity plan;

4.1.7.7. Detailed sheets for proposed Transactions being submitted by the Bidder, accompanied by a summary chart of them;

4.1.7.8. Mandatory requirements certificate, as set out in Appendix A, signed by a duly authorized company official; and,

4.1.7.9. Mandatory rated criteria certificate, as set out in Appendix B, signed by a duly authorized company official.

## **5. ASSESSMENT OF 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 4.1.7.

5.2. For a Bidder to be considered compliant with Requirement Six, the Bidder must submit with its Proposal the six (6) Plans referenced in Sections 4.1.7.1 to 4.1.7.6.

5.3. The Plans, with the exception of the gender and diversity Plan, will be assessed during the evaluation, based on quality and risk, as outlined in Section 3.1 of the Evaluation

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Plan.

- 5.4. Each Plan and the 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.
- 5.5. Each Plan should address, wherever appropriate, the Bidder's approach to the following risk areas:
  - 5.5.1. Experience (i.e. practise elsewhere);
  - 5.5.2. Capability (i.e. know-how and tools in place) ;
  - 5.5.3. Planning (i.e. organized, proactive);
  - 5.5.4. Resources (i.e. team, facilities, information); and,
  - 5.5.5. Engagement (i.e. interaction with stakeholders)
- 5.6. Company business Plan
  - 5.6.1. 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. The anticipated length of the Plan is approximately 7-10 pages, depending on the size of the Bidder's team.
  - 5.6.2. The Bidder's company business Plan should contain the following information:
    - 5.6.2.1. An outline of the structure, conduct and performance of the business operations of the Bidder and each of its proposed Eligible Donors that are performing work on the Project;
    - 5.6.2.2. 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;
    - 5.6.2.3. 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 (i.e. headquarters, manufacturing, service centres, R&D, marketing);
    - 5.6.2.4. 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,

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- 5.6.2.5. 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 3.

5.7. ITB management Plan

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

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

- 5.7.2.1. 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;
  - 5.7.2.2. 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;
  - 5.7.2.3. 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;
  - 5.7.2.4. 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,
  - 5.7.2.5. 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 Article 22 of the ITB Terms and Conditions.
- 5.4.1.1.1 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

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Donors in the ensuing Contract. Any proposed Transaction with a company not meeting the Eligible Donor criteria will be rejected.

5.8. Regional development Plan

5.8.1. 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. The anticipated length of the Plan is approximately 5-7 pages.

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

5.8.2.1. 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 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;

5.8.2.2. A description of the Bidder's business rationale for its regional approach;

5.8.2.3. 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;

5.8.2.4. 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,

5.8.2.5. A description of how regional considerations are factored into the Bidder's ITB decision-making processes.

5.9. Small and Medium Business (SMB) development Plan

5.9.1. The purpose of the SMB development Plan is to demonstrate the Bidder's commitment to providing opportunities, assistance and encouragement to SMB in Canada. The anticipated length of the Plan is approximately 5-7 pages.

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

5.9.2.1. Identification and description of the Bidder's proposed Transactions involving SMB in Canada, the total of which, or 15 percent of the Contract Price, whichever is higher will become Obligations to be achieved under Article 3 of the ITB Terms and Conditions;

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- 5.9.2.2. 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;
- 5.9.2.3. 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;
- 5.9.2.4. A description of how SMB considerations are factored into the Bidder's ITB decision-making processes; and,
- 5.9.2.5. 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.

### 5.10. Export Plan

- 5.10.1. The Proposal must include a Plan which demonstrates that the Bidder and its suppliers can leverage the Project into future export success.
- 5.10.2. The Plan 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. The Export Plan should address both the Exporter(s)' plan and their capacity to carry it out. The anticipated length of the Plan is under ten (10) pages.
- 5.10.3. The Bidder's Export Plan must contain detailed responses to four (4) or more of the following criteria:
  - 5.10.3.1. Identify the specific markets that are targeted, including an assessment of the size of the market potential;
  - 5.10.3.2. Describe any barriers affecting market entry from Canada and the related mitigation strategies;
  - 5.10.3.3. 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?);
  - 5.10.3.4. Describe the direct or indirect market entry approach (e.g. government to government contract, direct commercial contract, agent, local partner,

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setting up local operations); and,

- 5.10.3.5. Describe the Bidder’s competitive advantage (e.g. has the offering already been sold commercially?)

