



RETURN BIDS TO:

RETOURNER LES SOUMISSIONS À:

Bid Receiving - PWGSC / Réception des soumissions -
TPSGC
11 Laurier St. / 11, rue Laurier
Place du Portage, Phase III
Core 0B2 / Noyau 0B2
Gatineau, Québec K1A 0S5
Bid Fax: (819) 997-9776

**SOLICITATION AMENDMENT
MODIFICATION DE L'INVITATION**

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

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

Comments - Commentaires

**Vendor/Firm Name and Address
Raison sociale et adresse du
fournisseur/de l'entrepreneur**

Issuing Office - Bureau de distribution
Systems Integration & Software Development Division
(XG)/Div. d'Intégration des systèmes et du
développement des logiciels (XG)
Terrasses de la Chaudière 4th Floor
10 Wellington Street
Gatineau
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Title - Sujet AIT Project Procurement	
Solicitation No. - N° de l'invitation W6381-180019/B	Amendment No. - N° modif. 005
Client Reference No. - N° de référence du client W6381-180019	Date 2021-11-10
GETS Reference No. - N° de référence de SEAG PW-\$\$XG-624-39767	
File No. - N° de dossier 624xg.W6381-180019	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM Eastern Standard Time EST on - le 2022-02-22 Heure Normale de l'Est HNE	
F.O.B. - F.A.B. Specified Herein - Précisé dans les présentes	
Plant-Usine: <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input checked="" type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: NGUYEN, Mark Nam	Buyer Id - Id de l'acheteur 624xg
Telephone No. - N° de téléphone () - ()	FAX No. - N° de FAX () -
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction:	

Instructions: See Herein

Instructions: Voir aux présentes

Delivery Required - Livraison exigée	Delivery Offered - Livraison proposée
Vendor/Firm Name and Address Raison sociale et adresse du fournisseur/de l'entrepreneur	
Telephone No. - N° de téléphone Facsimile No. - N° de télécopieur	
Name and title of person authorized to sign on behalf of Vendor/Firm (type or print) Nom et titre de la personne autorisée à signer au nom du fournisseur/ de l'entrepreneur (taper ou écrire en caractères d'imprimerie)	
Signature	Date

RFI Amendment No.005 is issued to:

- A. Inform vendors that Canada has received responses to the RFI posted on Buyandsell.gc.ca on 15 July 2021. Annex A – RFI Feedback summarises these responses which will be used to guide future discussions during the AIT consultative process.
- B. Inform vendors that Canada is inviting interested parties to participate in one-on-one meetings with the AIT Project Team to discuss the newly proposed costing structure and to better understand what additional information is required to finalize the requirements for the upcoming Request for Proposal, and ultimately ensure the success of the AIT initiative. These meetings will take place during the period of November 24 and December 10, 2021.

Interested participants are invited to register for a one-on-one meeting by agreeing to the Rules of Engagement which are attached herein as Appendix A - Rules of Engagement W6381-170009/B as well as completing the Appendix B – Registration Form. Both documents are to be returned to the Contracting Authority in order to reserve a meeting time slot.

ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED.

ANNEX A – RFI FEEDBACK TO INDUSTRY

Canada has received responses to the RFI posted on Buyandsell.gc.ca on 15 July 2021. Informed by comments provided in the RFI responses, Canada is shifting the costing structure to a combination of time and materials for the integration and implementation of the AIT solution and fixed firm price for the design, hardware and software components.

An additional substantive change to the final RFP/SOW will be the addition of optional work to extend and expand upon the initial delivered AIT solution on a time and material basis. At present Canada's intent is to include the following items in the final RFP as optional work:

- i. Acquisition, configuration, and delivery of additional AIT end devices including supporting software to additional Service Locations and Equipment Platforms, as required;
- ii. Acquisition, configuration and delivery of additional Mobile Applications to enable specified end users to use the mobile AIT end devices delivered by the Contractor to perform specified DRMIS transactions, as required; and
- iii. Provision of professional services to configure DRMIS to enable specified end users to print additional types of barcode label using AIT end devices delivered by the Contractor, as required.

