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**Revision to a Request for Supply  
Arrangement - Révision à une demande  
pour un arrangement en matière  
d'approvisionnement**

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**

TPSGC/PWGSC  
601-1550, Avenue d'Estimauville  
Québec  
Québec  
G1J 0C7

<b>Title - Sujet</b> C4ISR Arrangement en matière d'approvisionnement C4ISR	
<b>Solicitation No. - N° de l'invitation</b> W7701-176500/C	<b>Date</b> 2022-07-27
<b>Client Reference No. - N° de référence du client</b> W7701-176500	<b>Amendment No. - N° modif.</b> 007
<b>File No. - N° de dossier</b> MTB-6-39387 (255)	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$MTB-255-16185	
<b>Date of Original Request for Supply Arrangement</b> 2021-05-28 <b>Date de demande pour un arrangement en matière d'app. originale</b>	
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> Eastern Standard Time EST <b>on - le 2027-07-30</b> Heure Normale de l'Est HNE	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Desforges, Julie	<b>Buyer Id - Id de l'acheteur</b> mtb255
<b>Telephone No. - N° de téléphone</b> (514) 602-8307 ( )	<b>FAX No. - N° de FAX</b> ( ) -
<b>Delivery Required - Livraison exigée</b>	
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>	
<b>Security - Sécurité</b> This revision does not change the security requirements of the solicitation. Cette révision ne change pas les besoins en matière de sécurité de l'invitation.	

**Instructions: See Herein**

**Instructions: Voir aux présentes**

<b>Acknowledgement copy required</b>	<b>Yes - Oui</b>	<b>No - Non</b>
<b>Accusé de réception requis</b>	<input type="checkbox"/>	<input type="checkbox"/>
<b>The Offeror hereby acknowledges this revision to its Offer.</b> <b>Le proposant constate, par la présente, cette révision à son offre.</b>		
<b>Signature</b>	<b>Date</b>	
Name and title of person authorized to sign on behalf of offeror. (type or print) Nom et titre de la personne autorisée à signer au nom du proposant. (taper ou écrire en caractères d'imprimerie)		
<b>For the Minister - Pour le Ministre</b>		

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## Amendment 007

**Remove** 6.5 On-going opportunity for Qualification and replace with:

### 6.5 On-going Opportunity for Qualification

A Notice will be posted once a year on the Government Electronic Tendering Service (GETS) to allow new Suppliers to become qualified. Existing qualified Suppliers, who have been issued a supply arrangement, will not be required to submit a new arrangement. Suppliers who wants to qualify in areas they were not qualified for previously will need to submit a new arrangement for the non-qualified areas.

This schedule may require a revision due to operational requirements.

Opening Date (first business day of the month):	Closing Date	Estimated Award Date (Subject to Change)
August	September 29, 2022	End of December
August	September 29, 2023	End of December
August	September 27, 2024	End of December
August	September 29, 2025	End of December
August	September 29, 2026	End of December

**Remove** Attachment 1 – Mandatory Evaluation Criteria and replace with :

## ATTACHMENT 1 - MANDATORY EVALUATION CRITERIA

### 1. Mandatory Requirements

This Request for Supply Arrangement (RFSA) contains mandatory requirements. All elements of this RFSA that are mandatory requirements are identified specifically with the words “must”, “mandatory”, or “(M)”.

Suppliers must comply with each and every mandatory requirement. If a proposal does not comply with a mandatory requirement, the proposal will be considered non-compliant and be disqualified.

#### RFSA Definitions:

These definitions are provided within the RFSA:

- i. An acceptable substantiation reference under this RFSA is defined as a client reference who may be contacted, at Canada’s discretion, to confirm the Supplier has previously provided the identified Services. The same reference may be used for multiple Domains of Expertise. Multiple projects may have the same substantiation reference. Where Canada determines that the Supplier has not provided the contact information required for the substantiation reference as requested, Canada may provide the Supplier with 48 calendar hours within which to submit information acceptable to Canada. Failure to follow up on a

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request for additional information made by the RSFA Authority will result in the exclusion of the proposal.

- ii. An Outside Entity is any legal entity that is not a parent, subsidiary or affiliate of the Supplier or any member of a joint venture supplier.
- iii. A Project is a contract between the Supplier and an Outside Entity under which the Supplier has provided S&T professional services solution to the Outside Entity, and has fulfilled all of the terms of the contract, provided that, if the contract provides for discrete phases with specific deliverables, then any such phase completed by the Supplier, including receipt by the Supplier of payment in full for all work and delivery by the Supplier of all deliverables, shall qualify as a Project. Task authorization completed in a given contract can be considered as a project.

It is mandatory that Suppliers submit detailed information to demonstrate that they meet all the requirements. Suppliers should utilize Templates (Tables 2 and 3) in the preparation of their Technical Proposal.

