



National Defence

Défense nationale

National Defence Headquarters  
Ottawa, Ontario  
K1A 0K2

Quartier général de la Défense nationale  
Ottawa (Ontario)  
K1A 0K2

**REQUEST FOR PROPOSAL  
DEMANDE DE PROPOSITION**

**AMENDMENT NO. 004  
N° DE LA MODIFICATION 004**

**RETURN BIDS TO:  
RETOURNER LES SOUMISSIONS À :**

Email: [John.Caldwell@forces.gc.ca](mailto:John.Caldwell@forces.gc.ca)  
Courriel: [John.Caldwell@forces.gc.ca](mailto:John.Caldwell@forces.gc.ca)

**Proposal To: National Defence Canada**

We hereby offer to sell to Her Majesty the Queen in right of Canada, in accordance with the terms and conditions set out herein, referred to herein, or attached hereto, the goods and services listed herein and on any attached sheets at the price(s) set out therefore.

**Proposition à : Défense nationale Canada**

Nous offrons par la présente de vendre à Sa Majesté la Reine du chef du Canada, aux conditions énoncées ou incluses par référence dans la présente et aux annexes ci-jointes, les biens et services énumérés ici et sur toute feuille ci-annexée, au(x) prix indiqué(s).

**Comments – Commentaires**

**Solicitation Closes –  
L’invitation prend fin**

At: – à : 14h00  
Time Zone: Eastern Daylight Time (EDT)  
Fuseau horaire : Heure Avancée de l'Est (HAE)

On: – le : 14 April 2022  
14 avril 2022

<b>Title – Titre</b> Smoke Generator (also known as a “Smoke Pot – 3 Minute White”, or “Smoke Pot”)	<b>Solicitation No. – N° de l’invitation</b> W8486-228185/A
<b>Date of Amendment – Date de modification</b> 21 March 2022	
<b>Address Enquiries to: – Adresser toutes questions à :</b> John Caldwell (by Email to <a href="mailto:john.caldwell@forces.gc.ca">john.caldwell@forces.gc.ca</a> )	
<b>Telephone No. – N° de telephone</b> By Email	<b>FAX No. – N° de fax</b> By Email
<b>Destination</b> See Annex A to Part 6 – Line Item Details Voir les détails en annexe A de la partie 6 – Détails des articles	

**Instructions: Municipal taxes are not applicable. Unless otherwise specified herein all prices quoted must include all applicable Canadian customs duties, GST/HST, excise taxes and are to be delivered Delivery Duty Paid including all delivery charges to destination(s) as indicated. The amount of the Goods and Services Tax/Harmonized Sales Tax is to be shown as a separate item.**

**Instructions : Les taxes municipales ne s'appliquent pas. Sauf indication contraire, les prix indiqués doivent comprendre les droits de douane canadiens, la TPS/TVH et la taxe d'accise. Les biens doivent être livrés « rendu droits acquittés », tous frais de livraison compris, à la ou aux destinations indiquées. Le montant de la taxe sur les produits et services/taxe de vente harmonisée doit être indiqué séparément.**

<b>Delivery Required – Livraison exigée</b> See herein: Voir aux présentes:
<b>Vendor Name and Address – Raison sociale et adresse du fournisseur</b>
<b>Name and title of person authorized to sign on behalf of vendor (type or print) – Nom et titre de la personne autorisée à signer au nom du fournisseur (caractère d'imprimerie)</b>  Name – Nom _____ Title – Titre _____  Signature _____ Date _____

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**Request for Proposal – Department of National Defence (DND) Requirement – Smoke Generator, (hereinafter referred to as a “Smoke Pot – 3 Minute White”, or “Smoke Pot”)**

The subject Request for Proposal, (RFP), is amended as detailed below. This amendment to the RFP includes the following:

- The replacement of a corrupted electronic file in the English version of RFP Amendment 003.

The full text of RFP Amendment 003 is presented below:

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**Request for Proposal – Department of National Defence (DND) Requirement – Smoke Generator, (hereinafter referred to as a “Smoke Pot – 3 Minute White”, or “Smoke Pot”)**

The subject Request for Proposal, (RFP), is amended as detailed below. This amendment to the RFP includes the following:

- Publication of questions submitted by potential bidders and answers to the submitted questions; and,
- Modifications to the Request for Proposal.

## 1.0 Questions and Answers

Question 1: Will DND accept goods that require modification or development post contract award, in order to meet the identified specifications?

Answer 1: No. This bid solicitation has been drafted on the basis of there being goods currently available within the marketplace which meet the stated specifications. To clarify this point, the bid solicitation is amended herein to state that the proposed goods must be an existing and commercially available product meeting all evaluation criteria at time of bidding.

Question 2: The environmental requirements for the Smoke Pot obligate it to have a waterproof body. We have a proposed approach/design for meeting this requirement. Can DND advise on the acceptability of the proposed approach/design ?

