

March 2022

# Camp Sustain (CS) Project Industry Day Presentation



Public Works and  
Government Services  
Canada

Travaux publics et  
Services gouvernementaux  
Canada

Canada 

# Agenda

Opening Remarks	Patrick Fortin, DND PM
Introduction of Camp Sustain Team	Patrick Fortin, DND PM
PSPC Introduction	Ian Arboleda, PSPC CA
Procurement Status / Industry Engagement Plan / RFI	Ian Arboleda, PSPC CA
Schedule	Ian Arboleda, PSPC CA
Operational Considerations	Lcol Ryan Adams, DND PD
Project Management Office	Patrick Fortin, DND PM
BREAK	15 minutes
Industrial and Technological Benefits / Value Proposition	Edin Sabotic, ISED PM
Questions / Closing	Ian Arboleda, PSPC CA



# Government of Canada Team

## Public Service Procurement Canada (PSPC)

- Contracting Authority (CA) – **Ian Arboleda**

## Department of National Defence (DND)

- Project Manager (PM) - **Patrick Fortin**
- Procurement and Finance Manager - **Joseph Martines**

## Canadian Armed Forces (CAF)

- Project Director (PD) - **LCol Ryan Adams**

## Innovation, Science and Economic Development Canada (ISED)

- Industrial and Technological Benefits (ITB) – **Edin Sabotic**

## Raymond Chabot Grant Thornton

- Fairness Monitor (FM) – **John Cathcart**



# Public Services and Procurement Canada

Public Services and Procurement Canada (PSPC) acquires defence goods and services, including land-based equipment, as well as related systems, maintenance and supporting services on behalf of the Canadian Armed Forces (CAF) and other government departments (OGDs). We work with government and industry partners to ensure that CAF and OGDs have the equipment they need to carry out their important work at the best value, while leveraging economic benefits for all Canadians.



# Procurement Status

- The Request for Information (RFI) describes the preliminary procurement strategy. PSPC reserves the right to revise its procurement approach, as it considers appropriate, either based upon information submitted in response to this RFI or for any other reason it deems appropriate.
- The next procurement milestone is for PSPC to establish a formal procurement strategy, in consultation with DND, in the months following the completion of the current RFI process.
- Procurement strategy will be in accordance and in consideration of, but not limited to, the following: Canadian Content Policy, Trade Agreements, NSE, Controlled Goods, Indigenous factors (CLCA, PSAB), Environment, Accessibility, Small / Medium Enterprises and Other Socio-Economic initiatives.
- Industry input is sought through this Industry Day, the one-on-one sessions, working group meetings, draft RFPs, additional industry days and the RFI responses to help inform these decisions.
- A contract with Raymond Chabot Grant Thornton for the services of a Fairness Monitor (FM). The FM has been involved since the development of this RFI.



# Industry Engagement Plan

## **Initial Contact with Industry (RFI)**

To provide industry stakeholders with initial information on the planned procurement process, invite industry representatives to the industry day and one-on-one meetings described below, request preliminary input for discussion during the industry day, and request detailed information and feedback from industry, including indicative cost estimates.

## **Industry Day and One-on-one Sessions**

To present Industry representatives with information about the CS project and to be an open forum allowing Canada to communicate its requirements and for Industry to ask questions. The one-on-one sessions will provide an opportunity for Industry to present their capabilities, restrictions and limitations while addressing the questionnaire provided in the RFI. As the Requirements are developed, additional Industry Day(s) will be held to obtain industry feedback.

## **Draft Request for Proposal**

To seek feedback from industry on the draft RFPs and to obtain indicative costing to aid the team in the refining requirement definition and options.



# The Request for Information

## Background

Public Services and Procurement Canada (PSPC) launched this initial Request for Information (RFI) to engage industry, through consultation, on its interest, capacity and ability to supply and deliver the requirements of the Department of National Defence's Camp Sustain (CS) Project. The CS Project intends to deliver a deployable camp infrastructure and utilities systems to replace aging equipment, address existing capability deficiencies and to improve sustainment capabilities.

## Purpose

The purpose of this initial RFI is to achieve the following:

- Provide industry with initial information on the preliminary requirements of the CS project;
- Invite industry representatives to the Industry Day and one-on-one sessions, including their preliminary input and questions and preliminary cost estimates;
- Determine the capability of industry to satisfy the requirements, including any limitations and restrictions; and
- Refine the requirements and further develop the procurement and sustainment strategies while enhancing competition, access and fairness to the resulting solicitation(s).



