

**Summary of Questions and Answers  
during solicitation period  
Testing Stream  
Solicitation Nos. EN578-22ISC5 and EN578-22ISC6**

---

General Q&A

**Q1.** Is it possible to discuss with Canada about our technology and the process for applying?

**A1.** As we are currently in a solicitation process, we cannot speak with Bidders. Bidders are encouraged to review the two solicitation documents published on [BuyandSell.gc.ca](http://BuyandSell.gc.ca) listed below. Bidders may submit multiple proposals, ensuring that each proposal is for a different Innovation.

ISC Testing Stream Call for Proposals [EN578-22ISC5](#) for small businesses and  
ISC Testing Stream Call for Proposals [EN578-22ISC6](#) for large businesses, not-for-profit and academia.

Both Calls, explain how and where to submit proposals at Part 3 Proposal Preparation and Submission Instructions.

**Q2.** Our innovation applies to multiple Problem Statements. Should we apply multiple times or mention all relevant Problem Statements in SC4 Scope – Essential Outcomes?

**A2.** Please note that each proposal must be evaluated against the Bidder-selected Problem Statement which is best suited to their innovation. As per Appendix 1, SC4: “The Bidder must demonstrate that the proposed innovation provides a solution to the Problem Statement and meets one or more of the Outcomes identified in the Problem Statement.”

**Q3.** If a Bidder applies under the Military component and becomes pre-qualified, can a non-Military department test our solution?

**A3.** The Component that Bidders apply under, whether it be Standard or Military, dictates the value of the proposal. Any federal department or agency can test either of the components. Please note however that the military retains the first right of refusal on any proposals which address military problem statements. Please review Part 5 – Basis of selection, Article 5.3.1 Government of Canada Organization Match for more information with regards to the matching process.

**Q4.** Would our innovation be eligible to qualify?

**A4.** Unfortunately, Canada cannot direct Bidders on whether an innovation is acceptable. The onus is on the Bidder to determine if their innovation meets the requirements of the Call for Proposals. There are two Calls for Proposals, [EN578-22ISC5](#) and [EN578-22ISC6](#) published on [BuyandSell.gc.ca](http://BuyandSell.gc.ca). Bidders are encouraged to review Appendix 1 Evaluation Grid and the Problem Statements on the Innovative Solutions Canada [Open Funding Opportunities](#) page of the ISC website, to help determine the eligibility of a given innovation with regards to the program.

**Summary of Questions and Answers  
during solicitation period  
Testing Stream  
Solicitation Nos. EN578-22ISC5 and EN578-22ISC6**

---

**Q5.** Would a software-only solution be eligible for submission on its own?

**A5.** A software-only solution is permissible so long as the software meets all of the requirements of the CFP and one or more outcomes of the Problem Statement. Canada will evaluate proposals against the mandatory and technical criteria outlined in the CFP. Bidders are strongly encouraged to consult Appendix 1 Evaluation Grid to determine if their innovation meets the requirements of the solicitation.

#### Alternative format to submit

**Q6.** Can Canada provide an alternative delivery method for proposals which exceed “Protected B”?

**A6.** At this time there is no alternate format for submitting a proposal. The only available option is to complete your proposal using the Electronic Proposal Submission form. Canada will not be evaluating any additional information than what is currently included in the Electronic Proposal Submission form.

#### Difference between EN578-22ISC5 & EN578-22ISC6

**Q7.** What are the differences between the two Calls for Proposals EN578-22ISC5 and EN578-22ISC6?

**A7.** Call for Proposals EN578-22ISC5 targets eligible Canadian small businesses and Call for Proposals EN578-22ISC6 is open to eligible Canadian businesses and entities who are large companies, nonprofit organizations and academia. The onus is on Bidders to determine to which Call for Proposals they are eligible to apply. Consult Part 1 Who Can Submit a Proposal of each Call for Proposals to determine your eligibility.

