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11 Laurier St. / 11, rue Laurier

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Québec

K1A 0S5

Bid Fax: (819) 997-9776

**SOLICITATION AMENDMENT  
MODIFICATION DE L'INVITATION**

The referenced document is hereby revised; unless otherwise  
indicated, all other terms and conditions of the Solicitation  
remain the same.

Ce document est par la présente révisé; sauf indication contraire,  
les modalités de l'invitation demeurent les mêmes.

**Comments - Commentaires**

**Vendor/Firm Name and Address**

Raison sociale et adresse du  
fournisseur/de l'entrepreneur

**Issuing Office - Bureau de distribution**

Maritime Aircraft Division/Division de aéronefs  
maritimes

11 Laurier St. / 11, rue Laurier

8C1, Place du Portage

Gatineau

Québec

K1A 0S5

<b>Title - Sujet</b> ALSE SBCA	
<b>Solicitation No. - N° de l'invitation</b> W8485-216446/A	<b>Amendment No. - N° modif.</b> 003
<b>Client Reference No. - N° de référence du client</b> W8485-216446	<b>Date</b> 2021-09-14
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$\$BQ-169-28241	
<b>File No. - N° de dossier</b> 169bq.W8485-216446	<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 Standard Time EST <b>on - le 2021-11-16</b> Heure Normale de l'Est HNE	
<b>F.O.B. - F.A.B.</b> <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> O'Brien, Aidan	<b>Buyer Id - Id de l'acheteur</b> 169bq
<b>Telephone No. - N° de téléphone</b> (873) 469-3823 ( )	<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**

<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/</b> <b>de l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b>	
<b>Signature</b>	<b>Date</b>

**Amendment Number 003 of the Letter of Interest W8485-216446/A, is raised to extend the solicitation date and to publish questions and answers:**

**1. At page 1 of the amendment 002:**

**DELETE:**

Solicitation Closes at 02:00 PM Eastern Daylight Saving Time EDT

on 2021-09-16

and

**INSERT:**

Solicitation Closes at 02:00 PM Eastern Standard Time

**on 2021-11-16**

**2. Questions and answers:**

**QUESTION 1 :** Is Canada planning to have one contract for all NSNs listed or will there be multiple contracts?

**ANSWER 1 :** Canada is looking for the best way to sustain all of these NSN and has not decided if the best method is one or multiple contracts.

**QUESTION 2 :** How will Canada address the challenges of implementing Value Proposition/ ITB Requirements on SMBs that may struggle to fulfill ITB commitments?

**ANSWER 2 :** ITB applicability and individual Value Proposition requirements will be determined following industry engagement and conclusion of internal analysis. Division of contracts, contract values and possible economic leveraging opportunities will all influence applicability.

**QUESTION 3 :** How/ were ITBs applied to AMSE? Why were ITBs excluded? What's different about this contract that may influence applicability?

**ANSWER 3 :** Following the AMSE SBCA, it was determined that ITB's would not applied to AMSE. As with all procurements, ITB applicability is assessed on a case-by-case basis. ITB applicability for ALSE and it's sub components will be determined concluding industry engagement and further internal analysis.

**QUESTION 4 :** For this type of service contract, how would ITBs be implemented?

**ANSWER 4 :** ITB applicability and individual Value Proposition requirements will be determined following industry engagement and conclusion of internal analysis. Division of contracts, contract values and available economic leveraging opportunities will all influence applicability.

**QUESTION 5 :** If not all of the contracted companies are based in Canada, will their contribution be eliminated from the overall contract value?

**ANSWER 5 :** The ITB policy applies to 100% of the contract value. If the policy applies to a given contract, regardless of where a given contractor is based, they will have an obligation. The obligation can

be fulfilled through direct and indirect work but must be fulfilled to the 100% of contract value in Canadian Content.

**QUESTION 6 :** In terms of the ITB VP, will there be specific export pillar commitments? What types of activities would be considered exports under this particular procurement?