# Schedule (Tentative Dates of Interest)

Activity	Approximate Date
One-on-one Sessions	March 2022
2 <sup>nd</sup> Industry Day	Fall 2022
Draft RFP	Winter 2023
Industry Engagement Activities (Industry Day/One-on-One)	Winter 2023
Solicitation (Request for Proposal(s))	Spring 2025
Award (Contract(s))	2025/2026
IOC	2027/2028
FOC	2029/2030





# Operational Considerations - PD

- CS Background
- CS Boundaries
- CS System
- CS High Level Mandatory Requirements
- CS Capability Options



# Camp Sustain Project – Background

- Replacement project for the in-service Re-locatable Temporary Camp (RTC)
- In-service RTC Capability Deficiencies
  - Inefficient energy and resource consumption and is technologically unable to meet current energy efficiency requirements
  - Unable to operate efficiently and effectively in cold weather conditions
  - Requires frequent preventive and corrective maintenance
  - Current sustainment concept is inefficient and costly, affecting readiness
  - Lacks the capacity to fulfill Strong, Secure, Engaged (SSE) Concurrency of Operations requirements
  - Lacks flexibility to efficiently support sub-unit sized deployments
- Strategic Fit:
  - CS supports SSE initiatives 41, 102 and 106
  - CS supports Defence Energy and Environment Strategy (DEES) Target #9



# Camp Sustain Boundaries

- CS project will deliver a deployable camp infrastructure and utilities system to provide sustained, robust and flexible support during CAF expeditionary and domestic operations:
  - Sustain up to four concurrent deployed task forces of 100 to 1500 personnel for concurrent operations, or up to 4800 pers for a single operation
  - Deployment duration of six to more than 24 months



# Camp Sustain System

- Enable soldiers to live and operate during Domestic Operations & Training as well as Expeditionary Missions.
- Include a broad range of facility sub-systems



# High Level Mandatory Requirements

- Reliable Camp Utilities
- Flexibility
- Efficient Resource Consumption
- Robustness
- Sustainability
- Interoperability
- Transportability
- Personnel Health & Protection