**Q8.** The requirements for participation for EN578-22ISC5 indicate that a company has to be less than 499 employees. How can larger companies apply?

**A8.** Two distinct Calls for Proposals were published on [BuyandSell.gc.ca](http://BuyandSell.gc.ca). Please refer to A7.

**Q9.** What is the estimated maximum funding for each Call for Proposals?

**A9.** The estimated maximum funding available for Call for Proposals EN578-22ISC5 is \$17M;  
The estimated maximum funding available for Call for Proposals EN578-22ISC6 is \$3M.

#### Technology Readiness Level Related Questions

**Q10.** Where can I find more information on the Technology Readiness Levels?

**A10.** The Technology Readiness Level (TRL) scale is broken down on the ISC Website [here](#). Innovations submitted under the Testing Stream must be within TRL 7 and 9 and must have completed the activities associated with the TRL level indicated in your proposal, prior to proposal submission.

**Summary of Questions and Answers**  
**during solicitation period**  
**Testing Stream**  
**Solicitation Nos. EN578-22ISC5 and EN578-22ISC6**

---

**Q11.** In relation to Technical Criterion SC3 Safety Considerations, can Canada identify which certifications, licences, and approvals are required for a given innovation?

**A11.** The onus is on Bidders to determine the certifications, licences, and approvals required for their type of innovation.

Bidders must demonstrate, at time of proposal submission, that they have obtained all the certifications, licences and approvals required to safely deploy the proposed innovation in an operational setting and that remaining certifications yet to be obtained for the commercialization of the proposed innovation do not pose safety concerns for the Government of Canada organizations when used and tested in an operational setting. This is to ensure that the potential Government of Canada organization testing the prototype is not exposed to safety issues or risks during the conduct of the tests.

### Eligibility related questions

**Q12.** Is it possible to relax the 80% Canadian Content mandatory criteria?

**A12.** At this time the Testing Stream is not considering reducing the Canadian Content Requirement. Therefore, Bidders must ensure innovations demonstrate 80% Canadian Content in accordance with article 1.5 Canadian Content A3050T (2020-07-01) Canadian Content Definition of the solicitation document in order to be considered for this requirement.

**Q13.** Can we resubmit a pre-qualified application or should we introduce a new application?

**A13.** As stated in the published Calls for Proposals, at Appendix 1, MC6 Previously Pre-qualified Innovation, “The proposed innovation or any other versions of the proposed innovation must not have been previously awarded a contract in the Build in Canada Innovation Program (BCIP) or its predecessor, the Canadian Innovation Commercialization Program (CICP), nor under the Innovative Solutions Canada (ISC) Testing Stream.

The proposed innovation or any other versions of the proposed innovation must not currently be active in a pool of pre-qualified innovations in any of the above. A proposed innovation that is currently active in a pool will be accepted only once the bid validity period for that proposal has expired or the Bidder has withdrawn their innovation from the relevant pool, prior to solicitation closing date. *A Bidder can participate more than once, as long as the proposed innovations are sufficiently different. If the proposed innovation resembles an innovation that is currently active in a pool and has not been withdrawn prior to solicitation closing, the following assessment will be used to determine sufficient difference to proceed.*”

**Q14.** It seems difficult for one technology to address all the Essential Outcomes listed in each Problem Statement. Does the proposed innovation need to meet *all* Essential Outcomes, or just one?

**A14.** Bidders are encouraged to review Appendix 1 – Evaluation Grid, SC4 which states that “The Bidder must demonstrate that the proposed innovation provides a solution to the Problem Statement and meets **one or more** of the Outcomes identified in the Problem Statement.” The

**Summary of Questions and Answers**  
**during solicitation period**  
**Testing Stream**  
**Solicitation Nos. EN578-22ISC5 and EN578-22ISC6**

---

onus is on the Bidder to determine whether or not their innovation meets the requirements of the solicitation.