**ANSWER 6 :** As with all VP commitments, Export ITB requirements will be determined based upon engagement and internal analysis. At this time, specific export requirements have not been determined. The ITB export definition can be found along with other key terms and conditions on the ITB website:

[https://www.ic.gc.ca/eic/site/086.nsf/eng/h\\_00011.html](https://www.ic.gc.ca/eic/site/086.nsf/eng/h_00011.html)

**QUESTION 7 :** Will there be a comment period following the Draft RFP?

**ANSWER 7 :** Yes.

**QUESTION 8 :** Will there be another Q&A before the draft RFP comes out?

**ANSWER 8 :** No.

**QUESTION 9 :** The part numbers listed in the Letter of intent, are these all the stock codes for the project?

**ANSWER 9 :** The numbers listed in the LOI are all of the ALSE/SAR-AD items that are currently or recently contracted for 3rd line R&O as well as other items that Canada anticipates requiring 3rd line R&O.

**QUESTION 10 :** We understand you will value Canadian Content, will it be on the contractor to ID Canadian content value?

**ANSWER 10 :** Yes, the contractor is responsible for determining the CCV value of their given product or service. The definition of CCV and how it is calculated can be found in the ITB model Terms and Conditions on the ITB Website:

[https://www.ic.gc.ca/eic/site/086.nsf/eng/h\\_00011.html](https://www.ic.gc.ca/eic/site/086.nsf/eng/h_00011.html)

**QUESTION 11 :** Will the RFP detail how the work will be invoiced or will the companies be allowed to propose ways to invoice the work? We currently do progress billing and feel that there are better ways to invoice.

**ANSWER 11 :** The draft RFP will indicate how Canada plans for Industry to invoice. Industry will have the opportunity to suggest different methods. Canada may consider these suggestions and will state how Canada is to be invoiced in the Final RFP.

**QUESTION 12 :** With other customers we have a set fee for the inspection and a set fee for the R&O. The customer is notified if the R&O will be more than the set fee due to additional work that is required before work is started. Will Canada consider something like this?

**ANSWER 12 :** Canada is looking at all options to find the best solution and is considering all options.

**QUESTION 13 :** Will the repairs use the Maximum Repair Cost (MRC) and how will they be updated as the prices increase over the life of the contract?

**ANSWER 13 :** The process with respect to the MRC and updates will be included in the Draft RFP.

**QUESTION 14 :** Is there a way that we could get paid for small taskings to reduce the paperwork required for full TIES tasking?

**ANSWER 14 :** The process with respect to the TIES and small taskings will be included in the Draft RFP. Industry will have an opportunity for review and comment.

**QUESTION 15 :** Why are some of the items that are under our current contract included in this LOI?

**ANSWER 15 :** Canada is looking for the best options to support all of these items over the long term.

**QUESTION 16 :** The part number is listed on the letter of intent. Are those the entire full list of life support equipment or just a subset based on contracts that are possibly expiring or. Could there possibly be more part numbers to be added?

**ANSWER 16 :** The numbers listed in the LOI are all of the ALSE/SAR-AD items that are currently or recently contracted for 3rd line R&O as well as other items that Canada anticipates requiring 3rd line R&O.

**QUESTION 17 :** What is the cut off time for asking question WRT the LOI?

**ANSWER 17 :** Industry can ask questions up until the LOI closes.

**QUESTION 18 :** How much Canadian content value is needed in a manufactured product in Canada to separate a Canadian company bid over a bid from a foreign company ?

**ANSWER 18 :** Regardless of the CCV of the immediate product they are delivering, a winning bidder will be held to the 100% of contract value which can be fulfilled through a variety of activities across different VP Pillars. This can include direct (direct platform maintenance or support) and indirect work (work unrelated to the immediate procurement such as internal R&D, exports, commercial activities, etc). Specific mandatory and rated criteria that align with Canada VP Pillars will be determined by ISED and included in the final RFP. It will ultimately be up to the bidders to assess those mandatory and rated criteria and provide their best Value Proposition to Canada.

**\*\*\* ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED \*\*\***