



RETURN BIDS TO:
RETOURNER LES SOUMISSIONS À:

Darren Langdon
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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
fournisseur/de l'entrepreneur

Issuing Office - Bureau de distribution
Munitions Division (BK) / Division des munitions (BK)
11 Laurier St./11, rue Laurier
8C2, Place du Portage, Phase III
Gatineau
Québec
K1A 0S5

Title - Sujet Multi-Role Field Artillery Fuze Industry Day for Multi-Role Field Artillery Fuze	
Solicitation No. - N° de l'invitation W8486-217708/B	Amendment No. - N° modif. 001
Client Reference No. - N° de référence du client W8486-217708	Date 2022-05-24
GETS Reference No. - N° de référence de SEAG PW-\$SBK-383-28611	
File No. - N° de dossier 383bk.W8486-217708	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 2022-06-10 Heure Avancée de l'Est HAE	
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: Langdon (bk div), Darren	Buyer Id - Id de l'acheteur 383bk
Telephone No. - N° de téléphone (819) 639-3772 ()	FAX No. - N° de FAX () -
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction:	

Instructions: See Herein

Instructions: Voir aux présentes

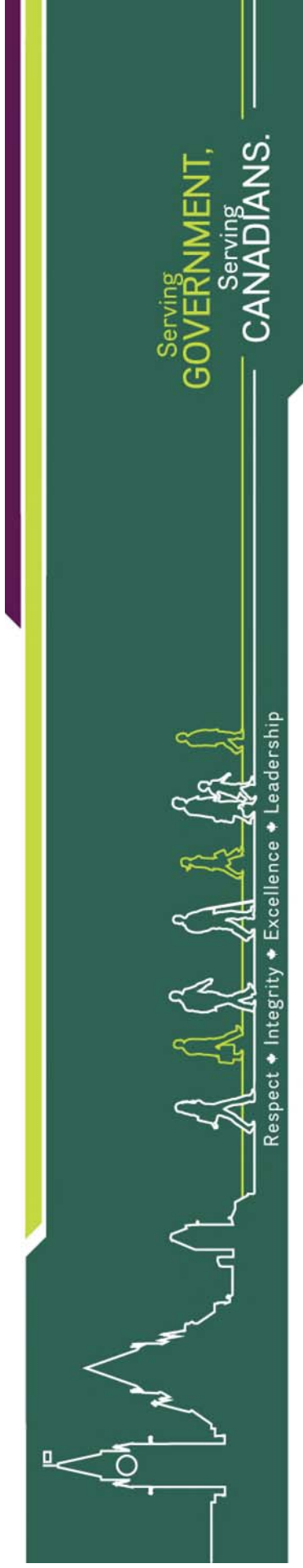
Delivery Required - Livraison exigée	Delivery Offered - Livraison proposée
Vendor/Firm Name and Address Raison sociale et adresse du fournisseur/de l'entrepreneur	
Telephone No. - N° de téléphone Facsimile No. - N° de télécopieur	
Name and title of person authorized to sign on behalf of Vendor/Firm (type 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

Amendment 001 is hereby raised to answer questions received and to include the presentation provided during the Industry Day.

1. Questions and Answers

<u>No.</u>	<u>Question</u>	<u>Response</u>
1.	Will there be live firing as part of an evaluation?	Currently there is no live fire exercise planned as part of the evaluation.
2.	Will Munitions Supply Program Partners be part of any negotiation with the winning Original Equipment Manufacturer?	It is intended that Munitions Supply Program Partners will be involved in the negotiation process.
3.	Will new fuse setters be required or will the Department of National Defence be using existing fuse setters?	There are no new fuse setters planned, the new fuse must work with existing fuse setters.
4.	The presentation showed an annual requirement of 6,200, is there still a requirement for an initial quantity of 31,000?	Yes, there is still a requirement for an initial 31,000 units.
5.	With 2024 as the delivery, is manufacturing via the Munitions Supply Program to be phased in?	There may be an initial quantity that will be procured direct from the Original Equipment Manufacturer as the phase in to Munitions Supply Program manufacturing is done.
6.	With 2024 as the delivery and 12 months + lead-time, what are the next steps and schedule.?	This is still being investigated but will be shared once we know.
7.	There will be an initial Non-recurring Engineering cost, how will Original Equipment Manufacturer s capture that?	The payment structure is still being developed, but the Original Equipment Manufacturer will have the opportunity to claim.

***** All other terms and conditions remain unchanged. *****



Multi Role Field Artillery and Point Detonating Fuzes

Industry Day
21 April 2022



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Administrative Points

Today's presentation will be given in English, but questions may be asked in either official language.

Both the English and French versions of the presentation will be made available on www.buyandsell.gc.ca shortly.

Please keep microphones and cameras OFF during the session, except to ask questions.

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Agenda

- Registration
- Welcome and Administration
- Project Team
- Technical Aspects
- Munitions Supply Program



Welcome & Administration

Multi Role Field Artillery and Point Detonating Fuzes

Welcome and Administrative Points

Darren Langdon

Contracting Authority

Munitions and Weapons Systems Division (BK/BM)

Public Services and Procurement Canada

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Administrative Points

Communication

ALL communication and contact during the Industry Day and follow on process (up to the release of Request for Proposal MUST flow to and from the Contracting Authority ONLY.

No offline discussions regarding the requirement or current process can be had with any representative of Canada (PSPC, DND or ISEDC) without the Contracting Authority.

During the one-on-one sessions, industry representatives will have to opportunity to discuss the requirement with Canada and the Munitions Supply Program Partners.