5.10.4. The Export Plan should demonstrate the following capacity:

- 5.10.4.1. The Exporter(s) 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.

- 5.10.4.2. The Exporter(s) have access to the Intellectual Property rights needed to export from Canada to the target market(s), by providing evidence of access such as:

- proof of access to the Intellectual Property, i.e. a copy of a transfer or licensing agreement for the Intellectual Property;
- proof of ownership of the Intellectual Property, i.e. registration number of the Intellectual Property;
- other evidence proving access and/or ownership
- description as to why no Intellectual Property right is required for the implementation of target market exports.

- 5.10.4.3. The Exporter(s) can demonstrate that their Canadian-based operations have and will maintain an exclusive authority to export the product/service outside of Canada, by providing evidence such as details and evidence of the exclusive authority to export the product/service globally, which does not require a World Product Mandate.

- 5.10.4.4. The Exporter(s) have a management team in place to pursue international sales from Canada, by providing details describing the team and its organizational structure.

- 5.10.4.5. The Exporter(s) 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.

5.11. Gender and diversity plan

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5.11.1. The Bidder's gender and diversity plan will be only assessed to confirm that it is present in the Proposal and will not be scored on quality or risk for the final Plans assessment value.

5.11.2. 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. The suggested length of the Plan is 2-10 pages.

5.11.3. The Gender and Diversity plan may include, but is not limited to, the following items:

5.11.3.1. Any public statements that the Bidder has released promoting diversity, inclusion, and equality within its organizations;

5.11.3.2. Any of the Bidder's existing corporate no-tolerance policies related to discrimination against designated groups as defined in the *Employment Equity Act*;

5.11.3.3. Any of the Bidder's existing or planned training to educate its workforce on diversity and inclusion;

5.11.3.4. Any of the Bidder's other planned corporate activities to increase or promote diversity and inclusion in its workforce;

5.11.3.5. Any available statistics on the proportion of designated groups employed in the Bidder's firm at the senior management and working level; and,

5.11.3.6. 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*.

5.12. Detailed transaction sheets

5.12.1. The 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.

5.12.2. 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

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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.

5.12.3. The Bidder should include a forecast plan for the Transactions due 1 and 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.

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

5.12.5. Identifying a Transaction for the purposes of Section 4.1.3 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 the Bidder Instructions and the ITB Terms and Conditions with respect to eligibility criteria, valuation, transaction types and banking.

5.12.6. Instructions for transaction sheets:

5.12.6.1. Overview

- Title and number (*provide a brief title identifying the activity and a unique number in simple, sequential order, for reference purposes*)
- Date of submission (*date of Proposal*)
- Tranche (*the Proposal is tranche 1*)

5.12.6.2. Contractor information (information regarding the proposed Contractor on the Project)

5.12.6.3. Donor information (information regarding the proposed Donor on the Project)

5.12.6.4. Recipient information (Notes: i) the company description should include locations, business history and core capabilities; ii) see Article 8.1.5 of the Terms and Conditions for other Recipient requirements.)

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5.12.6.5. Valuation and time phasing (specify the overall CCV values as applicable, plus the detailed commitment schedule broken out by 12 month periods, which mirror the Reporting Periods)

- For the purposes of the evaluation process, the multiplied or enhanced value of a proposed Transaction involving a credit multiplier, future sales achievement or CCV enhancement, as described in Article 7 of the Terms and Conditions, will not be considered. Only the face value of the initial investment, or the estimated CCV, in the proposed Transaction will be considered. Any multiplied credit values, future sales achievements or enhanced CCV will be counted after the Effective Date of the Contract.