# Procurement Options

- Upgrade RTC
- Acquire new system
- Contract per-use system
- Hybrid of above

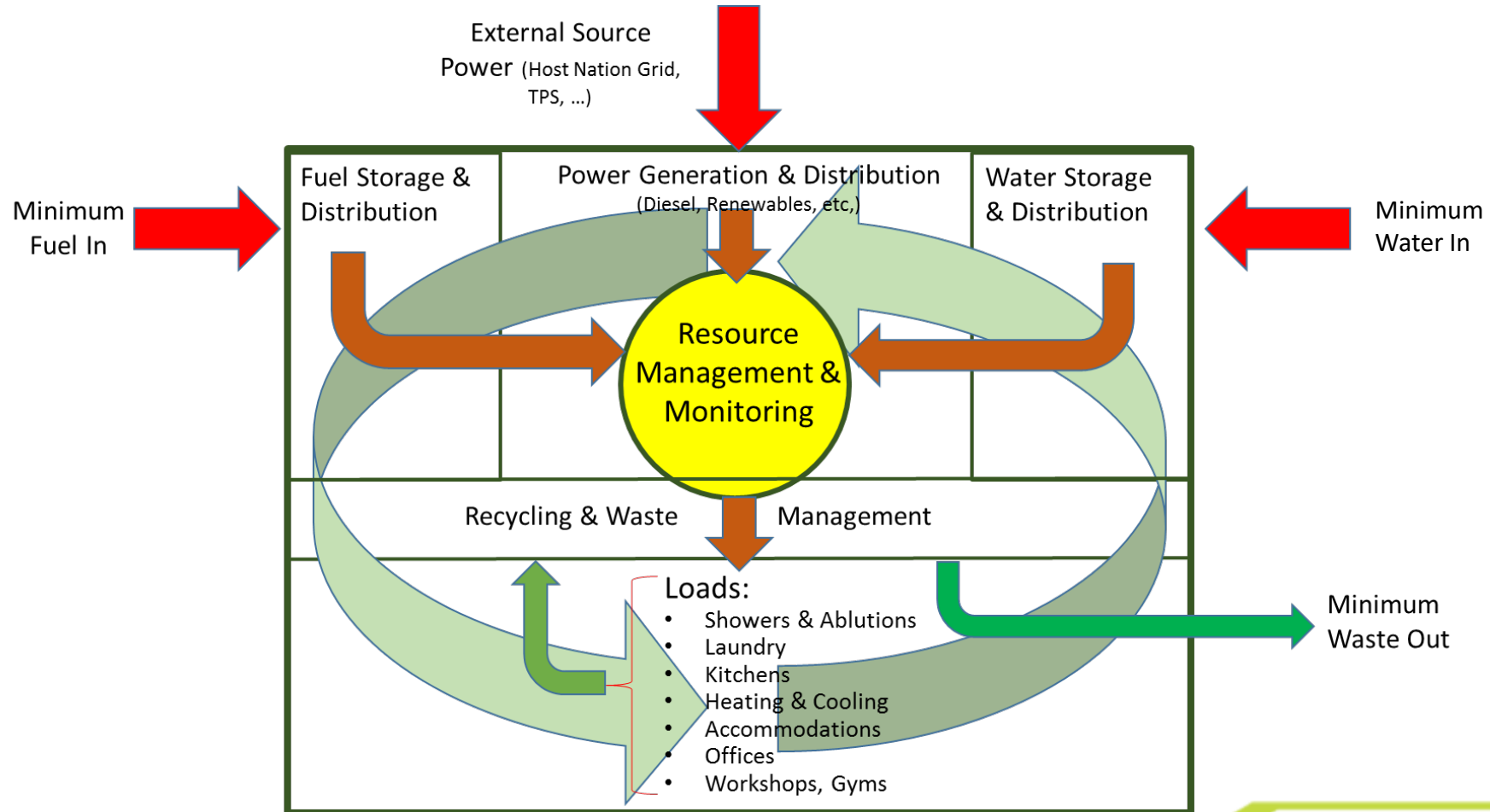


# PMO Comments - PM

- Environmental considerations
- Efficient Resource Management
- Technological Readiness Level
- Innovation
- Relations with industry partners



# CS Resource Management Concept





# Focus area – Camp Shelters

## » Camp shelters

- Climate control / environment control
- Well illuminated / windows / daylight
- Non-skid flooring
- Ease of access and egress
- Controlled access
- Modern comforts of home



# Focus area – PG&D

- » Camp power generation and distribution
  - Electrical system interoperable and scalable
  - Harmonic mitigating PG&D system
  - Centralised location within the camp
  - Minimise Greenhouse gas (GHG) emissions
  - Minimal fuel intake
  - Automation / maintainability
  - Resilient to cyber attacks



# Focus area – Waste

- » Solid waste, waste water (grey and black) handling storage and treatment
  - All solid waste to be sorted / separated / treated before disposal
  - Waste water to be treated before sent back to environment
  - Temperature range needs to be considered
  - Waste needs to be minimized (e.g. incineration, treatment, etc.)



# Focus area – Potable Water

- » Potable water treatment, storage and distribution
  - Potable water source can be variable / questionable quality
  - Automated monitoring and adjustment of chemical balance
  - Consider temperature range of operations



# Focus area – Heating and Cooling

- » Camp shelter heating and cooling
  - Energy efficient
  - Precise / responsive
  - Ease of operation
  - Automation / programmable / local control



# Focus area – Food handling and preparation

- » Food handling, preparation and distribution
  - Sanitary conditions / ease of cleaning, sanitizing
  - Higher water temperature for dish washing
  - Air free of smaller particulates / viruses / contaminants
  - Dedicated kitchen staff washroom and laundry
  - Redundancy in critical systems



# Focus area – Equipment storage, deployment, set-up, teardown and maintenance

- Storage environment / conditions under which to store when not in use by CAF
- Must be operable / maintainable by CAF members in addition with OEM support
- Detailed instructions / Initial Cadre Training (ICT)
- In Service Support (ISS) considerations



*Break*  
**TIME**



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# Industrial and Technological Benefits / Value Proposition



# Outline

- Objective
- Defence Procurement Strategy
- Industrial and Technological Benefits including Value Proposition
- Key Industrial Capabilities (KICs)
- Industry Consultation
- Preparing for a Procurement
- Next Steps



# Objective

- The Government of Canada is consulting with industry to support the development of an approach for leveraging economic benefit for the Camp Sustain (CS) Project
- Feedback from industry will be used to:
  - Validate the Government of Canada's analysis of Canadian capabilities related to the CS Project
  - Develop an economic leveraging approach in support of the CS Project



# Canada's Defence Procurement Strategy

- **Announced in February 2014, by the Ministers of:**
  - Public Works and Government Services (now Public Services and Procurement Canada)
  - National Defence
  - Industry Canada (now Innovation, Science and Economic Development Canada)
- **Goals:**
  - Deliver the right equipment to the Canadian Armed Forces and the Canadian Coast Guard in a timely manner
  - Leverage purchases of defence equipment and services to create jobs and economic growth in Canada
  - Streamline the defence procurement process