Answer 2: In order to maintain equal treatment of potential bidders within the competitive bidding process, DND is unable to advise bidders on the acceptability of a proposed solution. Following bid closing, bids will be evaluated in accordance with the Mandatory Technical Criteria.

Question 3: We have access to a product which has a burn time of 160 seconds +/- 30 seconds. Would this be acceptable ?

Answer 3: Yes. Under Evaluation Item “A4” of the Compliance Verification Matrix , the proposed goods must have a burn time of 3 minutes (180 seconds) with a margin of error of +/- 30 seconds. Please note that Evaluation Item “A4” has been revised below to state the burn time requirement as being a nominal burn time for the proposed goods, which must be between 150 and 210 seconds.

Question 4: As the Mandatory Technical Criteria require that justifications, as detailed in Column 4 of the Compliance Verification Matrix are to be provided at time of bidding, it is assumed that the development of goods within the required delivery period will not be considered. Is this correct ?

Answer 4: Correct. As indicated in response A1 above, the proposed goods must be an existing and commercially available product meeting all evaluation criteria at time of bidding.

Question 5: Do RFP's for this requirement come up yearly ?

Answer 5: The requirement for the supply of Smoke Pots to DND is a recurring requirement, and is competed approximately every five (5) years, depending on usage and shelf life.

## 2.0 Modifications to the Request for Proposal

2.1 **REFERENCE:** Part 4 of the Bid Solicitation – Evaluation Procedures and Basis of Selection, Section 4.1.1.1 – Mandatory Technical Criteria

**DELETE:** Part 4 of the Bid Solicitation – Evaluation Procedures and Basis of Selection, Section 4.1.1.1 – Mandatory Technical Criteria, in its entirety.

**INSERT:** The following text, as a replacement for the above deletion:

### “4.1.1.1 Mandatory Technical Criteria

The Bidder must comply with the following mandatory technical criteria:

- At time of bidding, the Bidder's proposed goods must be an existing and commercially available product meeting all of the mandatory requirements detailed in Column 3 of the Compliance Verification Matrix, included at Annex A of Attachment 1 to Part 3 of the bid solicitation; and,
- The Bidder must provide all of the required justifications, as detailed in Column 4 of the Compliance Verification Matrix, included at Annex A of Attachment 1 to Part 3 of the bid solicitation.

The Phased Bid Compliance Process will apply to all mandatory technical criteria.

Bids which do not meet all mandatory requirements will be declared non responsive. ”

- 2.2 **REFERENCE:** Annex A of Attachment 1 to Part 3, Table 3.1 – Compliance Verification Matrix, Evaluation Item A4.  
**DELETE:** Annex A of Attachment 1 to Part 3, Table 3.1 – Compliance Verification Matrix, Evaluation Item A4, in its entirety.  
**INSERT:** Annex A of Attachment 1 to Part 3, Table 3.1 – Compliance Verification Matrix, Evaluation Item A4, as follows:

**Annex A of Attachment 1 to Part 3  
Table 3.1 – Compliance Verification Matrix**

1 Evaluation Item	2 Criteria	3 Product Requirements “ Smoke Pot ”	4 Required Justification	5 Information to be Provided by the Bidder a) Indicate if Criterion is Met or Not Met b) Specification Achieved by the Proposed Goods c) Justification Provided
“ A4 ”	<b>Performance Requirements</b>	The proposed goods (the Smoke Pot) must have a nominal burn time of between 150 and 210 seconds.	<p>This must be demonstrated by including Documentation, as detailed in Section 2.2 of this Attachment, that clearly shows that the proposed goods meet this requirement; and/or,</p> <p>This must be demonstrated by providing Test Results as specified in Section 2.3 of this attachment that clearly show that the proposed goods meet this requirement.</p>	<p>Sample Response: _____ Met, _____ Not Met</p> <p>a) The proposed goods fully comply with this requirement;</p> <p>b) The <u>(insert specification from Column 3)</u> for the proposed goods is <u>(detail specification achieved by proposed goods)</u>.</p> <p>c) The Documentation and/or test results for the proposed goods details the <u>(insert specification from Column 3)</u> and is included at Annex ___ of the Technical Bid.”</p>

- 2.3 REFERENCE:** Annex A to Part 6 – Statement of Work, Section 2.2.3 – Performance Requirements  
**DELETE:** Annex A to Part 6 – Statement of Work, Section 2.2.3 – Performance Requirements, in its entirety.  
**INSERT:** The following text, as a replacement for the above deletion:

“ 2.2.3 Performance Requirements.

The “Smoke Pot” must;

- 2.2.3.1 have a nominal burn time of between 150 and 210 seconds;
- 2.2.3.2 emit a white colour smoke;
- 2.2.3.3 not explode or rupture violently during functioning;
- 2.2.3.4 not burst into flame during smoke emission; and
- 2.2.3.5 not start fires in surrounding grass, leaves, hay, or similar dry combustible material. ”

**ALL OTHER TERMS, CONDITIONS AND REQUIREMENTS OF THIS REQUEST FOR PROPOSAL REMAIN UNCHANGED. ”**