5.12.6.6. Transaction details

- Type of Transaction (*direct or indirect, pooled, banked*)
- Description of Transaction (*provide a detailed description of the proposed activity, including: nature of work; location of work in Canada, estimated quantities and timelines; any end-use market, platform or program; and, other relevant information*)
- VP activity (*yes or no*)
  - Direct Work (*yes or no*)
  - R&D (*yes or no*)
  - Supplier development (*yes or no*)
  - Export (*yes or no*)
  - Skills Development and Training (*yes or no*)
- Justification for VP classifications above (*clearly demonstrate and document alignment with VP requirements*)
- Activity type (*i.e. purchase, investment*)
- North American Industry Classification Code System (NAICS) categorizing type of business activity (*enter a primary, secondary and tertiary NAICS code*)
- Business activity type (*pick one business activity type that applies best to the transaction*)
- Investment framework (*if applicable*)
  - Allowable investment type (*i.e. cash grant, cash purchase of shares, licence for brand or trademark, licence for IP, loan of employee, transfer of equipment, transfer of software, or transfer of systems*)

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- Type of R&D or commercialization activity (*i.e. test analysis, applied research, business planning, feasibility studies*)
- Business Plan (see *template in Appendix D of Terms and Conditions*)
- Valuation documentation included (*agreement or in-kind valuation report, as appropriate*)

5.12.6.7. Consortium member information (*if applicable*);

5.12.6.8. Transaction eligibility criteria (be as specific and detailed as possible in addressing how a proposed Transaction meets each eligibility criteria, which are outlined in the ITB Terms and Conditions. Guidance is provided in the ITB website under “[Preparing a transaction sheet](#)”. Include all details, documentation and certificates in the Proposal)

5.12.6.9. Other

- Canadian government assistance (*describe the date and details of any assistance provided – either to the specific activity, the Eligible Donor, or the Recipient – from any level of government in Canada*)
- CCV overview (*indicate which CCV calculation method was used*)
- Level of technology (*for Indirect Transactions, indicate whether the level of technology is the same or higher than the Project*)

5.12.6.10. Signature (an authorized official at the Bidder’s or proposed Eligible Donor’s company)

5.13. Mandatory requirements certificate

5.13.1. The Bidder must submit with its Proposal the mandatory requirements certificate (Appendix A), completed with their company name and Bid Price, and signed and dated by a company official duly authorized to bind the company.

5.14. Mandatory rated criteria certificate

5.14.1. The Bidder must submit with its Proposal the mandatory rated criteria certificate (Appendix B), completed with their company name and Value Proposition Commitments, and signed and dated by a company official duly authorized to bind the company.

## 6. RATED CRITERIA

6.1. Value Proposition: The Bidder should provide information and details on its VP Commitments and proposed Transactions, which will be rated as described in Section 4 of the Evaluation Plan. The Bidder should complete and submit the rated criteria certificate (Appendix B of the VP Evaluation Plan), signed and dated by a company

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official duly authorized to bind the company.

- 6.1.1. *Defence Sector Instructions* – The Proposal should include the Bidder’s Commitment, above the indicated Mandatory Minimum outlined in Article 4.1.4 to achieve Direct Transactions. The Commitment should be expressed as a percentage of the Bid Price, including options, measured in CCV. This Commitment will become an Obligation to be completed within the Achievement Period.
- 6.1.2. *Research and Development Instructions* – The Proposal should include the Bidder’s Commitment to achieve Transactions involving Research and Development in Remotely-piloted Systems and Autonomous Technologies; Sonar and Acoustic Systems; and, In-Service Support. The Commitment should be expressed as a percentage of the Bid Price, including options and measured in CCV. This Commitment will become an Obligation to be completed within the Achievement Period.
- 6.1.3. *Supplier Development Instructions* - The Proposal should include the Bidder’s Commitment to achieve Transactions involving Supplier Development. The Commitment should be expressed as a percentage of the Bid Price, including options and measured in CCV. This Commitment will become an Obligation to be completed within the Achievement Period.
- 6.1.4. *Export Instructions* – The Proposal should include the Bidder’s Commitment to achieve Transactions involving Exports. The Commitment should be expressed as a percentage of the Bid Price, including options and measured in CCV. This Commitment will become an Obligation to be completed within the Achievement Period.
- 6.1.5. *Skills Development and Training Instructions* - The Proposal should include the Bidder’s Commitment to achieve Transactions involving Skills Development and Training. The Commitment should be expressed as a percentage of the Bid Price, including options and measured in CCV. This Commitment will become an Obligation to be completed within the Achievement Period.