## **2. Mandatory Criterion**

### **2.1 MC1 - Minimum Years in Business**

The Supplier must have been in business as the same legal entity for a minimum of three (3) years as of the deposit of his arrangement. In order to demonstrate this, the Supplier must provide documented proof such as a certificate of incorporation, business registration or tax returns in its proposal confirming the number of years its firm has been in business.

In the case of a joint venture, one of the members of the joint venture must demonstrate the minimum three-year requirement.

Canada will consider the three (3) year minimum requirement to be met if the Supplier has been incorporated or otherwise created less than three (3) years before deposit of his arrangement as the result of a corporate change under which it has in law assumed all of the assets, undertaking, operational capability, skills and resources of other legal entities, then Canada will consider the three (3) year minimum requirement to be met. In this case, the number of years in business of the other recognized legal entities and the one of the Supplier must total a minimum of three (3) years.

### **2.2 MC2 - Experience and Expertise of the Supplier related to the C4ISR R&D Areas**

For each C4ISR R&D Areas for which the Supplier wants to be qualified, he must provide two (2) relevant R&D projects completed for one or more Outside entities.

To determine if a project is considered relevant, the jury will rely on the typical tasks related to the C4ISR Areas 1 to 5 described in the SOW, the topics of Annex C - Sciences and Technology Fields and how it could be applied within the military C4ISR.

Failure to provide all information required will result in the project being declared as non-compliant. Should a project be non-compliant, then the entire C4ISR R&D Area will be non-compliant, as each C4ISR R&D Area requires compliant projects to be submitted. If more than two (2) projects are submitted, then only the first two projects will be evaluated.

The same project could be presented in more than one C4ISR R&D Area.

For each C4ISR R&D Area for which the Supplier wants to be qualified, he must provide:  
Two (2) relevant R&D projects related to the C4ISR Area for an Outside Entity completed within the last three (3) years prior to RFSA closing date. The total dollar value of each of the two (2) projects must be over \$ 75 000 CAD, excluding all taxes, to be considered.

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To determine whether a project meets the requested criterion, the Supplier must provide a description of each project by giving the following information:

- a. Identification of the project (also known as a mandate or initiative) and whether the Supplier was the prime contractor, a sub-contractor, or participant in a joint venture;
- b. Identification of the Client Organization: company name, country and city location;
- c. Total dollar value (\$ CAD) excluding all taxes of the project for the Supplier;
- d. Start and End Dates of the project;
- e. Effort (full-time PY equivalent) of the project for the Supplier;
- f. Brief description of the nature of the project;
- g. List of typical activities and a description of the associated deliverables. In case of published papers, provide a full bibliographic reference;
- h. Relevance of the project against the C4ISR R&D Area and how it could be applied within the military C4ISR Area;
- i. Reference(s):
  - Contact Name;
  - Title;
  - Phone Number and/or email.

The Supplier should describe each project using the "Project description template" (PDT) of Table 1 provided below.



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### **2.3 MC3 - Experience and Expertise of the Supplier's Resources related to a C4ISR R&D Area**

For each C4ISR R&D Area for which a Supplier wants to be qualified, the Supplier must provide the names of resources that match the experience and expertise description of resource categories associated with the C4ISR R&D area. To determine if the experience and expertise are relevant, the jury will rely, among other things, on the experience and expertise of these resource categories as described in Annex B Resource Category Description. The experience and expertise of a resource may have been acquired for a different organization than the Supplier.

To be qualified and awarded a SA in a given C4ISR R&D Area, the Supplier must provide the number of resources asked among the resource categories requested for that C4ISR R&D Area (see Table 3). A resource can only be proposed in a single resource category requested for a given C4ISR R&D Area, but the same resource may be proposed in more than one C4ISR R&D Area.

#### C4ISR R&D Area 1 to Area 4:

The Supplier must propose two (2) resources, having at least a Level two (2) of experience and expertise, from two (2) different resource categories among the resource categories identified for that C4ISR R&D Area.

#### C4ISR R&D Area 5 - C4ISR Integration:

The Supplier must propose three (3) resources, having at least a level two (2) of experience and expertise, from at least two (2) different resource categories selected among the resource categories identified for that C4ISR R&D Area.

The Level two (2) for each resource categories is described in Annex B - Resource Category Description.

To determine whether resources meets the criterion, the Supplier must describe the experience and expertise of each proposed resource by providing the resumes (Curriculum Vitae: CV) of each proposed resources and each of this information:

- a. Name of the proposed resource;
- b. Resource category with his level, as Annex B;
- c. Description of the relevant experience and expertise of the category of the proposed resource, as per Annex B;
- d. Reference to the detailed CV where the experience and expertise of the proposed resource is described;
- e. Name of the project (also known as a mandate or initiative) during which experience and expertise has been acquired;
- f. Name of the client or organization for which the project (also known as a mandate or initiative) was executed.
- g. Task duration, in months, performed by the resource and pertaining to the experience and expertise described;

The Supplier should describe the experience and expertise of each proposed resource using the Summary of Experience and Expertise Template (SEET) of Table 2 provided below.



