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LETTER OF INTEREST
LETTRE D'INTÉRÊT

Comments - Commentaires

Vendor/Firm Name and Address
Raison sociale et adresse du
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Issuing Office - Bureau de distribution

Victoria Class Modernization (VCM) / Modernisation de
la classe Victoria
Louis St-Laurent Building (2)
2nd Floor - SC19
455 De la Carrière Blvd
Gatineau
Quebec
K1A 0S5

Title - Sujet VCM Periscopes Project Victoria-class Modernization Periscopes Project	
Solicitation No. - N° de l'invitation W8472-195765/C	Date 2022-12-20
Client Reference No. - N° de référence du client W8472-195765	GETS Ref. No. - N° de réf. de SEAG PW-\$VCM-004-28896
File No. - N° de dossier 004vcm.W8472-195765	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM Eastern Standard Time EST on - le 2023-01-30 Heure Normale du l'Est HNE	
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: Dawson, Kirby	Buyer Id - Id de l'acheteur 004vcm
Telephone No. - N° de téléphone (000) 000-0000 ()	FAX No. - N° de FAX () -
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction: DEPARTMENT OF NATIONAL DEFENCE MGen Georges R. Pearkes Building 101 COLONEL BY DR. OTTAWA Ontario K1A0K2 Canada	

Instructions: See Herein

Instructions: Voir aux présentes

Delivery Required - Livraison exigée See Herein – Voir ci-inclus	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



Item Article	Description	Dest. Code Dest.	Inv. Code Fact.	Qty Qté	U. of I. U. de D.	Unit Price/Prix unitaire		Delivery Req. Livraison Req.	Del. Offered Liv. offerte
						Destination	FOB/FAM Plant/Usine		
4	VCM Periscopes RFI3	W8472	W8472	1	Each	\$	\$	See Herein – Voir ci-inclus	

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ABBREVIATIONS AND DEFINITIONS

AI: Artificial Intelligence

CAF: Canadian Armed Forces.

CCS: Command and Control System.

CCV: Canadian Content Value.

DND: Department of National Defence.

ISED: Innovation, Science, and Development Canada.

ITB: Industrial and Technological Benefits.

KIC: Key Industrial Capabilities

NSE: National Security Exception.

PDF: Portable Document Format.

PSPC: Public Services and Procurement Canada.

R&D: Research and Development

RCN: Royal Canadian Navy.

RFI: Request for Information.

RFP: Request for Proposal.

SD&T: Skills Development and Training

VP: Value Proposition.

VCS: VICTORIA class Submarines.

VCM: VICTORIA class Modernization.

Videoconferencing applications: a set of tools designed for personal and corporate collaboration. Videoconferencing applications are used to connect to others, typically through the internet, and they allow you to communicate through audio, video, text, filesharing, whiteboard, and other features. Commonly used applications include Microsoft Teams and Cisco WebEx.

REQUEST FOR INFORMATION (RFI)

FOR THE VICTORIA CLASS MODERNIZATION PERISCOPES PROJECT

1. Purpose of the Request for Information

Public Services and Procurement Canada (PSPC) is releasing a third Request for Information (RFI) on behalf of the Department of National Defence (DND) and Innovation, Science, and Economic Development Canada (ISED), in order to gather information for a future procurement related to the VICTORIA class Modernization Periscope Project. The responses provided will contribute to further refine the Value Proposition (VP) Requirements under the Industrial and Technological Benefits (ITB) Policy, prior to the release of a proposed evaluation framework under a draft Request For Proposal (RFP)

The purpose of this RFI (Release #3) is to:

- Update industry on the proposed VP;
- To receive feedback from industry on the Periscope VP questions contained at Annex A.

Changes to this RFI may occur and will be advertised on the Government Electronic Tendering System. Canada asks Respondents to visit Buyandsell.gc.ca and Canadabuy.ca regularly to check for changes, if any.

2. Background Information

The VCM will provide modernized and increased capability to maintain the VICTORIA class Submarines' (VCS') operational relevance through the mid-2030s. VCM will be a collection of discrete projects that will be managed both individually and within a larger VCM portfolio to generate the necessary capability for Canada's submarines as detailed in *Strong, Secure, Engaged* - Canada's Defence Policy. Overall, the modernization outcomes will make Canada and its allies stronger and safer by:

- a. improving the habitability and deployment conditions onboard the VCS in support of Royal Canadian Navy (RCN) submariners;
- b. positioning the VCS to contribute meaningfully to Canadian Armed Forces (CAF) Joint Operations ashore; and
- c. ensuring the survivability of the VCS against an evolving threat in an increasingly complex and changing battlespace.