## **7. BANKING AND POOLING**

- 7.1. Banking and pooling are described in Article 11 and 12 of ITB Terms and Conditions. The Bidder may use bank Transactions, or a pooled portion thereof, as part of its Proposal.
  - 7.1.1. The Bidder submitting a bank Transaction in its Proposal should include: i) a copy of the approved banked transaction sheet; and, ii) 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.

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- 7.1.2. A pooled Transaction, or portion thereof, may only be included in the Proposal if it originates from the bank.
- 7.2. If a bank Transaction is used as part of a 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 8.1.4 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 Evaluation Plan.
- 7.4. The Bidder may submit bank Transactions of any CCV value in its Proposal. The entire CCV value of bank Transactions submitted in the Proposal will become an Obligation 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 Proposal will not be counted in the evaluation.
- 7.5. The Bidder is encouraged to submit any proposed bank Transactions to the ITB bank well in advance of RFP release. Any bank Transaction, or portion thereof, included in the 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 a commitment to be achieved under the Contract.

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**Appendix A - Mandatory requirements certificate**

The Bidder, \_\_\_\_\_, declares and certifies that through this Proposal for the Project, the Bidder satisfies the following requirements:

Mandatory Requirement	Specific Terms and Conditions Commitment
1. Commits to achieving Transactions valued at one-hundred (100) percent of the Contract Price, (including options) measured in Canadian content value (CCV), to be achieved within the Achievement Period.	Article 3.1.1
2. Identifies its Bid Price (not including taxes and rounded to the nearest dollar) \$	Article 1.1.3
3(a). Identifies Transactions equal in total to not less than thirty (30) percent of its Bid Price measured in CCV.	Article 3.1.1, 3.1.2, 3.1.3, 3.1.4 and 3.1.6
3(b) Commits to identifying, one (1) year after the Effective Date of the Contract, additional Transactions that bring the cumulative total of identified Transactions to at least sixty (60) percent of the Contract Price (including options), measured in CCV;	Article 3.2.1
3(c) Commits to identifying, three (3) years after the Effective Date of the Contract, additional Transactions that bring the cumulative total of identified Transactions to 100 percent of the Contract Price (including options), measured in CCV.	Article 3.2.2
4. Commits to achieving not less than twenty-five (25) percent, of the Contract Price (including options) in Direct Transactions, measured in CCV.	Article 3.1.2.1
5. Commits to achieving not less than fifteen (15) percent, of the Contract Price (including options) in Small and Medium Business Transactions, measured in CCV.	Article 3.1.4
6. Accepts all of the ITB Terms and Conditions.	All articles and appendices
7. Has submitted all the following required components of a Proposal: <ul style="list-style-type: none"> <li>• Company Business plan;</li> <li>• ITB management Plan;</li> <li>• Regional Development plan;</li> <li>• Small and Medium Business development plan;</li> <li>• Export plan;</li> <li>• Gender and Diversity plan;</li> <li>• Detailed Transaction sheets, accompanied by a summary chart of all of them; and,</li> <li>• This mandatory requirements certificate, duly completed, signed and dated; and</li> <li>• The mandatory rated criteria certificate, as set out in Appendix B of this document, signed by a duly authorized company official.</li> </ul>	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.

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SIGNATURE

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NAME AND TITLE OF SENIOR COMPANY OFFICIAL

**Appendix B - Rated criteria certificate**

The Bidder, \_\_\_\_\_, declares and certifies that, through this Proposal for the Remote Minehunting and Disposal System (RMDS) Project, the Bidder makes the following Commitments, in response to the rated criteria outlined in section 6. These Commitments will become Obligations to be achieved within the Achievement Period

