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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
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Issuing Office - Bureau de distribution

Future Aircrew Training (FAcT) / Formation du
personnel navigant de l'avenir (FPNA)

25 Nicholas, 17th Floor

Ottawa

Ontario

K1A 0S5

Title - Sujet Industry Engagement FAcT – Virtual Industry Engagement Session	
Solicitation No. - N° de l'invitation W3471-130001/M	Amendment No. - N° modif. 003
Client Reference No. - N° de référence du client W3471-130001	Date 2021-11-24
GETS Reference No. - N° de référence de SEAG PW-\$\$NP-002-28362	
File No. - N° de dossier 002np.W3471-130001	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 2022-02-28 Heure Normale de l'Est HNE	
F.O.B. - F.A.B. Plant-Usine: <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: Pope(002np), Kathryn	Buyer Id - Id de l'acheteur 002np
Telephone No. - N° de téléphone (613) 971-6318 ()	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
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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

Future Aircrew Training (FAcT) – Virtual Industry Engagement Session

AMENDMENT 003

Amendment 003 has been created to provide Canada's responses to the questions asked by industry during the 25th October 2021, Virtual Industry Engagement Session. This amendment is associated with the Letter of Interest no. W3471-130001/M.

All other terms and conditions remain unchanged.

Future Aircrew Training (FAcT) – Virtual Industry Engagement Session

Canada's responses to industry's questions during the 25 Oct 2021 Industry Engagement

- Question:** "Will it be possible to get the presentations? How do we get them?"
Answer: *Yes, on the 27 Oct 21, Canada's presentations were made available on the Buyandsell. [FAcT - Virtual Industry Engagement Session \(W3471-130001/M\) - Buyandsell.gc.ca](#)*
- Question:** "Will all of the presentations be issued on Buy and Sell, or just the materials furnished by Canada?"
Answer: *Only Canada's presentation will be posted on Buyandsell.*
- Question:** "Good day, I would like to know if the presentations will be made available. I missed a few minutes at the beginning. I might have missed some information. Thank you."
Answer: *Canada's presentation will be available on the Buyandsell.*
- Question:** "When will the Request for Proposal (RFP) likely be released? What is your level of confidence this can be achieved?"
Answer: *Canada is confident that we will be able to release the RFP to the Qualified Suppliers late in the fall.*
- Question:** "How large is the Value Proposition (VP) percentage in the program overall scoring?"
Answer: *At this time, the plan is to have a 15% weight for VP. This may be subject to change.*
- Question:** "Will you be returning to pro-rated VP scoring which served to highly motivate bidders and differentiated VP scores or will you follow the recent trend of caps on each VP pillar which drives behaviour of bidders bidding about the same score?"
Answer: *As described in Slide 47 on the Industry Day slides, the FAcT Value Proposition will allow bidders to put forward commitments that will total 100% of contract value, and will allow for bidders to maximize their scores when providing investments. We have adapted the Value Proposition through Industry feedback in regards to the scoring approach and confirm that the FAcT Value Proposition will have sufficient incentives, including scoring frameworks, to ensure strong industrial benefits for Canada.*
- Question:** "Will an ITB Obligor receive a multiplier if it purchases products or services from aboriginal or under represented businesses or does another ITB/VP eligible activity, such as R&D or exporting? The present proposed guidelines only identify aboriginal/under represented groups under the training area. Some of these vendors don't need training; and, are ready to supply our sector."
Answer: *The 5x credit multiplier will only apply to Skills Development and Training activities involving Indigenous Peoples. Any other activity with Indigenous peoples, such as R&D or exports, can be counted against other pillars of the FAcT Value Proposition.*
- Question:** "Under Clean Technology. Don't you mean Clean Technology for the Defence Sector. As you are aware the Key Industrial Capabilities (KICs) were to support Canada's defence Sector and DND. If this is not the case, this would appear to be a clear deviation from the Defence Procurement Strategy (DPS), the VP intent and the Government decisions around them. Also if you include all Clean Technologies, aren't you risking a bidder offsetting some of the lower technology levels of this procurement with low level Clean Technologies."
Answer: *As part of the Innovation and Exports pillar, the Clean Technology focus area will be applied as an incentive for companies to invest in commitments that support government directives such as the Innovation & Skills Plan, the Greening Government Strategy and the DND Defence Energy and Environment Strategy. This includes both defence and commercial applications.*
- Question:** "Reference to slide 52 Economic Benefits - Key Industrial Capabilities: It was mentioned that Indigenous training could be eligible for a 5 times multiplier. There was then a suggestion that this could be done to concurrently meet other priorities. Could you please expand on that a bit?"

Answer: *As referenced in Slide 36 of the deck, Skills Development and Training activities with Indigenous Peoples may fulfill commitments in the Indigenous Participation Plan, as well as fulfill other commitments in the VP Skills Development and Training pillar, including commitments with Under-Represented Groups.*