These aforementioned options will enable Canada to take advantage of the contracting vehicle resulting from the final SOW/RFP to make further improvements to Defence Supply Chain.

Canada wishes to clarify the following with respect to the scope of the forthcoming RFP:

- a) The tagging of material, (i.e. placing barcodes on materiel), data analytics, dashboard reporting and satellite communications are not within scope of this RFP; this will be explicitly stated in the final RFP/SOW.
- b) Cellular connectivity and SIM cards for the AIT solution will be acquired via Shared Services Canada (SSC) via their existing contracts; this requirement will be explicitly stated in the final RFP.
- c) Canada is seeking a prime vendor that may partner with other firms to deliver the AIT solution in its entirety as opposed to multiple vendors for discrete solution components.

The following is a summary of the responses to the six questions in the RFI.

1. Is the existing SOW within the RFP sufficiently clear, detailed and structurally sound to enable suppliers to successfully bid on the forthcoming RFP?

Industry has indicated that the SOW is not sufficiently clear and detailed to obtain a fixed firm price for the AIT solution. Canada is updating the SOW to eliminate ambiguity based on the specific examples provided. To this end, the mandatory requirements will be explicitly stated. Canada will similarly provide in the final RFP more detailed requirements and information requested by industry, such as workflow diagrams, Initial Operational Concept (IOC) and Final Operational Concept (FOC) criteria, barcode and label reading and printing requirements, floor plans and the most up-to-date information available in terms of DND's evolving architecture within which the AIT solution will be integrated. To facilitate this effort and to better understand the shortcomings and missing information noted by some firms, Canada has some specific follow-on questions in this regard at the forthcoming one-on-one meetings.

Some firms have requested information on Canada's intended implementation plan. A staggered implementation as opposed to a "big bang" is envisaged given the number of sites. A list of prioritized sites will be provided in the final SOW/RFP. Bidders are expected to propose a schedule and timeline for each

of the phases noted in conjunction with their Project Management Plan (PMP), based on an assessment of the Work involved. This could include a pilot phase/ proof of concept. The PMP should also include the bidder's proposed methodology.

2. Can the SOW be improved in terms of clarity, structure and information provided to ensure that suppliers are able to successfully bid on the forthcoming RFP?

Industry has indicated that the SOW can be improved in terms of clarity, structure and information provided to ensure that vendors are able to successfully bid on the forthcoming RFP. Specific examples have been provided which will inform the final RFP under development. To facilitate this effort and better understand the shortcomings and missing information noted by some firms, Canada has some specific follow-on questions in this regard at the forthcoming one-on-one meetings.

3. If the SOW can be improved, please provide specific recommendations in terms of amending the structure, providing additional detail and enhancing the clarity of the SOW. This information will assist the client department in refining the SOW for release to industry as part of the final RFP that is anticipated to be released in November 2021.

Canada has reviewed the specific recommendations. Canada is of the view that some of the suggested detail in terms of requirements will be the responsibility of the Vendor, e.g. system design, others have been provided in Appendix 2 of the SOW System Requirements Specifications (SRS) (Section 4 and 4.6 of the SRS in particular) and others we agree should be enhanced or developed and inserted in the SOW. Canada requests that industry provide some of examples of requirements in Section 4 and the SRS and 4.6 in particular that are sufficiently detailed and others that are not; and indicate what areas; aspects of the requirement are insufficiently detailed or problematic.

Some firms indicated that some of the deliverables are unclear. Canada would appreciate if Industry could please indicate which deliverables are sufficiently described and which are not. It would be helpful if Industry could provide examples of deliverable that are not sufficiently described and what kind of detail is required for a clear description.

One firm recommended the provision of a Technical Investigation and Engineering Services (TIES) contractual mechanism for the integration work which can be used for scoping studies against which Additional Work Requests (AWRs) can then be raised for Firm Fixed Price work. This recommendation is accommodated with Canada's approach to have the integration and implementation work be undertaken on a time and material basis with task authorisations and this requirement will be set out in the RFP.

4. Are suppliers able to provide a Fixed Firm Price (FFP) for the Core Requirements in the SOW?

Industry has indicated that they cannot provide a fixed firm price for the current iteration of the SOW. Detailed examples of the information required to obtain fixed price have been provided and will be considered.