This RFI relates to the VCM Periscope Modernization Project, which will replace the VCS's search and attack periscopes with modern periscopes that use digital systems.

The RCN has identified a requirement to replace the legacy periscopes with modern digital sensors and rangefinders to improve performance and reduce the probability of detection by adversaries.

The desired VCM Periscope system consists of separate digital search and attack periscopes, a single operator workstation that can be used to fully control either of the periscopes, including all raising and lowering operations and view received imagery. In addition, it includes all interfaces to existing components of the combat

system, such as the Electromagnetic Support Measures antenna and the Command and Control System (CCS).

3. Integration Requirement

The VCM Periscope system must interface seamlessly with the existing lifting appliances, hull glands and bearing guides without any modification to these retained items.

At its sole discretion, Canada may authorize the reuse of existing periscope tubes as part of this acquisition process. If Canada does choose to authorize the reuse of existing periscope tubes, the contracted party would become fully responsible for all risks associated with reuse of the periscope tubes, including the watertight integrity of the periscope tubes in accordance with original design specifications, until the search and attack periscopes are removed from service for disposal.

4. Directions to Respondents

4.1 Nature of the RFI

This RFI is neither a call for tender nor a Request for Proposal (RFP). No agreement or contract will be entered into based on this RFI. The issuance of this RFI is not to be considered in any way as a commitment by the Government of Canada, nor as authority to potential respondents to undertake any work that could be charged to Canada. This RFI is not to be considered as a commitment to issue a subsequent solicitation or award contract(s) for the work described herein.

Procurement of the goods or services described in this RFI will not necessarily follow this request. Any procurements of this system/equipment/services will be in accordance with standard government procurement policies.

Respondents and potential suppliers of any goods or services described in this RFI should not earmark stock or facilities, nor allocate resources, as a result of any information contained in this RFI.

Participation in this RFI is encouraged, but is not mandatory. There will be no short-listing of potential suppliers for the purposes of undertaking any future work as a result of this RFI. Similarly, participation in this RFI is not a condition or prerequisite for the participation in any potential subsequent solicitation.

4.2 Nature and Format of the Requested Responses

Respondents are asked to format their responses in MS Word, Excel, or a PDF document with a suggested limit of 6 megabytes per response.

Respondents must identify if their response, or any part of their response, is subject to the Controlled Goods Regulations and/or any export controls.

If respondents wish to provide multiple submissions or volumes/versions in response to this RFI, respondents are requested to indicate on the front cover page of the title of the response, the Buy and Sell identification number, the volume/version number, full legal name of the respondent and a point of contact of the respondent including name, telephone number and email address.

4.3 Response Costs

Canada will not reimburse any respondent for expenses incurred in responding to this RFI.

4.4 Treatment of Responses

4.4.1 Use of Responses

Responses will not be formally evaluated. However, the responses received may be used by Canada to develop or modify procurement strategies and to draft performance specifications or requirements

4.4.2 Review Team

A review team composed of representatives from Canada will review the responses, yet they will not be formally evaluated. Canada reserves the right to hire any independent consultant, or use any Government resources or contractors that it considers necessary to review any response. Canada has engaged the services of a Fairness Monitor in order to oversee various stages in the procurement process. Any consultants or contractors utilized will be subject to a Non-Disclosure Agreement. Not all members of the review team will necessarily review all responses.

Canada will review all responses received by the RFI closing date. Canada may, in its discretion, review responses received after the RFI closing date.

4.4.3 Confidentiality

Respondents should clearly identify any information they provide Canada that they feel is proprietary, commercial-in-confidence, third party, or personal information. Please note that Canada may be obligated by law (e.g., in response to a request under the Access to Information and Privacy Acts) to disclose proprietary or commercially-sensitive information concerning a respondent.

4.4.4 Post-Submission Review Meetings

Canada at their discretion may request individual Post-Submission Review Meetings with respondents to provide clarity on information provided. This may take place in the form of follow on meetings via videoconferencing applications.

Respondents will not be reimbursed for any cost incurred in participating in Post Submission Review Meetings if Canada requests this meeting to take place.

4.5 Format of Responses

The respondents must identify all response data with the following information:

- a. name and address of the respondent;
- b. name, address, telephone number, and email address of the respondent's contact;
- c. submission date;
- d. RFI number; and
- e. version number of the submission.

4.5.1 Numbering System

Each section has its own unique section number. Respondents are requested to prepare their response using the system that corresponds to the one in this RFI.

Descriptive material, technical manuals and brochures included as part of the response should be referenced accordingly.

4.5.2 Submission

Respondents shall send their responses directly to the PSPC Contracting Authority, identified in section 4.7, by 1400 EST, January 30th, 2023. The PSPC Contracting Authority will provide positive confirmation of receipt.

Responses to this RFI will not be returned.

4.6 Enquiries

Because this is not a bid solicitation, Canada will not necessarily respond to enquiries in writing or by circulating answers to all potential suppliers. However, respondents with questions regarding this RFI may direct their enquiries to the PSPC Contracting Authority. The use of email to communicate is preferred.

Canada may, in its discretion, contact any respondent for clarification on any aspect of the respondent's submission.

All enquiries must be submitted to the PSPC Contracting Authority no later than seven (7) calendar days before the RFI closing date. Enquiries received after that time may not be answered.

Documents may be submitted in either official language of Canada.

4.7 Contracting Authority

The PSPC Contracting Authority for the Contract is:

Name: Kirby Dawson
Title: Supply Team Leader
Public Works and Government Services Canada
Directorate: Marine Sustainment Directorate
Address: 455 Boulevard de la Carrière, Gatineau, QC, J8Y 6V7
E-mail address: Kirby.Dawson@tpsgc-pwgsc.gc.ca

4.8 Security Requirements

There is no security requirement associated with this RFI.

On future procurement phases relating to the VCM Periscopes, Canada reserves the right to apply the National Security Exception (NSE).

4.9 Fairness Monitor:

Industry engagement activities associated with this project will utilize the services of a Fairness Monitor. A Fairness Monitor provides client departments, government suppliers, Parliament and Canadians with independent assurance that Public Services and Procurement Canada conducts its activities in a fair, open and transparent way.

5.0 Industrial and Technological Benefits Policy:

Canada is consulting with industry as part of the development of an economic leveraging approach for the Periscope Modernization Project within the Victoria-class

Modernization. The Policy Framework for the ITB Policy, including VP, will be applied.

The ITB Policy, including the VP, applies to all eligible defence procurements over \$100 million and for which the National Security Exception applies. Additionally, procurements valued between \$20-100 million are reviewed for the possible application of the Policy

Under the ITB Policy, companies awarded defence procurement contracts are required to undertake business activities in Canada equal to the value of the contract. The ITB Policy includes the VP, which requires bidders to compete on the basis of the economic benefits to Canada associated with its bid. Winning bidders are selected on the basis of price, technical merit and their VP. VP commitments made by the winning bidder become contractual obligations in the ensuing contract.

The objectives of the ITB Policy are to: support the long-term sustainability and growth of Canada's defence sector; support the growth of prime contractors as well as suppliers in Canada, including small and medium-sized enterprises in all regions of the country; enhance innovation through research and technological development in Canada; and increase the export potential of Canadian-based firms.

For more information regarding the ITB Policy, Value Propositions, Key Industrial Capabilities (KICs), as well as how Canadian Content Value (CCV) is calculated please visit: <http://www.ic.gc.ca/eic/site/086.nsf/eng/home>

5.1 Current Mandatory Requirements:

As part of the bid proposal to Canada in response to a formal RFP to be released at a later date, the following economic benefits mandatory requirements will be sought of Bidders from the RFP.:

The proposal must commit to achieving Industrial and Technological Benefit (ITB) Transactions, measured in Canadian Content Value (CCV), valued at not less than 100 percent (100%) of the contract price (including options), to be achieved within the achievement period. For the winning bidder, its commitment to not less than 100 percent (100%) will become an obligation that must be achieved under the Contract.

The bidder must specify and commit to achieving VP Commitments, each expressed as a percentage of the contract price (including any contract options), measured in CCV.

The bidder must commit to achieving not less than 15 percent (15%) of the contract price (including options) in Small and Medium Business ITB transactions, measured in CCV.

The bidder must specify its bid price, not including taxes and rounded to the nearest dollar.

The bidder must also commit to identifying transactions at certain milestones during the ITB Achievement Period as follows:

- Identify transactions that are detailed, fully described and equal in total to not less than 30 percent (30%) of the Bid Price, measured in CCV;

- Commit to identifying, one (1) year after the effective date of the contract, additional transactions that are detailed, fully described and bring the cumulative total of identified transactions to not less than 60 percent (60%) of the Contract Price (including options), measured in CCV;
- At three (3) years following the effective date of the contract, the total of transactions is not less than one hundred percent (100%) of the contract price, measured in CCV.

The bidder must accept and comply with all of the ITB Terms and Conditions.

The ITB Proposal must also contain the following components:

- Company Business Plan;
- ITB Management Plan;
- Regional Development Plan;
- Small and Medium Business Development Plan;
- Gender and Diversity Plan;
- Detailed sheets for proposed Transactions;
- Mandatory requirements certificate; and;
- Mandatory ITB rated criteria certificate.

Under the VP, bidders will be provided evaluation points based on their level of commitment as a portion of an overall ITB obligation on the project, and measured in CCV, to undertake work and invest into specific activities within the Canadian economy.

Informed by initial stakeholder responses and market research, the below VP pillars and evaluation criteria are being considered under the VP of this procurement:

Proposed VP Pillars	Evaluated Criteria
Defence	Activities in Canada's Defense Sector
Research and Development (R&D)	R&D activities in the KIC area of AI in the Naval Domain
Supplier Development	Supplier Inclusion
Skills Development and Training (SD&T)	Activities in the Canadian Marine sector

For more information on Canada's Regional Development Agencies and their corresponding role in assisting industry, please submit an enquiry to the Contracting Authority.

ANNEX A – Periscope Value Proposition Questions

1. VP Criteria: Defence

Scope: To maximize work directly related to periscope procurement and to maximize indirect work in Canada's Defence Sector.

Overall feedback: There exists an opportunity to motivate direct ITB activity (including in-service support) as a percentage of an ITB obligation.

- 1.1 Is the scope of criteria for this VP Pillar appropriate for this project? Please provide your rationale.
- 1.2 Should there be a mandatory minimum threshold for Defence investment, as a percentage of contract value, for this pillar. Please provide a percentage.
- 1.3 Should this pillar be weighted higher than other VP pillars for the purposes of evaluation?
- 1.4 Should this pillar contain prorated or point-related scoring for the purposes of evaluation? Please provide your rationale.

2. VP Criteria: Research and Development

Scope: To encourage collaboration that leads to strong and productive R&D partnerships with industry, academia and research centres in Canada, particularly under the KIC area of artificial intelligence (AI) and data processing in the naval domain.

Overall feedback: The maturity of the proposed solution limits R&D. However, there exists interest in exploring Indirect R&D opportunities related to AI in the naval domain.

- 2.1 What would be an appropriate mandatory minimum threshold for investments, as a percentage of contract value, for this R&D pillar?
- 2.2 Should this pillar contain prorated or point-related scoring for the purposes of evaluation? Please provide your rationale.
- 2.3 From the identified KIC, are there specific relationships that could be leveraged through potential indirect opportunities to support future development of the Submarine enterprise in Canada.
 - i. How would you recommend such an approach be optimized for the purposes of economic benefits under the Value Proposition?

3. VP Criteria: Supplier Development

Scope: To extend, develop, and sustain the Canadian Supply Chain through participation in this project.

Overall feedback: Opportunities for Canadian supply chain participation, both direct and indirect, exist based on the market analysis and industry responses.

- 3.1 What would be an appropriate mandatory minimum threshold for Canadian supply chain participation, as a percentage of contract value, for this pillar?
- 3.2 Should this pillar contain prorated or point-related scoring for the purposes of evaluation? Please provide your rationale.
- 3.3 In your opinion, would the inclusion of Canadian suppliers occur through primarily direct or indirect work?

4. VP Criteria: Skills Development and Training

Scope: To develop and sustain a diverse, talented and innovative Canadian workforce through in-house training, scholarship programs, internships and technology transfers within the marine sector.

Overall feedback: There is some interest in Skills development and training (SD&T) but limited information was provided in the RFI responses.

Due to the growing over need for skills in the Canadian marine sector, Canada will incentivize investments based on \$200,000 increments (in CCV) on a Skills Development and Training pillar.

- 4.1 What should the maximum dollar amount be within this criteria? Please provide your rationale.
- 4.2 Should this pillar contain prorated or point-related scoring for the purposes of evaluation? Please provide your rationale.
- 4.3 In your opinion, where would the most impactful scope for skills development and training investments within Canadian marine sector be (for ex: professional services – marine engineering/architecture; trades; under-represented groups, other)?