**Q15.** Within the Problem Statements which mention that ISC will not accept solutions that “cannot carry a load of over 5kg for some or the entire duration of transport”. Does this apply only to solutions where the transport of cargo is relevant to the essential outcome, or does it apply to all Proposal submissions under this Problem Statement?

**A15.** In the definitions section of the problem statement, the word ‘cargo’ is defined as “No less than 5kg” in order to address all instances of the word within the problem statement. “Solutions that cannot carry a load of over 5kg for any time during the duration of transport” is a qualifier which is only relevant to the long-range cargo dimension, not to all innovations or UAS. A long-range cargo drone must be able to carry a weight of 5kg or more, however an inspection drone need not be able to carry such a minimum cargo weight since its core function would be for inspection, not for moving cargo long ranges.

#### MC5: Pre-commercial status

**Q16.** Our company sells a commercial product which aligns with the Problem Statements and departmental requirements. Can we submit a proposal through this Procurement Vehicle, and how many units should we propose?

**A16.** Please note that the mandate of the ISC program is to procure 1 precommercial prototype (per contract) between TRL 7-9 to test for research and development (R&D) purposes as per the Problem Statements outlined on the ISC website [here](#). Bidders are strongly encouraged to consult Appendix 1 Evaluation Grid, MC5 and Appendix 2 Definitions of “Pre-Commercial Innovation”, “Commercial Sales” and “Innovation”.

#### Technical Questions

**Q17.** I am experiencing difficulties when attempting to access the portal. Can you provide me with an alternative method for submitting my proposal?

**A17.** There are no alternative avenues for submitting proposals at this time. All proposals must be submitted using the online web-based portal.

**Q18.** I would like to request an extension to the solicitation to accommodate for the system downtime.

**A18.** Please note that as of 2022-04-19 a notice amendment to both solicitations [EN578-22ISC5](#) and [EN578-22ISC6](#) has been published on [BuyandSell.gc.ca](#). The amendment has extended the closing date for both CFPs to 2022-04-26 at 2:00 PM EDT.

**Q19.** Can you please provide the link to where I can submit proposals?

**A19.** Bidders are encouraged to review the two solicitation documents published on [BuyandSell.gc.ca](#). Please note that the Notice of Proposed Procurement (NPP) for both solicitations [EN578-22ISC5](#) and [EN578-22ISC6](#), includes a description section containing links to the open funding opportunities which can be found [here](#) on ISC’s website.

**Summary of Questions and Answers  
during solicitation period  
Testing Stream  
Solicitation Nos. EN578-22ISC5 and EN578-22ISC6**

---

Other

**Q20.** Where the term 'Military' is used in the Problem Statements, does this refer only to the Canadian Armed Forces, or is the Department of National Defence included under the term 'Military.'

**A20.** Note that any reference to the word 'Military' in the Problem Statements on the ISC Website refers to the Canadian Armed Forces. Any reference to 'Military' in the Call for Proposals refers to the two components and subject areas found in the CFP Part 1 article 1.1.

**Q21.** How will ISC Testing Stream Grants be funded?

**A21.** As stipulated in the Calls for Proposals [EN578-22ISC5](#) and [EN578-22ISC6](#) published on [BuyandSell.gc.ca](http://BuyandSell.gc.ca) Bidders who meet all the requirements of the CFP and become prequalified, may be selected in accordance with the CFP Part 5 Basis of Selection. Any resulting contract will be negotiated in accordance with Articles 5.3.2, 5.3.3 and 5.3.4. Please note that all funding opportunities resulting from these CFPs will be through a formal contracting vehicle and not as a grant.

Note that pre-qualified proposals are "approved in principle" and will not constitute a guarantee on the part of Canada that a contract will be awarded. Approved in principle for contract consideration is defined as conditional acceptance of the proposal subject to meeting the requirements of Part 5 – Basis of Selection and the availability of funding.