# Industrial and Technological Benefits (ITB) Policy

- The Industrial and Technological Benefits (ITB) Policy has been in place since 1986. In 2014, it was renamed and transformed to include the Value Proposition (VP)
- Winning bidders are selected on the basis of price, technical merit and their Value Proposition
- **The VP includes bidder's commitment to undertake work in Canada and will generally account for between 10 to 20 percent of the overall score**
- Companies awarded procurement contracts must undertake business activity in Canada equal to the value of the contract

## Value Proposition

- Commitments/activities proposed at bid time
- Rated and weighted during bid evaluation

## Outstanding Obligation

- Activities identified after contract award
- Brings identified activities up to 100 percent of contract value



# Value Proposition Pillars

- Supports the long-term sustainability and growth of Canada's **defence industry**
- Supports the growth of bidders' Canadian operations as well as their **suppliers in Canada**, including SMBs in all regions of the country
- Enhances innovation through **research and development (R&D) in Canada**
- Increases the **export** potential of Canadian-based firms
- Promotes **skills development and training** to advance employment opportunities for Canadians



# The VP is a Flexible Framework

On a procurement-by-procurement basis, there is flexibility to:

- Increase/decrease the weight of the VP
- Weigh individual evaluation criteria differently
- Apply all or some of the evaluation criteria
- Add additional evaluation criteria
- Apply mandatory requirements
- Develop different rating grids

Informed by:

*Industry  
engagement*

*Research and  
analysis*

*3<sup>rd</sup> party experts*



# The Value Proposition Bid Proposal

The VP bid proposal is prepared by the prime contractor and typically consists of:

## **Mandatory Requirements**

- Ex: A commitment of 15% of bid price for work with SMBs

## **Rated Criteria**

- Based on Commitments under the Value Proposition Pillars

## **Identified Transactions**

- Equal to no less than 30% of bid price





# Key Industrial Capabilities (KICs)

- Key Industrial Capabilities (KICs) were introduced in April 2018 to ensure that defence procurements can better drive innovation, exports and the growth of firms through the ITB Policy
- KICs represent areas of emerging technology with the potential for rapid growth, established capabilities where Canada is globally competitive, and areas where domestic capacity is essential to national security
- KICs are defined as the skills, technologies, and supply chains required to support the growth of these capabilities. They are broader than the companies associated with the end solution; they include the post-secondary institutions that develop skills and research, the SMEs that form part of the value chain, and intellectual property that is developed in Canada



# Key Industrial Capabilities

## EMERGING TECHNOLOGIES

- Advanced Materials
- Cyber Resilience
- Remotely-piloted Systems and Autonomous Technologies
- Artificial Intelligence
- Space Systems

## LEADING COMPETENCIES & CRITICAL INDUSTRIAL SERVICES

- Aerospace Systems & Components
- Defence Systems Integration
- Ground Vehicle Solutions
- Marine Ship-Borne Mission and Platform Systems
- Shipbuilding, Design and Engineering Services
- Training & Simulation
- Armour
- Electro Optical / Infrared Systems
- In-Service Support
- Munitions
- Sonar & Acoustic Systems



# Industry Consultation

- The Government of Canada is seeking industry feedback to support the development of the economic leveraging approach for the CS Project.
- Industry engagement questions were published on Buy and Sell in advance of the CS Project Industry Day.
- We encourage all potential bidders and suppliers to provide comments.



# Preparing for a Procurement

Potential bidders and suppliers should:

- Familiarize themselves with the **ITB Policy & VP**
- Determine the **Canadian Content Value** of their products and services, and those of their suppliers
- Engage **Regional Development Agencies (RDAs)**
- Determine what **certifications and credentials** may be required to participate in the project



# Regional Development Agencies (RDAs)

- RDAs have teams dedicated to assisting potential bidders and prime contractors to undertake ITB-related activities:
  - RDAs can lead targeted supplier development tours
  - Facilitate B2B meetings
  - Provide regional capability lists

Regional Development Agency	Contact Name	E-mail	Phone
<b>Atlantic Canada Opportunities Agency (ACOA)</b>	Sam Fotia	<a href="mailto:sam.fotia@canada.ca">sam.fotia@canada.ca</a>	(613) 286-8853
<b>Canada Economic Development for Quebec Regions (CEDQ)</b>	Mathieu Poirier	<a href="mailto:mathieu.poirier@canada.ca">mathieu.poirier@canada.ca</a>	(438) 341-8782
<b>Federal Economic Development Agency for Southern Ontario (FedDev)</b>	Robyn Hori	<a href="mailto:robyn.hori@canada.ca">robyn.hori@canada.ca</a>	(613) 612-2495
<b>Federal Economic Development in Northern Ontario (FedNor)</b>	Natalie Brabant	<a href="mailto:natalie.brabant@canada.ca">natalie.brabant@canada.ca</a>	(705) 626-8897
<b>Pacific Economic Development Canada (PacifiCan) / Prairies Economic Development Canada (PrairiesCan)</b>	Peter Hoek	<a href="mailto:peter.hoek@canada.ca">peter.hoek@canada.ca</a>	(613) 220-4489



