



RETURN BIDS TO:

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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

Letter of Interest

Lettre d'intérêt

Vendor/Firm Name and Address

Raison sociale et adresse du
fournisseur/de l'entrepreneur

Issuing Office - Bureau de distribution

Armoured Vehicles Support/Soutien des véhicules
blindés

11 Laurier St./11, rue Laurier

Place du Portage Phase III 6C1

Gatineau

Québec

K1A 0S5

Title - Sujet Next Generation Fighting Vehicle Pr Véhicule combat nouvelle génération	
Solicitation No. - N° de l'invitation W6399-19KH53/D	Amendment No. - N° modif. 004
Client Reference No. - N° de référence du client W6399-19KH53	Date 2021-12-03
GETS Reference No. - N° de référence de SEAG PW-\$SBL-299-28290	
File No. - N° de dossier 325bl.W6399-19KH53	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM Eastern Daylight Saving Time EDT on - le 2022-03-31 Heure Avancée de l'Est HAE	
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: Parent, Derek	Buyer Id - Id de l'acheteur 325bl
Telephone No. - N° de téléphone (819) 790-8315 ()	FAX No. - N° de FAX () -
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction: N/A	

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



Letter of Interest (LOI) W6399-19KH53/D

Amendment 004

Next Generation Fighting Vehicle (NGFV) Project

Amendment 004 is raised to provide **1)** additional information and **2)** invite Industry to provide answers to an additional nine (9) questions with regards to the In-Service Support (ISS) Contract concept for the Next Generation Fighting Vehicle (NGFV).

Industry feedback related to the additional information and/or answers to the additional questions is requested on or before January 31, 2022 to allow Canada to better understand what industry has to offer and to help the NGFV Project team further define the requirement.

1) Additional Information

The intent is to establish a long-term, performance-based In-Service Support Contract for the NGFV.

- Contract Period estimated at 20+ years (includes a steady-state where the Contractor conducts ISS under a Performance Management Framework and a close-out phase which is initiated by either contract termination or disposal of the NGFV fleet).
- Initial (TBD) year contract term with additional (TBD) year Rolling Wave or Traditional Linear options for renewal.

The Rolling Wave Contract concept based on the outcomes of Key Performance Indicators (KPIs) is illustrated below at [Figure 1 – Illustration of a Rolling Wave Contract for the Context of the Questions](#).

The Traditional Linear Contract concept based on the outcomes of Key Performance Indicators (KPIs) is illustrated below at [Figure 2 – Illustration of a Traditional Linear Contract for the Context of the Questions](#).

KPIs are quantitative measures of performance that drive possible performance incentives. Each KPI is to include a desired and a minimum acceptable specified level of performance that the contractor must achieve. Satisfactory KPI ratings will factor into Canada's decision to exercise its contract option years and be used to calculate the possible performance incentive payments on a specified basis in accordance with the terms and conditions of the contract.

2) In-Service Support Performance-based Contract Questions to Industry:

Q1. Does Industry have a preference for a rolling wave contract versus a more traditional linear contracting concept?



Q2. In the case of a rolling wave contract, does industry have any suggestions for the following:

- the optimal Initial Contract period (Period A in figure 1);
- the Contract Option period (Period B in figure 1); and
- the optimal decision point based on performance to exercise the next contract option, the Lead time to Decision Point (Period C in figure 1).

Q3. In the case of traditional linear contracting, does industry have any suggestions for the following:

- the Initial Contract period (Period D in figure 2); and
- Contract Option period (Period E in figure 2).

Q4. Does Industry have experience with KPIs that measure performance with respect to outcomes within a performance-based ISS Contract? If yes, what was the experience and the lessons learned?

Q5. What KPIs (e.g.: System Availability, Contractor Supply Chain Performance with respect to parts and consumables, Contractor's management of obsolescence risk, Contractor's effectiveness in resolving technical problems, Contractor's effectiveness in delivering its ITB/VP commitments, etc.) does Industry see that could be applied to the NGVF ISS Contract to measure performance founded on what is currently known of the requirements or Industry's assumptions?

Q6. What weight factor percentage, as per the below example, is recommend based on individual importance for each potential KPI that Industry sees as being applied to measure performance with respect to the outcomes?

Example KPI Description Weight Factor %

System Availability 40%
Contractor Supply Chain Performance 20%
Obsolescence Management 15%
Technical Problem Resolution 15%
ITB/VP 10%
Totals 100%

Q7. How would Industry measure the proposed KPIs in order to drive the possible performance incentives including the desired and minimum acceptable level of performance?

Q8. How often should KPIs be reported on (e.g.: weekly, monthly or etc.) measured (e.g.: quarterly or annually)?

Q9. Would Industry like to have performance incentive payments on a stated basis based on satisfactory KPI ratings built into the ISS contract, the reason why and the recommended frequency of the possible payments?