<b>Rated Criteria</b>	<b>Bidder Commitment</b>	<b>Maximum Points Available</b>	<b>Terms and Conditions Commitment Reference</b>
<b>Defence</b>		<b>40</b>	
Commitment to achieve Direct Transactions	xx%		Article 3.1.2.1
<b>Research and Development</b>		<b>30</b>	
Commitment to achieve Research and Development Transactions in the areas of:  <ul style="list-style-type: none"> <li>• Remotely-piloted Systems and Autonomous Technologies;</li> <li>• Sonar and Acoustic Systems; and,</li> <li>• In-Service Support</li> </ul>	xx%		Article 3.1.2.2
<b>Supplier Development</b>		<b>15</b>	
Commitment to achieve Supplier Development Transactions	xx%		Article 3.1.2.3
<b>Export</b>		<b>10</b>	
Commitment to achieve Export Transactions	xx%		Article 3.1.2.4
<b>Skills Development and Training</b>		<b>5</b>	
Commitment to Achieve Skills Development and Training Transactions	xx%		Article 3.1.2.5

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

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## **Remote Minehunting and Disposal System Project Industrial and Technological Benefits (ITB)**

### **Value Proposition Evaluation Plan**

Annex D – Value Proposition Bidder Instructions and Evaluation Plan

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## Annex D – Value Proposition Bidder Instructions and Evaluation Plan

To: Volume 1 Bidder Instructions and Requirements

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### 1. INTRODUCTION

- 1.1. The purpose of the Value Proposition (VP) Evaluation Plan (Evaluation Plan) is to describe the methodology that will be used to evaluate the VP Proposal (Proposal) submitted by the Bidder.
- 1.2. The Proposal will be evaluated as either responsive or not responsive. The Proposal will be deemed responsive if it: i) meets all of the mandatory requirements outlined in Section 2; and, ii) meets the minimum assessment values outlined in Section 3.
- 1.3. All responsive bids will then be evaluated based on rated criteria, as outlined in Section 4.
- 1.4. The results of the evaluation will be conveyed to the Contracting Authority. The results will then be integrated into the overall bid evaluation results.
- 1.5. The Bidder is strongly encouraged to closely review the entire Bidder Instructions document.
- 1.6. Defined terms not otherwise defined in this document have the meaning given to them in the Definition as part of the ITB Terms and Conditions and the Request for Proposal, including appendices, to which this Evaluation Plan is attached.

### 2. MANDATORY REQUIREMENTS

- 2.1. The chart below details each mandatory requirement and how the ITB Authority will assess whether it has been met. The Proposal will be assessed as responsive or not responsive. To be considered responsive, all mandatory requirements must be met.

<b>Mandatory Requirement</b>	<b>Method to Confirm</b>
1. Bidder commits to achieving Transactions, measured in Canadian content value (CCV), valued at 100 percent of the Contract Price, to be achieved within the Achievement Period.	Mandatory requirements certificate is duly signed and submitted.
2. Bidder has specified its Bid Price, not including taxes and rounded to the nearest dollar.	Mandatory requirements certificate is duly signed and submitted, with Bid Price provided.
3a. Bidder has identified Transactions which are detailed, fully described and equal in total to not less than 30 percent of the Bid Price measured in CCV.	CCV value of each Transaction in the Proposal is totalled, then compared against the Bid Price. Mandatory requirements certificate is duly signed and submitted.
3b. Bidder commits to identifying one (1) year after Contract award, Transactions that are detailed, fully described and bring the cumulative total of	Mandatory requirements certificate is duly signed and submitted.

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identified Transactions to not less than 60 percent of the Contract Price, measured in CCV.	
3c. Bidder commits to identifying three (3) years after Contract award, Transactions that are detailed, fully described and bring the cumulative total of identified Transactions to 100 percent of the Contract Price, measured in CCV	Mandatory requirements certificate is duly signed and submitted.
4. Bidder commits to achieving not less than twenty-five (25) percent, of the Contract Price (including options) in Direct Transactions, measured in CCV.	Mandatory requirements certificate is duly signed and submitted.
5. Bidder commits to achieving not less than 15 percent of the Contract Price in Small and Medium Business Transactions, measured in CCV.	Mandatory requirements certificate is duly signed and submitted.
6. Bidder accepts all of the ITB Terms & Conditions.	Mandatory requirements certificate is duly signed and submitted.
7. Bidder submits all the required components in its Proposal: <ul style="list-style-type: none"> <li>• Gender and Diversity Plan</li> <li>• Company Business Plan</li> <li>• ITB management Plan</li> <li>• Regional Development Plan</li> <li>• Small and Medium Business Development Plan</li> <li>• Export Plan</li> <li>• Detailed Transaction sheets, accompanied by a summary chart of all Transactions.</li> <li>• Signed Mandatory requirements certificate</li> <li>• Signed Rated criteria certificate</li> </ul>	Presence of each required component in the Proposal.  Mandatory requirements certificate is duly signed and submitted.