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**Table 3 – REQUIREMENTS FOR CRITERIA MC2 AND MC3**

The following is a summary of Mandatory Criteria 2 and 3 required for each of the areas for which a Supplier want to qualify.

C4ISR R&D Area	MC2 Experience and Expertise of the Supplier related the C4ISR R&D Areas	MC3 Expertise and Expertise of the Supplier's Resources related to a C4ISR R&D Area	
	Relevant Projects to be presented	Resource Category, at least Level 2 (see **)	Number of resources to be presented
1 – Command and Control (C2)	Number : Two (2) Relevant Projects completed within three (3) years preceding the deposit of his arrangement Value: more than \$75 000 CAD	S.1 - Sensemaking Specialist S.10 - Cognitive Engineering Specialist S.13 - Decision Support Specialist S.14 - Command and Control Specialist S.15 - Experimentation Manager	2 resources in 2 different Resource Category
2 – Communication, computers information systems (C2IS)	Number : Two (2) Relevant Projects completed within three (3) years preceding the deposit of his arrangement Value: more than \$75 000 CAD	A.9 - Security Analyst A.10 - Network Analyst G.3 - Modelling and Simulation Specialist G.4 - Network Engineer G.5 - Communications Systems Specialist	2 resources in 2 different Resource Category
3 – Information Collection, Exploitation and Targeting	Number : Two (2) Relevant Projects completed within three (3) years preceding the deposit of his arrangement Value: more than \$75 000 CAD	S.4 - Information/Knowledge Management Specialist S.7 - Human-Computer Interaction and Visualisation Specialist S.16 - Data Scientist	2 resources in 2 different Resource Category
4 – Intelligence, Surveillance, Reconnaissance (ISR)	Number : Two (2) Relevant Projects completed within three (3) years preceding the deposit of his arrangement Value: more than \$75 000 CAD	S.7 - Human-Computer Interaction and Visualisation Specialist S.16 - Data Scientist G.5 - Communications Systems Specialist G.6 - Electronic Warfare Specialist	2 resources in 2 different Resource Category
5 - C4ISR Integration	Number : Two (2) Relevant Projects completed within three (3) years preceding the deposit of his arrangement Value: more than \$75 000 CAD	A.1 - Software Architect A.2 - Enterprise Architect A.3 - Systems Architect A.4 - Data Architect A.5 - Software Analyst A.10 - Network Analyst A.12 - Geomatics Analyst A.13 - Software Lead Developer A.18 - System Administration Programmer	3 resources in 2 different Resource Category

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**Example 1 – Supplier “A” wants to qualified for C4ISR R&D Areas 2 and 5**

- The Supplier must meet the Mandatory Criterion MC1 for the minimum years in business;
- The Supplier must provide all the information requested to mandatory Criterion MC2 - Experience and Expertise of the Supplier related the C4ISR R&D Areas 2 and 5. That means the Supplier must present :
  - Two (2) relevant R&D Projects related to Area 2;
  - Two (2) relevant R&D Projects related to Area 5.
- The Supplier must provide all the requested information to Mandatory Criterion MC3 - **Experience and Expertise of the Supplier’s Resources related to a C4ISR R&D Areas 2 and 5.** That means the Supplier must present:
  - For Area 2 : Two (2) resources in two (2) different resource categories among these categories :
    - A.9 - Security Analyst
    - A.10 - Network Analyst
    - G.3 - Modelling and Simulation Specialist
    - G.4 - Network Engineer
    - G.5 - Communications Systems Specialist
  - For Area 5 : Three (3) resources in two different resource categories among these categories :
    - A.1 - Software Architect
    - A.2 - Enterprise Architect
    - A.3 - Systems Architect
    - A.4 - Data Architect
    - A.5 - Software Analyst
    - A.10 - Network Analyst
    - A.12 - Geomatics Analyst
    - A.13 - Software Lead Developer
    - A.18 - System Administration Programmer

**Result:**

For C4ISR R&D Area 2, the two (2) projects and the two (2) resources submitted are deemed compliant. Supplier A is qualified and is awarded a SA in C4ISR R&D Area 2.

For C4ISR R&D Area 5, the two (2) projects submitted are deemed compliant, but only two (2) resources on the three (3) presented are deemed compliant. The Supplier could see to qualified for Area 5 or another Area during the next period of evaluation of the RFSA.

**ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED**