



**RETURN BIDS TO:**

**RETOURNER LES SOUMISSIONS À:**

Bid Receiving - PWGSC / Réception des soumissions  
TPSGC  
11 Laurier St. / 11, rue Laurier  
Place du Portage, Phase III  
Core 0B2 / Noyau 0B2  
Gatineau  
Quebec  
K1A 0S5  
Bid Fax: (819) 997-9776

**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**  
Detection, Simulation and Optical Systems Division  
Place du Portage III, 8C2  
11 rue Laurier Street  
Gatineau  
Quebec  
K1A 0S5

<b>Title - Sujet</b> Night Vision Devices (NVDs)	
<b>Solicitation No. - N° de l'invitation</b> W8476-236722/A	<b>Amendment No. - N° modif.</b> 002
<b>Client Reference No. - N° de référence du client</b> W8476-236722	<b>Date</b> 2023-11-02
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$\$QT-005-29091	
<b>File No. - N° de dossier</b> 005qt.W8476-236722	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> Eastern Standard Time EST <b>on - le 2023-11-30</b> Heure Normale de l'Est HNE	
<b>F.O.B. - F.A.B.</b> <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input checked="" type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Green (QT Div), Dave	<b>Buyer Id - Id de l'acheteur</b> 005qt
<b>Telephone No. - N° de téléphone</b> (613) 482-9687 ( )	<b>FAX No. - N° de FAX</b> ( ) -
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>	

**Instructions: See Herein**

**Instructions: Voir aux présentes**

<b>Delivery Required - Livraison exigée</b>	<b>Delivery Offered - Livraison proposée</b>
<b>Vendor/Firm Name and Address</b> <b>Raison sociale et adresse du fournisseur/de l'entrepreneur</b>	
<b>Telephone No. - N° de téléphone</b> <b>Facsimile No. - N° de télécopieur</b>	
<b>Name and title of person authorized to sign on behalf of Vendor/Firm (type or print)</b> <b>Nom et titre de la personne autorisée à signer au nom du fournisseur/de l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b>	
<b>Signature</b>	<b>Date</b>

**NOTE: This notice is published as a continuance of, and is directly related to RFI # W8476-236722 published June 9, 2023**

Amendment #002 is raised to:

1. Add Indigenous Participation Component (IPC) questions;
2. To provide updated timeline to the NVD procurement process;
3. To address questions raised during the RFI process.

**1. At RFI Attachment 4: Questions to Industry**

**Insert:**

**6.15. Indigenous Participation Component (IPC) Questions**

Indigenous Services Canada (ISC) is seeking feedback on approaches and measures designed to enhance Indigenous socio-economic development for qualified Indigenous businesses and individuals such as employment, business capacity building and skills development.

6.15.1. Where does your company see an opportunity to include local Indigenous participation within the potential activities under this procurement? This participation can include (but is not limited to) the following:

6.15.1.1. software development;

6.15.1.2. implementation of the solution;

6.15.1.3. maintenance;

6.15.1.4. payment processing; or

6.15.1.5. other areas?

6.15.2. What percentage of the value of the contract (or of a specific project deliverable) do you see as attainable and achievable for the IPC?

6.15.2.1. Within the IPC, is there an optimal percentage for direct versus indirect benefits?

6.15.2.2. Does your business have a history of employing Indigenous persons or sub-contracting with Indigenous businesses?

6.15.2.3. What incentive strategies have you encountered in previous contracts to encourage Indigenous engagement resulting in skills development, industrial capacity, and economic benefit to Indigenous groups?

6.15.2.4. Is your business located within a modern treaty? If yes, please specify.

6.15.2.5. Is your business an Indigenous business eligible under the Government of Canada's Procurement Strategy for Indigenous Business?