Speakers

- **Darren Langdon** - Contracting Authority, Public Services and Procurement Canada
- **JD MacLean** - Team Leader for Land Ammunition, Department of National Defence
- **Stephen Brownrigg** – Manager, Munitions and Weapons Systems Division, Public Services and Procurement Canada

Industry Day

An open forum where Industry representatives will be presented an overview of the requirement, establishing of a Strategic Source of Supply under the Munitions Supply Program and for Canada to answer any questions.

Ensures that the government exercises due diligence and maintains the integrity of the procurement process.

Industry Day

- This is not a solicitation and an RFP may not be established directly as a result of this Industry Day
- The intent of the Industry Day process:
 - Provide industry with initial information related to the Multi Role Field Artillery and Point Detonating fuzes;
 - Provide an overview of the anticipated procurement process;
 - Provide an overview of how the acquisition of these fuzes is envisioned to be provided by the Munitions Supply Program;
 - Provide an overview of the Munitions Supply Program.

One-on-One Meetings

Provide interested Participants with the opportunity to:

- present any suggestions on the Multi Role Field Artillery and Point Detonating Fuze requirements
- ask questions on the use of the Munitions Supply Program to supply the fuzes to Canada
- present information on the products they may be suggesting to license to Canada

Questions

- Time has been allotted for Questions and Answers after each section is complete
- There will be a final General Question and Answer period at the conclusion of the presentation
- ALL Questions and Answers will be noted and posted on www.buyandsell.gc.ca
- **No** Company confidential, industry sensitive or proprietary information will be shared

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Industry Engagement

- The Industry Engagement process allows:
 - Canada to finalize the requirement (based on technical feasibility), set budgets, define the procurement approach and contracting nuances.
 - Industry to provide crucial feedback on the requirement, procurement approach and offer alternative options to the process.



Questions

Questions?



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Procurement Process

Multi Role Field Artillery and Point Detonating Fuzes

Darren Langdon

Contracting Authority

Munitions and Weapons Systems Division (BK/BM)

Public Services and Procurement Canada

Procurement Process

- The Procurement Process for the fuzes will be executed by General Dynamics – Ordnance and Tactical Systems (GD-OTS) Canada
 - PSPC Contracting Authority will provide oversight to the process.
 - GD-OTS will post a formal Request for Proposal on an open electronic tendering system compliant with the Canada Free Trade Agreement.
 - All communications during the Request for Proposal process will go through GD-OTS **ONLY**, no communications will be allowed between bidders and PSPC or DND. If clarifications are required, GD-OTS will seek feedback and information from PSPC.
 - GD OTS will present proposals to PSPC representing each OEM Bidder
 - PSPC will be responsible for final financial evaluation.
 - DND will be responsible for final technical requirement, evaluation and any eventual testing if required.

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Procurement Process

- General Dynamics – Ordnance and Tactical Systems (GD-OTS) Canada will receive all bid proposals and conduct the evaluation of all technical aspects.
- They will determine a recommended Original Equipment Manufacturer design to be chosen by Canada
- A proposal will be submitted to PSPC, including financial, and PSPC will validate the costs.
- The recommended design proposal may be validated by DND for testing and compliance requirements

Technical Aspects

Multi Role Field Artillery and Point Detonating Fuzes

Name

JD MacLean

Team Leader for Land Ammunition

Directorate of Ammunition and Explosives Management and Engineering

Department of National Defence

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Multi Role Field Artillery Fuze Requirements

- Replacement for Fuze C32A1.
- Compatible with 155mm and 105mm High Explosive Projectiles M107, M795, M549A1, M1, C182.
- Compatible with Propelling Charges M4A2, M231, M232A1, M67.
- Compatible with Howitzers M777, LG1, C3.
- Have the following four modes: Point Detonating, Delay, Time, Proximity.
- In service with NATO country.
- Forecasted annual quantity: 6,200 fuzes out to a minimum of 2030 (possibly beyond).
- Seeking initial delivery by 2024.

Point Detonating / Delay Fuze Requirements

- Replacement for Fuze M739.
- Compatible with 155mm and 105mm High Explosive Projectiles M107, M795, M549A1, M1, C182.
- Compatible with Propelling Charges M4A2, M231, M232A1, M67.
- Compatible with Howitzers M777, LG1, C3.
- Have the following two modes: Point Detonating, Delay.
- In service with NATO country.
- Forecasted annual quantity: 27,500 fuzes out to a minimum of 2030 (possibly beyond).
- Seeking initial delivery by 2024.

Munitions Supply Program

Multi Role Field Artillery and Point Detonating Fuzes

Stephen Brownrigg

Manager

Munitions and Weapons Systems Division (BK/BM)
Public Services and Procurement Canada

Munitions Supply Program

MSP Program Overview

- MSP Strategic Sources for high volume munitions
 - GD OTS-C: Production of small, medium and large calibre ammunition, propellants and explosives
 - Magellan Aerospace: Rockets, illumination flares and rocket propellant
 - IMT Defence: Forged projectiles and specialized machining
 - Colt Canada: Manufacture and provide life-cycle support for small arms
 - HFI Pyrotechnics Inc.: Search and rescue markers, training equipment and other pyrotechnics

Munitions Supply Program

MSP Program Overview

- Canada wants to maximize reasonable use of the MSP as a strategic sources for the fuzes including:
 - GD - LAP
 - IMT - Metal parts
 - OEM Bidders identify any sensitive IP or other sensitive technology they consider inappropriate to share with MSP or Canada
 - OEMs identify potential roles or synergies for other MSP companies
- What agreements are required with what parties? TDPs, MLAs, TAAs, NDAs, other?

QUESTIONS?