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Canada



Serving
GOVERNMENT,
serving
CANADIANS.

Industry is encouraged to provide, at any time during this solicitation, additional information or feedback that is felt to be relevant to the NGVF Project.

ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED

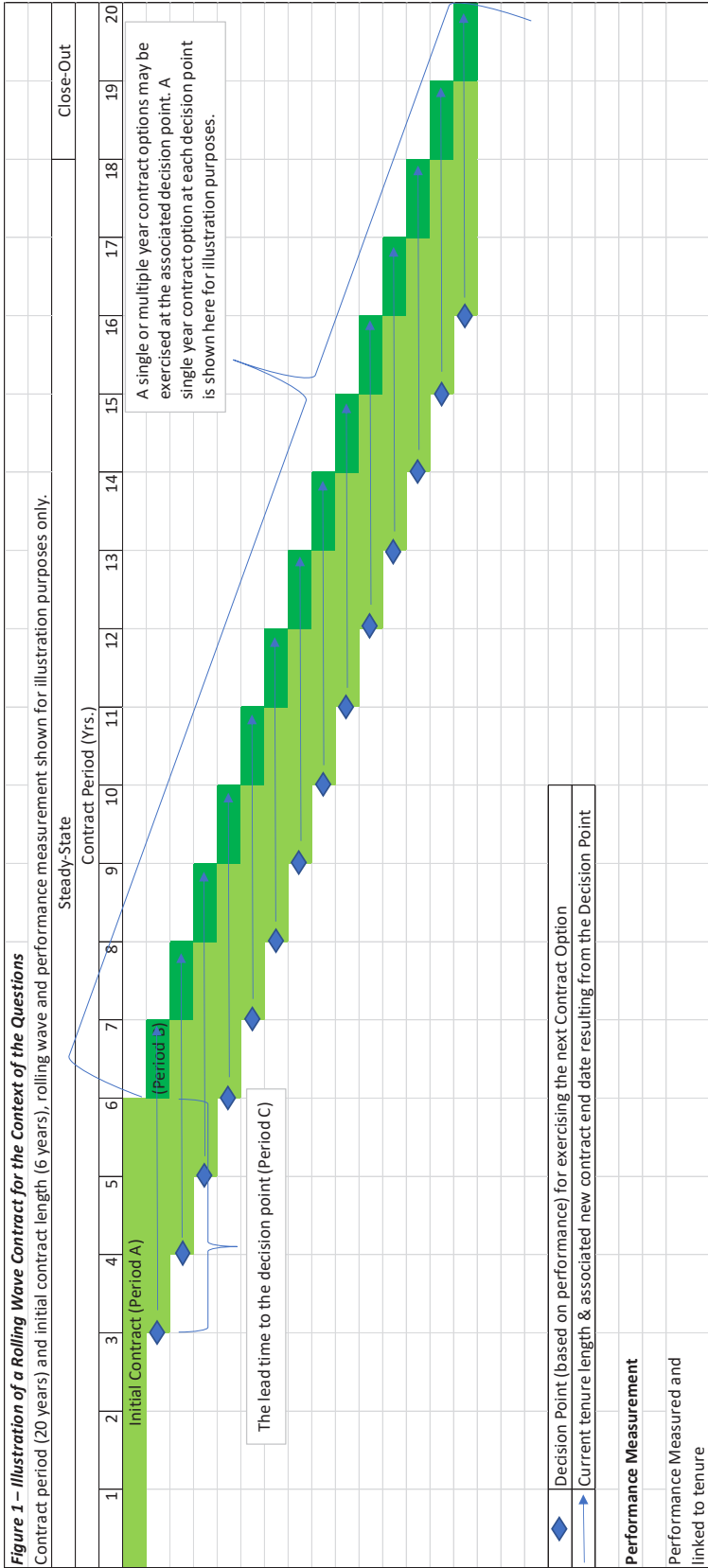




Figure 2 – Illustration of a Traditional Linear Contract for the Context of the Questions
Contract period (20 years) and initial contract and options length for illustration purposes only.

Figure 2 – Illustration of a Traditional Linear Contract for the Context of the Questions																				
Contract period (20 years) and initial contract and options length for illustration purposes only.																				
Steady-State										Contract Period (Yrs.)										Close-Out
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	
Initial Contract (Period D)										Option 1 (Period E)	Option 2	Option 3	Option 4	Option 5						
Two examples are shown as different option to fulfill the requirement for the 20 years life cycle for illustration purposes only.																				
Initial Contract (Period D)										Option 1 (Period E)	Option 2	Option 3	Option 4	Option 5	Option 6					
◆	Decision Point (based on performance) for exercising the next Contract Option																			
Performance Measurement																				
Performance Measured and linked to tenure																				