**2. At Industry Engagement PowerPoint Deck – Slide 21 - Schedule****Delete: In its entirety****Insert:**

## Schedule

Key Milestones	Date
NVSM Project Approval (Definition)	21 February 2023
Draft RFP	Spring 2024
RFP	Early 2025
Contract award	Late 2025
First deliveries	Mid 2026

**3. Respond to Vendor Questions**

**Q1.** Are the Draft System Requirement Specification (SRS) at Attachment #5 of the RFI the specifications that will be posted with the subsequent RFP?

**A1.** No. The draft SRS is subject to further revisions as Canada develops the requirements and gains a better understanding of the solutions that are available by industry. To ensure a fair and open competitive process, Canada is requesting industry feedback on the draft SRS via the Excel spreadsheet.

**Q2.** Will partial bidding be applicable in the RFP stage?

**A2.** No, partial bidding will not be applicable at the RFP stage.

**Q3.** As per clause number 6.5, Canada intends to procure NVD capabilities that are in full manufacturing production. NVSM would like to receive full delivery of the MNVD and BNVD systems within four years after Contract Award.

- What will be minimum purchase in all four years together after contract awarded ?
- What will be minimum quantity in each PO?

**A3.** The current scope of the requirement can be found in the original RFI documentation at 6.9. Canada will develop their minimum quantities and lead times based on the responses received from industry via this RFI.

**Q4.** Payment terms are not mentioned in the RFI. Can you please give us the idea what will be payment terms at the time of RFP?

**A4.** The payment terms will be in accordance with Canada's standards found in the Standard Acquisition Clauses and Conditions (SACC) Manual located on Buyandsell.gc.ca. Specific clauses will be determined during the creation of the RFP documentation.

**Q5.** As per RFI, The ITB Policy may apply to this basic Monocular & Binocular NVD procurement.

- Can you please provide clarity on the below points regarding the ITB policy?
- Will ITB Policy be applicable?
- If it is applicable, can you share the ITB policy to review.

**A5.** The ITB Policy, including the Value Proposition, will apply to all eligible Defence procurements and Canadian Coast Guard procurements over \$100 million and for which the National Security Exception applies. All eligible defence procurements with contract values between \$20-100 million are reviewed for application of the ITB Policy and Value Proposition. Final determination regarding the application of the ITB Policy will be performed through the Government of Canada's internal governance process. At this time, Canada anticipates the ITB Policy will apply to the MNVD/BNVD project and bidders are encouraged to learn more about the policy by visiting [www.canada.ca/itb](http://www.canada.ca/itb).

The Value Proposition specific to the MNVD/BNVD project will be developed through market analysis, industry engagement, and written feedback during the Request For Information (RFI) stage. Bidders may have an additional opportunity to provide feedback on the Value Proposition when the Draft Request for Proposal (RFP) is released. Bidders are also encouraged to contact the Regional Development Agencies (RDA). If they have a Canadian office, they should contact the RDA responsible for their geographic location. If they do not have an office in Canada, contacting the Land procurement officers at each RDA would be a good first step. The RDAs are designed to facilitate business development in their regions, they have a solid working knowledge of Canadian defence procurement, and are often approached by suppliers and primes alike for partnership opportunities or to fulfill specific supplier requests. The list of RDAs and their contacts can be found here: [www.ic.gc.ca/eic/site/086.nsf/eng/h\\_00140.html](http://www.ic.gc.ca/eic/site/086.nsf/eng/h_00140.html).

More information on the ITB Policy, including the Value Proposition Guide and Model Terms and Conditions, can be found by visiting [www.canada.ca/itb](http://www.canada.ca/itb). If you have further questions, please contact the Contracting Authority and they will redirect your questions to the ITB Authority.

**Q6.** Is there any restriction related to raw material usage from any particular country?

**A6.** Interested suppliers are encouraged to refer to the Global Affairs Canada website (<https://www.international.gc.ca/global-affaires-affaires-mondiales/home-accueil.aspx?lang=eng>) for information on any restrictions related to trade to and from Canada.