One firm has recommended the addition of flexibility to the pricing structure by including Milestone based pricing and Time & Material. The final RFP will include Time and Materials with a ceiling for both integration and implementation. Milestone pricing will be imbedded in the fixed firm price approach for solution design, hardware and software components, e.g. the initial design work will be a milestone in the contract with a fixed price; Canada will pay a fixed amount once the vendor provides the fixed deliverable for an initial design.

5. If suppliers are not able to provide a Fixed Firm Price for the Core Requirements in their entirety, please indicate the specific requirements for which a Fixed Firm Price will be possible.

Two firms indicated that a firm fixed price could be provided if the noted uncertainty is eliminated and the specified more detailed requirements included in the final iteration of the SOW. To this end, Canada is working to eliminate the specified uncertainty and add more detailed requirements where appropriate as noted above.

6. For the Non-Core Deliverables related to the acquisition and installation of additional bulk fuel tank sensors for electronic monitoring of the quantities of fuel added (in-flow) and removed (outflow), this requirement is dependent upon funding availability. Suppliers will provide, as a discretionary option only, a fixed firm price for the purchase, installation, integration with DRMIS and ISS of the sensors and any associated software and infrastructure to deliver a fully functional and seamless capability, albeit with the understanding that this component will only be implemented if there is sufficient funding. Canada may exercise this option and authorize the Supplier to proceed with the delivery of this component at 1) the onset of the project if there is sufficient budget or 2) near the end of the project if it becomes evident that actual overall project implementation costs will be lower than anticipated. To facilitate the latter scenario and any future initiative to expand the AIT solution, the supplier must ensure that the solution for the in-tank level fuel monitoring sensor core requirement is compatible with the implementation of inflow and out-flow fuel sensors. In this context, please address the following questions:

- (i) What would be the impact on the implementation of the Non-Core Deliverables if funding only became available after the completion of the Core Project Deliverables related to Workstream 3: Fuel Management near the end of the project?**
- (ii) Is there a decision point during the implementation when the supplier would need to know if Canada will exercise the inflow, out-flow fuel option in order to a) take advantage of technical options and implementation efficiencies with their associated cost savings; and, in turn, b) Canada to obtain the firm fixed price for this deliverable?**
- (iii) Would the simultaneous implementation of both the core and non-core fuel sensor solution result in considerable efficiencies and cost savings?**

With respect to question i) and ii) one firm stated if the acquisition is moved to an unspecified point in the future there will be greater uncertainty in sensor prices, including foreign exchange risk. For a FFP contract, this uncertainty would be reflected in the price offered at the time of bid. Another firm identified "an impact, though limited, on the implementations of the Non-Core Deliverables if funding only become available after the completion of the Core Project Deliverables." Further, to take advantage of synergies for design and implementation phases, a decision is required before the technical blueprint is finalized (which would be between 6 to 9 months from the start of the project). Another stated that the provision of in/out flow sensors should be considered during the Solution Design phase when the solution architecture blueprint is developed. This will avoid rework of re-architecting the solution with the inclusion of flow meter.

All respondents to question iii) agreed that that simultaneous implementation of both the core and non-core fuel sensor solution result in efficiencies and cost savings. One firm noted that such savings would be considerable observing that it is more efficient to procure, install and integrate sensors and other hardware at fuel tank locations at the same time. Another predicted savings of between (0.5%-3%) based on the overall scope of this project; another state that there would be efficiencies in terms of project management and implementation cost efficiencies but did not specify the magnitude.

The provision of inflow and outflow meters will remain a non-core requirement dependant on funding availability. Canada understands that the availability of sufficient funding for this component at the onset

of the project will afford some efficiencies and cost savings as noted by Industry in their responses to the RFI

- 7. In accordance with the Canada's Policy on Green Procurement, are there methods of integrating environmental considerations specific to AIT which could be incorporated into the final solicitation and evaluation documents in order to promote environmental sustainability?**

Canada will consider the many suggested methods in preparing the final RFP/SOW.