



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, Québec 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
Defence Communications Division. (QD)
11 Laurier St./11, rue Laurier
Place du Portage, Phase III, 8C2
Gatineau, Québec K1A 0S5

Title - Sujet HHTI-LR RFP TL ITP-LP DS	
Solicitation No. - N° de l'invitation W8476-226536/B	Amendment No. - N° modif. 004
Client Reference No. - N° de référence du client W8476-226536	Date 2024-02-16
GETS Reference No. - N° de référence de SEAG PW-\$\$QD-030-29257	
File No. - N° de dossier 030qd.W8476-226536	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 2024-03-04 Heure Normale de l'Est HNE	
F.O.B. - F.A.B. Specified Herein - Précisé dans les présentes	
Plant-Usine: <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input checked="" type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: Brière-Provost, Mathieu	Buyer Id - Id de l'acheteur 030qd
Telephone No. - N° de téléphone (819) 790-1635 ()	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

Request for Proposal Process
Laser Range Finder – Hand Held Thermal Imager – Long Range
(LRF HHTI-LR)

Amendment 004



RFP Amendment 4 seeks to post questions from suppliers and make changes to shipping instructions.

1. ID	Bidder Questions	Response
System Requirements Specification		
2-01	<p>The mandatory Requirement "4.3.8.3.2.0-3 The LRF HHTI-LR display must indicate whether or not Bluetooth Connectivity is activated." Is required to be compliant at bid submission which seems to contradict requirement " 4.4.6.2.0-1 - The LRF HHTI-LR must include Bluetooth connectivity." which is required to be compliant at SAT and FAAT.</p>	<p>The contradiction is noted and was not intended. For the purposes of bid evaluation, compliance for requirement 4.3.8.3.2.0-3 at the time of SAT and FAAT is acceptable. Bidders claiming compliance at SAT and FAAT must enter "Compliant at SAT and FAAT" in column 7 of the SRSCM.</p>
2-02	<p>The mandatory Requirement " 4.3.8.3.2.0-4 The LRF HHTI-LR display must indicate whether or not Wireless Connectivity is activated." Is required to be compliant at bid submission which seems to contradict requirement " 4.4.7.2.0-1 - The LRF HHTI-LR must include wireless connectivity." which is required to be compliant at SAT and FAAT.</p> <p>If Wireless capability is required only at SAT/FAAT please confirm the display of Wireless connectivity be required at SAT/FAAT as well?</p>	<p>The contradiction is noted and was not intended. For the purposes of bid evaluation, compliance for requirement 4.3.8.3.2.0-4 at the time of SAT and FAAT is acceptable. Bidders claiming compliance at SAT and FAAT must enter "Compliant at SAT and FAAT" in column 7 of the SRSCM.</p>
2-03	<p>The mandatory Requirement " 4.3.8.3.2.0-5 - The LRF HHTI-LR display must indicate whether or not DAGR Connectivity is activated." Is required to be compliant at bid submission which seems to contradict requirement "4.4.2.2.0-1 - The LRF HHTI-LR must be compatible with the DAGR. " which is required to be compliant at SAT and FAAT.</p> <p>If DAGR compatibility is required only at SAT/FAAT please confirm the display of connectivity to DAGR be required at SAT/FAAT as well?</p>	<p>The contradiction is noted and was not intended. For the purposes of bid evaluation, compliance for requirement 4.3.8.3.2.0-5 at the time of SAT and FAAT is acceptable. Bidders claiming compliance at SAT and FAAT must enter "Compliant at SAT and FAAT" in column 7 of the SRSCM.</p>
2-04	<p>5.12 – Could the crown provide mechanical ICD for the "SAFRAN Vector Binoculars < specification TBD >", and could Canada clarify the "TBD"?</p>	<p>< Specification TBD > can be read as NSN 6650-21-921-0187</p> <p>See below for further technical information related to the integration of SAFRAN binoculars and mini-tripod with LRF HHTI-LR components.</p>



1. ID	Bidder Questions	Response
2-05	<p>In reference to requirements 4.4.10, 5.4.2, 5.5.2, 5.12, the requirements reference the Safran Vector Binoculars and Safran Vectronix SST3-1 Mini-tripod. It is suggested that Canada, at a minimum, provide the detailed spec for the aforementioned units so that other vendors could assess compliance. Alternatively, would Canada consider amending these requirements to be vendor agnostic?</p>	<p>The capability to mount an LRF HHTI-LR on the in-service SAFRAN Vectronix SST#-1 Mini-tripod, and to mount an in-service SAFRAN Vector Binocular on an LRF HHTI-LR tripod provides the user of either device with flexibility to select the best device / tripod configuration for the mission. For this reason, providing a vendor agnostic requirement would not align with the operational requirement.</p> <p>As indicated in the SRSCM, timing for compliance of all requirements related to the interfaces with the SAFRAN devices is at SAT and FAAT. Detailed specifications will be provided after contract award.</p> <p>The mechanical interface between the SST#-1 Mini-tripod and the Vector Binoculars is a standard 1/4 inch diameter screw (1/4-20 thread) that extends perpendicularly from the top plate of the tripod.</p>
2-06	<p>SRS 5.20 External Battery Pack</p> <p>We understand that the External Battery Pack (EBP) allows to power the LRF-HHTI LR through a cable. Considering the requirement to have AA Ni-Mh batteries and considering the loss of voltage in cables, it implies that quite a lot of batteries need to be inserted in the EBP and that a complex electronics is to be developed to manage the differences of battery behavior (used ones, new ones, manufacturing discrepancies...).</p> <p>This leads to a very specific item and thus questions its operability.</p> <p>Do you confirm our understanding?</p>	<p>Your understanding is confirmed.</p> <p>However, if, after contract award, a contractor has concerns about these or any other requirements, the Engineering Change Proposal process, as described in the Acquisition SOW in Section 5.5.1, may be used to propose alternate approaches to meeting the underlying functional requirements.</p> <p>In this case, the underlying operational requirement is to provide operators with options to power the LRF HHTI-LR for extended periods of time, especially during cold weather, using commonly available commercial batteries.</p>
2-07	<p>Would Canada consider including 'Defence Systems Integration' KIC to the list of KICs in the value proposition? This is particularly relevant given the complexities of integrating the LRF-HHTI-LR system with ATAK. Recognizing Defence Systems Integration as a KIC will not only stimulate economic growth through job creation and skill development but will also spur innovation within the Canadian defence sector. Such an inclusion will significantly enhance the impact of the ITB</p>	<p>After review and consideration, including incorporating industry feedback throughout the Request For Information process, Canada has determined the following Key Industrial Capabilities will apply to the LRF HHTI-LR project: Artificial Intelligence, Clean Technology, and Electro-Optical/Infrared Systems.</p>



1. ID	Bidder Questions	Response
	policy, simultaneously bolstering Canada's defence technology sector, its economy, and national security.	
2-08	<p>In Annex C, Value Proposition Evaluation Plan, Bidders are asked to make two VP Commitments in R&D and Supplier Development, one for the Overall Commitment (in R&D and Supplier Development), and one for “Of the Overall R&D/Supplier Development Commitment, what percentage is in the identified KICs”.</p> <p>In reviewing the example tables, it appears that if a bidder is Committing to 40% (max points) in R&D and intends to do all of that in the identified KICs, they would also put 40% in the “Of the Overall R&D Commitment, what percentage is in the identified KICs” box. However, the way the second Commitment is worded - “Of the Overall R&D Commitment, what percentage is in the identified KICs” - if you are Committing to meet all of your R&D Commitment with activities in the identified KICs, the second Commitment should be 100% and not 40%. Can Canada please clarify what is meant to be put for the second Commitment for R&D and Supplier Development?</p>	<p>As per the ITB Value Proposition Bidder Instructions, the Bidder should include its Commitment to achieve Transactions involving R&D (6.4.) and should also clearly identify the portion of its R&D Commitment that is in any of the identified KICs (6.4.1.) . The portion identified in the KICs should not exceed the overall R&D Commitment (6.4.2.).</p> <p>As per the ITB Value Proposition Evaluation Plan, of the Bidder’s overall R&D Commitment, the percentage of work in the KICs of Artificial Intelligence, Clean Technology, or Electro-Optical/Infrared Systems (EO/IR) will receive two (2) points for every one (1) percent of Contract Price committed (4.1.2.2.2.).</p> <p>Therefore, the Commitment in the identified KICs should be relative to the overall R&D Commitment. If the Bidder’s Commitment is to do all R&D activities in the identified KICs (i.e. 100%), the bidder should identify 100% as the second Commitment as it is relative to the overall R&D Commitment.</p> <p>In the example provided in Table 4-3 of the ITB Value Proposition Evaluation Plan, the example for Bidder 1 would mean that the Bidder is committing to 20% of the Contract Price in R&D. Of the 20% overall R&D Commitment, the bidder commits to performing 20% in the identified KICs. Therefore, the remaining 80% of the R&D Commitment would need be fulfilled through other R&D activities.</p> <p>The same process would apply for the Supplier Development Commitments</p>
2-09	<p>Please note that we respectfully request a 60-day extension for the submission of our proposal for the HHTI-LR RFP (W8476-226536). This additional time is crucial to ensure a well-considered, comprehensive response that enables optimal teaming and supply chain</p>	<p>Unfortunately a extension as already been granted and further extension will not be possible due to testing facility availabilities.</p>