**Q7.** What are the taxes if goods shipped from countries not having free trade agreement with Canada?

**A7.** Interested suppliers are encouraged to refer to the Global Affairs Canada website ([Global Affairs Canada – Home \(international.gc.ca\)](https://international.gc.ca)) or contact the agency directly to obtain this information.

**Q8.** What are the taxes if goods shipped from countries having free trade agreement with Canada?

**A8.** Interested suppliers are encouraged to refer to their respective trade agreements for their country, found at [Trade and investment agreements \(international.gc.ca\)](https://international.gc.ca).

**Q9.** When is the RFQ expected & which portal it will be published so that we can be registered in advance?

**A9.** The draft Request for Proposal (RFP) is expected to be published in the spring of 2024 through the Canada Buys website (<https://canadabuys.canada.ca>). Potential suppliers are encouraged to register through the site.

**Q10.** Is there any requirement to demonstrate the past experience in the RFP? If yes, for how much quantity or value?

**A10.** The current requirement is to acquire NVDs that have reached Technical Readiness Level (TRL) 8: Actual technology completed and qualified through tests and demonstrations, as defined by ISED. This requirement is subject to change during the draft RFP stage.

**Q11.** How and when will the technical questions or comments raised that apply to the draft SRS be responded to?

**A11.** The technical questions and comments will be addressed once the responses to the RFI have been received. They will be compiled against the draft System Requirements Specification (SRS) and addressed either through a potential amendment of the SRS or via an RFI amendment.

**Q12.** For the Tier 1 BNVD's and Tier 2 MNVD's, would the Government consider digital solutions that do not contain an Image Intensification tube, but which decrease overall cost of ownership, simplify service and support, and provide additional benefits such as video recording, augmented reality, digital integration into other systems, and future software upgrades? We could provide samples for long term loan.

**A12.** We have studied the technology proposed but it is not considered to meet our current requirements.

**Q13.** The RFI lists three projects in the NVSM: (a) Basic MNVDs and BNVDs, (b) Thermal Fusion NVDs (which may be independent devices or clip-ons to augment the MNVDs and BNVDs), and (c) Augmented Reality NVDs (which may be independent devices or clip-ons to augment the MNVDs and BNVDs). If an offeror for the Basic MNVD and BNVD has a solution that already includes augmented reality and/or thermal fusion, would that be beneficial to the Government for the Basic MNVD and/or BNVD procurement?

**A13.** At this point in the project, Canada is strictly looking at the NVD procurement as a standalone requirement with the Thermal Fusion and Augmented Reality capabilities to be added at a later date.

**Q14.** Would a solution enabling out of band performance be desirable for the Government. Specifically, a solution that is sensitive to 1064 nm, above the typical operating sensitivity of traditional, analog NVDs.

**A14.** No, a solution enabling out of band performance is not desirable for Canada at this time.

**Q15.** For the Thermal Fusion NVD's to be procured via a separate NVSM procurement in the future, would the Government consider a digital low-light solution that fuses low-light and thermal in a digital format, resulting in an improved video display and user experience?

**A15.** A full review of the Thermal Fusion options and capabilities will be conducted at a later date.

**Q16.** For the Tier 1 BNVDs, is the intent to procure one solution (one vendor, one model, sole source), or would the Government consider procuring more than one solution and technology?

**A16.** The current procurement plan is for the acquisition of a singular solution and technology.

**Q17.** For the Tier 2 MNVDs, is the intent to procure one solution (one vendor, one model, sole source), or would the Government consider procuring more than one solution and technology?

**A17.** The current procurement plan is for the acquisition of a singular solution and technology.

**Q18.** Could the Government provide a priority ranking of the requested features / specifications? Specifically, is there a list of what are the top 5 or top 10 most critical parameters that the Government will consider when evaluating proposals?

**A18.** Canada has not conducted a ranking/weighting of the requested features/specifications at this time. The evaluation plan will be developed and shared with industry during the draft RFP stage.

All enquiries and other communications related to this RFI process shall be directed exclusively to the PSPC Contracting Authority.