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11 Laurier St. / 11, rue Laurier

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Gatineau

Québec

K1A 0S5

Bid Fax: (819) 997-9776

**Revision to a Request for a Standing Offer**

**Révision à une demande d'offre à commandes**

National Individual Standing Offer (NISO)

Offre à commandes individuelle nationale (OCIN)

The referenced document is hereby revised; unless otherwise indicated, all other terms and conditions of the Offer remain the same.

Ce document est par la présente révisé; sauf indication contraire, les modalités de l'offre demeurent les mêmes.

**Comments - Commentaires**

**Vendor/Firm Name and Address**

Raison sociale et adresse du  
fournisseur/de l'entrepreneur

**Issuing Office - Bureau de distribution**

Aerospace Spares and Logistics / Pièces de

rechange aérospatiales et logistiques

11 Laurier St. / 11, rue Laurier

8C1, Place du Portage

Gatineau

Québec

K1A 0S5

<b>Title - Sujet</b> Guided Precision Aerial Delivery Guided Precision Aerial Delivery System	
<b>Solicitation No. - N° de l'invitation</b> W6399-22LI26/B	<b>Date</b> 2022-08-04
<b>Client Reference No. - N° de référence du client</b> W6399-22LI26	<b>Amendment No. - N° modif.</b> 003
<b>File No. - N° de dossier</b> 275by.W6399-22LI26	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$\$BY-275-28732	
<b>Date of Original Request for Standing Offer</b> 2022-07-06 <b>Date de la demande de l'offre à commandes originale</b>	
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> Eastern Daylight Saving Time EDT <b>on - le 2022-08-25</b> Heure Avancée de l'Est HAE	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Votano, Diego	<b>Buyer Id - Id de l'acheteur</b> 275by
<b>Telephone No. - N° de téléphone</b> (873) 353-9567 ( )	<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 Offer. Cette révision ne change pas les besoins en matière de sécurité de la présente offre.	

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>		

Amendment 003 of Request for Standing Offer W6399-22LI26 is raised to respond to questions received, amend the solicitation documents as reflected below and to inquire inputs from suppliers to confirm if they can meet the following requirement at Section B.

## Section A : QUESTIONS AND ANSWERS

Q.1 With reference to fulfilment of the Year 1 estimated quantities of goods, when the first call-up is made for a certain number of small and / or medium GPADS, what is the expected delivery date timeline?

A.1 Due to the nature of a Standing Offer, requirements for goods and services will be on a "as and when requested" basis and there are no guaranteed minimums. Delivery dates will be subject to negotiations.

Q.2 Annex G 2.3.1 Operational Performance :

The GPADS must:

(b) Have release and flight characteristics as follows:

(i) Release speed: No less than 150 knots indicated airspeed;

Is this correct?

A2 At Annex G, paragraph 2.3.1 Operational performance, delete : Release speed: No less than 150 knots indicated airspeed and replace with : the maximum release speed : 150 knots indicated air speed or greater.

For further clarification the system must be rated to be released at a maximum airspeed of 150 knots, whereas if the maximum release speed is less than 150 knots, for example 140 knots, the system does not meet this requirement.

Q3 Can the evaluation criteria for Packing Process be changed to remove Pro and Flat pack and replace them with "applicable packing method" so as not to disadvantage if only one particular method is used for the particular system?

A3. Agreed.

At Annex F, paragraph 3.3.1 (a), IV a) and b) :

**Delete :**

- a. Pro and
- b. Flat

**Replace with :** "Applicable packing method"

At Appendix 1 to Annex F, Packing Procedures, Packing process as follows : a) and b) :

**Delete :**

- a. Pro; and
- b. Flat

**Replace with :** "Applicable packing method"

- Q4 What is the system requirement that drives the need for an IMU or other navigation system?
- A4 The Department of National Defense (DND) does have a requirement for redundant navigation systems, inertial navigation or other equivalent, in the event that GPS signal is lost with the GPADS system at some point throughout the flight. This requirement is not related specifically to a GPS denied environment.
- Q5 If the strategic goal and operational requirement of DND / the Canadian Armed Forces is for small and medium payload variants of GPADS, why is PSPC / DND / the Government of Canada allowing the manipulation of this RFSO to potentially enable the success of one US company?
- A5 DND has a requirement for both a single-use and a multi-use system. DND will accept two distinct systems that meet single-use and multi-use requirements or a single system that is multi-use and can be configured for single-use.
- Q6: Given the current unstable economic environment, we feel it is unreasonable to force the Offeror to lock in pricing for 6 years, with no means of re-negotiating the out years to compensate for unfavourable fluctuations in inflation. Would you consider changing the Financial Evaluation to include only the pricing for the first 3 Firm Year prices, and give the Offeror the chance to re-negotiate (within reason, to compensate for inflation) Option years 1-3 before they are exercised?
- A6 : Canada agrees that, due to the current unstable economic environment, bids are to be submitted only for the 3 firm years. However, the 3 option years will be escalated in accordance with the formula below :

Starting in Option Period 1 and for each option period thereafter, the unit pricing identified in Annex "A", Basis of Payment will be adjusted annually, at the start of the Option Period by an amount established based on the percentage increase (decrease), nearest two decimal places, in the annual monthly average index of the Consumer Price Index for Ontario, All-Items (Not Seasonally Adjusted), published in Statistics Canada Table 18-10-0004-01 from the 12-month base period ending 15 months prior to the current Option Period award date, to the same 12-month period ending 3 months prior to the current Option Period award date. This will be calculated using the following formula:

$$EPA = (A / B) - 1 \times 100$$

Where:

A = Annual average index for the 12 months ending 3 months prior to the Option Period Award Date.

Solicitation No. - N° de l'invitation  
W6399-22LI26/001/BY  
Client Ref. No. - N° de réf. du client  
W6399-22LI26

Amd. No. - N° de la modif.  
003  
File No. - N° du dossier  
275BY. W6399-22LI26

Buyer ID - Id de l'acheteur  
275BY  
CCC No./N° CCC - FMS No./N° VME

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B = Annual average index for the 12 months ending 15 months prior to the Option Period Award Date.

Example: The calculation of the adjustment for a contract with an Option Period 1 start date January

2022 would be reflected as:

A = 12 month period ending October 2021 average index = 134.2\*

B = 12 month period ending October 2020 average index = 130.5\*

$EPA = ( A / B ) - 1 \times 100$

$EPA = ( 134.2/130.5 ) - 1 \times 100$

EPA = 2.84%

\*Note that Index Levels do not reflect actual figures.

## **Section B : QUESTION TO SUPPLIERS**

Suppliers are requested to inform the Contracting Authority ([Diego.Votano@tpsgc-pwgsc.gc.ca](mailto:Diego.Votano@tpsgc-pwgsc.gc.ca)) by email no later than 1600 hours Eastern Daylight Savings Time on August 10, 2022 if they are able to meet the following requirement stated at Annex G, Paragraph 2.4 :

### **2.4 Technical Requirements**

The Technical requirements for the GPADS are as follows:

(a) The GPADS Small Payload Variant must:

- i. Be available in both Multi-Use and Single-Use versions; and
- ii. Have a maximum weight (ready-to-use configuration) of no more than 34 kg (75 lbs);

(b) The GPADS Medium Payload Variant must:

- i. Be available in both Multi-Use and Single-Use versions; and
- ii. Have a maximum weight (ready-to-use configuration) of no more than 91 kg (200 lbs).

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