1. ID	Bidder Questions	Response
	<p>considerations to thoroughly evaluate and incorporate localization opportunities as outlined in the VP/ITB. The current timeline challenges our ability to complete the necessary internal and legal review approval processes. We believe this extension will benefit all parties by fostering more detailed and competitive proposals. Your understanding and consideration of this request would be greatly appreciated.</p>	
2-10	<p>As the SACC and Agreement are silent on Incoterms, and to ensure all potential bidders accurately assess the shipping and delivery points in this bid, this bidder suggests Canada apply INCOTERMS FOB to this solicitation, with the "Delivery Location's as specified in the SOW.</p>	<p>We have updated the shipping terms and conditions. Please see below for more details.</p>
	<p>Given the current geopolitical instability and the inflationary pressures in the world economy, and to ensure a fair and equitable solicitation process which fosters maximum submission of reasonably priced bids, this bidder suggest applying exchange rate fluctuation risk mitigation clause C3010T.</p>	<p>Canada respectfully declines.</p>
	<p>Does Canada have an actual anticipated exact AOC date other than summer 2024?</p>	<p>No, we do not.</p>

ID	Bidder Questions	Response
	<p>Request for Proposal</p>	
3-01	<p>Part 6 - Resulting Contract Clauses, Acquisition Contract 6.3.1 General Conditions SACC 2030 (2022-12-01) The term "Acceptance" is not defined in SACC 2030. When is work accepted for the purposes of SACC 2030?</p>	<p>Work is accepted by Canada following verification of a delivery. Acceptance of the work is a pre-requisite for processing an invoice for payment. The scope of verification varies depending on context. For example, LRF HHTI-LR systems delivered for FAAT and STTE delivered to 202 WD have defined processes for acceptance. For other system deliveries, spare parts,</p>



ID	Bidder Questions	Response
		etc., acceptance is based on verification of packing slips against physical delivery, invoice and contract.
3-02	Part 7 - Resulting Contract Clauses, In-Service Support Contract 7.3.1 General Conditions SACC 2035 (2022-12-01) 7.3.2 Supplemental General Conditions SACC 4012 (2012-07-16) The term "Acceptance" is not defined in SACC 2035 nor in SACC 4012. When is work accepted for the purposes of SACC 2035 and 4012?	As Above.
3-03	Part 7 - Resulting Contract Clauses, In-Service Support Contract 7.4.1 Period of the Contract Can Canada confirm that the ISS contract will begin once the criteria described at Acq SOW 6.10.8 are satisfied?	Confirmed. However, in the case of Conditional Acceptance of the FAAT, a decision may be taken by Canada to start the ISS contract before full resolution of the conditions.
Annex D1 – Security Requirements Check List (SRCL)		
3-04	IT Security Requirements Document Section 2.2.3.2 "...organizations are required to get the Canadian DSA approval for the contract and/or sub-contract." Recognizing that the approval of a subcontract may take time, can Canada please elaborate on the interim method of sharing proprietary information with foreign subcontractors?	All subcontracts to foreign entities require Canada's approval. See Government of Canada international contract security requirements at https://www.tpsgc-pwgsc.gc.ca/esc-src/international-eng.html . There are no "interim methods" of sharing proprietary information with foreign subcontractors. "Proprietary information" is defined in Section 1.3 of the IT Security Requirements Document, and would only be applicable to Controlled Technical Data in the context of the LRF HHTI-LR contract.

Changes to the RFP Clauses:

2. At 6.16, delete and replace with:

Goods must be consigned and delivered to the destination specified in the contract:

Incoterms 2000 "DDP Delivered Duty Paid" to:

Department of National Defence

25 CFSD Montreal

6363 rue Notre Dame St. E



Montreal, Quebec H1N 3V9

At 7.16, delete and replace with:

Goods must be consigned and delivered to the destination specified in the contract:

Incoterms 2000 "DDP Delivered Duty Paid" to:

Department of National Defence

25 CFSD Montreal

6363 rue Notre Dame St. E

Montreal, Quebec H1N 3V9