Table 2-1, Mandatory Requirements Evaluation Chart

2.2. Upon completion of the Mandatory Requirements Evaluation, for each responsive bid, Canada will conduct an additional evaluation, which consists of evaluating the requirements described in Section 3.

**3. MINIMUM ASSESSMENT VALUES**

3.1. The Plans will be evaluated to determine if they meet the minimum assessment values below.

3.1.1. The Bidder’s six Plans, excluding the gender and diversity Plan, will be evaluated to confirm that they are present in the Proposal. The Plans are then assessed for quality and for risk, using the assessments in Tables 3-1 and 3-2.

3.1.2. Quality will be assessed as to whether the Plans respond to the requested components outlined in Section 5 of the Bidder Instructions, the level of detail in

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the component, and how well the content of the Plan meets the ITB Objectives outlined in Section 3 of the Bidder Instructions.

- 3.1.3. Quality will be assessed on a scale of one (1) to four (4), using the values below in Table 3-1.

VALUE	PLAN – QUALITY ASSESSMENTS
4	<b>SUPERIOR</b> Plan contains detailed responses to four or more of the requested items in Section 5.4 to 5.7, both inclusive, as applicable, of the Bidder Instructions. The Plan demonstrates that many of Canada’s ITB Objectives will be met.
3	<b>GOOD</b> Plan contains detailed responses to three of the requested items in Section 5.4 to 5.7, both inclusive, as applicable, of the Bidder Instructions. The Plan demonstrates that several of Canada’s ITB Objectives will be met.
2	<b>POOR</b> Plan contains detailed responses to two of the requested items in Section 5.4 to 5.7, both inclusive, as applicable, of the Bidder Instructions. The Plan demonstrates that some of Canada’s ITB Objectives will be met.
1	<b>VERY WEAK</b> Plan contains detailed response to one or less of the requested items in the Section 5.4 to 5.7, both inclusive, as applicable, of the Bidder Instructions. The Plan does not demonstrate that Canada’s ITB Objectives will be met.

Table 3- 1, Plan Quality Assessments

- 3.1.4. Risk will be assessed as to whether the Plans respond to the risk areas outlined in Section 5 of the Bidder Instructions and the level of detail provided.
- 3.1.5. Risk will be assessed on a scale of one (1) to four (4), using the values below in Table 3-2.

VALUE	PLAN - RISK ASSESSMENTS
4	<b>SUPERIOR</b> Plan contains a detailed response to four or more of the risk areas in Section 5.3 of the Bidder Instructions, such that the probability of failure to achieve is extremely low.

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VALUE	PLAN - RISK ASSESSMENTS
3	<b>GOOD</b> Plan contains a detailed response to three of the risk areas in Section 5.3 of the Bidder Instructions, such that the probability of failure to achieve is low.
2	<b>POOR</b> Plan contains a detailed response to two of the risk areas in Section 5.3 of the Bidder Instructions, such that the probability of failure to achieve is moderate.
1	<b>VERY WEAK</b> Plan contains a detailed response to one or less of the risk areas in Section 5.3 of the Bidder Instructions, such that the probability of failure to achieve is significant.

Table 3- 2, Plan Risk Assessments

3.1.6. The Quality and Risk assessments agreed to by evaluators will be multiplied together and the sums added together to determine the final Plans assessment value for the Proposal.

3.1.7. The Bidder must achieve or exceed a final Plans assessment value of forty (40) (out of a possible eighty (80)).

**EXAMPLE:**

<b>Plan</b>	<b>Quality (A)</b>	<b>Risk (B)</b>	<b>Assessment Value (C)</b> <i>(C) = (A) x (B)</i>
Company business Plan	4	3	12
ITB management Plan	2	3	6
Regional development Plan	4	4	16
SMB development Plan	4	2	8
Export Plan	3	3	<b>9</b>
<b>Final plans assessment value</b>			51

Table 3.3 - Example

3.2. Evaluation of proposed Transactions

3.2.1 The Bidder’s proposed Transactions will be evaluated to determine whether they comply with the Bidder Instructions and with the ITB Terms and Conditions, with respect to eligibility criteria, valuation, banking and transaction types.

3.2.2 If a proposed Transaction does not meet the criteria outlined in 3.2.1, it will be rejected and will receive no further consideration during the mandatory or rated evaluation, or in the Contract.

3.2.3 If a proposed Transaction meets the criteria outlined in 3.2.1, it will then be evaluated using the rated evaluation criteria outlined in Section 4.

3.3. On completion of assessment of outlined in Section 3 of the evaluation process, for each responsive bid evaluated, Canada will carry out the Rated Evaluation portion of the evaluation process. This consists of the rated requirements as outlined in Section 4.

**4. RATED EVALUATION**

4.1. The Bidder’s proposed Commitments and Transactions will be evaluated against the rated criteria as described below.

4.1.1. Direct Work (40 Points):

*The Bidder may identify Direct Transactions above the mandatory requirement of 25%.as described in section 6.2 of the Bidder Instructions. Points will be awarded as follows:*

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Points will be awarded for a Commitment above 25%, measured in CCV as a percentage of the Bid Price, to achieve Direct Transactions. The Commitment will be rated as follows:

0.533 points will be awarded per one percent (1%) Commitment above the twenty-five (25%) mandatory requirement of the Bid Price in Direct Work.

4.1.2. Research and Development (30 Points):

*The Bidder may identify a Commitment to achieve Transactions in Research and Development as described in section 6.3 of the Bidder Instructions. Points will be awarded as follows:*

Points will be awarded for a Commitment, measured in CCV as a percentage of the Bid Price, to achieve Transactions involving Research and Development in the Key Industrial Capabilities areas of Remotely-Piloted Systems and Autonomous Technologies, Sonar and Acoustic Systems and In-Service Support. The Commitment will be rated as follows:

0.3 points will be awarded per each 1 percent of Commitment.

4.1.3. Supplier Development (15 Points):

*The bidder may identify a Commitment to achieve Transactions in Supplier Development as described in section 6.4 of the Bidder Instructions. Points will be awarded as follows:*

Points will be awarded for a Commitment measured in CCV as a percentage of the Bid Price, to achieve Transactions involving Supplier Development. The commitment will be rated as follows:

0.15 points will be awarded per each 1 percent of Commitment.

4.1.4. Exports (10 Points):

*The Bidder may identify a Commitment to achieve Transactions in Exports, in any defence and non-defence sector as described in section 6.5 of the Bidder Instructions. Points will be awarded as follows:*

Points will be awarded for a Commitment, measured in CCV as a percentage of the Bid Price, to achieve Transactions involving Exports. The commitment will be rated as follows:

0.1 points will be awarded per each 1 percent of Commitment.

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4.1.5. Skills Development and Training (5 Points)

*The Bidder may identify a Commitment to achieve Transactions in Skills Development and Training as described in section 6.6 of the Bidder Instructions. Points will be awarded as follows:*

Points will be awarded for a Commitment measured in CCV as a percentage of the Bid Price, to achieve Transactions involving Skills Development and Training. The commitment will be rated as follows:

0.05 points will be awarded per each 1 percent of Commitment.

- 4.2. Identified Transactions will be assessed to determine whether they align with each of the five rated evaluation criteria identified in sections 4.1.1 through 4.1.5. The Bidder should provide a level of detail sufficient to support the claim that the Transaction fits within a given criteria.
  - 4.2.1. Transactions where the Bidder does not demonstrate alignment with the rated evaluation criteria will receive zero points in the rated evaluation, but would be included as a Commitment to be achieved in the Contract.
  - 4.2.2. Transactions where the Bidder demonstrates alignment with the rated evaluation criteria will be scored as outlined below in section 4.4. These Transactions would also be included as a Commitment to be achieved in the Contract.
- 4.3. One identified Transaction may be aligned with multiple criteria and will be scored as such, up to the maximum total points. All Transactions and Commitments identified in the Proposal will be included as a Commitment and/or Obligation to be achieved in the ensuing Contract.
- 4.4. Commitments provided by the Bidder within the *Appendix B - Rated criteria certificate* as part of the Bidder's Instructions will be made against the Contract Price, whereas Transactions will be assessed against the Bid Price indicated within the *Appendix A – Mandatory requirements certificate*.
- 4.5. In the event that the Bidder identifies commitments or Transactions in its Proposal valued at more than 100 percent of the Bid Price, no additional points will be earned in the rated evaluation, above those outlined in the Evaluation Plan.
- 4.6. In the event that the cumulative sum of the Identified Transactions, measured in CCV, provided as part of the Proposal is greater than the Commitment indicated within the *Appendix B - Rated criteria certificate* of the Bidder's Instructions, the ITB Authority will accept the greater sum as the Bidder's final Commitment. The Bidder will then be evaluated on this sum in accordance with Article 4 of the Evaluation Plan.

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Table 4.3 below summarizes the rated evaluation scoring:

<b>Criteria</b>	<b>Available Points</b>	<b>Basis of Evaluation</b>
<b>Direct Work</b>		
Commitment	40	Commitment on signed rated criteria certificate
<b>Research and Development</b>		
Commitment in activities in the following Key Industrial Capability areas:  <ul style="list-style-type: none"> <li>• Remotely-piloted Systems and Autonomous Technologies;</li> <li>• Sonar and Acoustic Systems; and,</li> <li>• In-Service Support.</li> </ul>	30	Commitment on signed rated criteria certificate
<b>Supplier Development</b>		
Commitment	15	Commitment on signed rated criteria certificate
<b>Export</b>		
Commitment	10	Commitment on signed rated criteria certificate
<b>Skills Development and Training</b>		
Commitment	5	Commitment on signed rated criteria certificate
<b>Total Points</b>	100	

**Table 4-1 – Transaction Scoring**

4.7. Total VP Score: The Bidder’s scores for Commitments and Identified Transactions will be totaled to reach a Total VP Score, which will then be weighted at twenty (20%) percent of the total available score for the Project’s overall bid evaluation.

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<b>Criteria</b>	<b>Bidder 1 Commitment</b>	<b>Bidder 2 Commitment</b>	<b>Basis of Evaluation</b>
<b>Direct Work</b>	30%	55%	
Points (Maximum of 40)	2.67	15.99	Commitment on signed Rated criteria certificate – Appendix B of the Bidder’s Instructions
<b>Research and Development</b>	60%	70%	
Points (Maximum of 30)	18	21	Commitment on signed Rated criteria certificate – Appendix B of the Bidder’s Instructions
<b>Supplier Development</b>	60%	40%	
Points (Maximum of 15)	9	6	Commitment on signed Rated criteria certificate – Appendix B of the Bidder’s Instructions
<b>Export Strategy</b>	10%	15%	
Points (Maximum of 10)	1	1.5	Commitment on signed Rated criteria certificate – Appendix B of the Bidder’s Instructions
<b>Skills Development and Training</b>	5%	4%	
Points (Maximum of 5)	0.25	0.2	Commitment on signed Rated criteria certificate – Appendix B of the Bidder’s Instructions
<b>Total Points: 100</b>	<b>30.92</b>	<b>44.69</b>	

Table 4-2 – Draft Evaluation Scenario

## 5. PROCESS

- 5.1. The evaluation is led by the ITB Authority, with participation from representatives of the regional development agencies, and, if required, other subject matter experts.
- 5.2. Evaluation assessments and scoring will be carried out by consensus, wherein the Bidder’s Proposal will be read, discussed and each evaluator will agree to a score for each rated element. Consensus on broader issues will be sought, such that evaluators agree on the need for and nature of any clarifying questions or advice sought from outside experts. Where consensus on scoring, issues or other questions cannot be reached following discussion, the ISED Evaluation Lead will make the final decision.
- 5.3. The ITB Authority will hold overall responsibility for ensuring that the members of the evaluation team carry out their responsibilities. The ITB Authority will act as the liaison between the evaluation team and outside officials.