# Next Steps

- Written feedback regarding the ITB/VP questions is to be submitted to the PSPC Contracting Authority
- Information provided to the Government of Canada will be considered in the development of the economic leveraging approach for the CS project
- For more information on Canada's Industrial and Technological Benefits Policy, please visit:  
<http://www.canada.ca/itb>



# Q&A from MS Teams



# Questions

Any questions or comments, please submit in writing to:

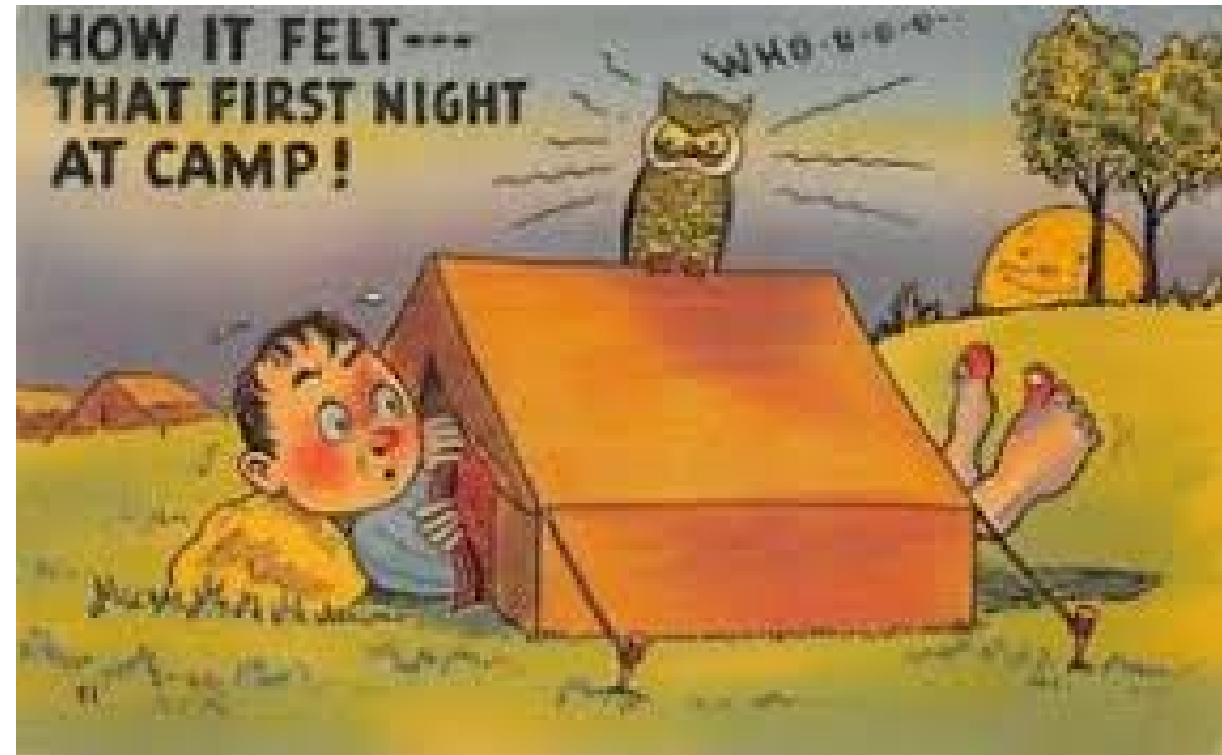
Ian Arboleda

Contracting Authority

Acquisitions Branch, Fuel and  
Construction Products Division - HL

Public Services and Procurement  
Canada / Government of Canada

[Ian.Arboleda@tpsgc-pwgsc.gc.ca](mailto:Ian.Arboleda@tpsgc-pwgsc.gc.ca)





# Closing Remarks

- ✓ Monitor the RFI posting on the Buy and Sell website
- ✓ List of Interested Suppliers Registry – Refer to RFI Amendment #4
- ✓ Register to the upcoming One-on-one Sessions



## THANK YOU FOR YOUR PARTICIPATION!

