Public Works and Government Services Canada | Travaux publics et Services gouvernementaux Canada

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

Civilian Aircraft Division/Division des Avions Civils
Portage III 7C2 - 50
11 Laurier St./11 rue Laurier
Gatineau
Québec
K1A 0S5

Title - Sujet Polar Helicopter Project	
Solicitation No. - N° de l'invitation F7013-230428/A	**Amendment No. - N° modif.** 003
Client Reference No. - N° de référence du client F7013-230428	**Date** 2024-04-11
GETS Reference No. - N° de référence de SEAG PW-$CAG-014-29228	
File No. - N° de dossier 014cag.F7013-230428	**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 **2025-12-05** Heure Normale du l'Est HNE

F.O.B. - F.A.B.
Plant-Usine: ☐ **Destination:** ☑ **Other-Autre:** ☐

Address Enquiries to: - Adresser toutes questions à: Blahey, Tim	**Buyer Id - Id de l'acheteur** 014cag
Telephone No. - N° de téléphone (873) 354-1679 ( )	**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**

Canada

Polar Helicopter Project

Request for Information (RFI) Amendment 003

The purpose of RFI amendment 003 is to:

Publish the PowerPoint deck that was presented at the Polar Helicopter Project Industry Day on Tuesday, April 9, 2024.

Polar Helicopter Project

Canadian Coast Guard

Industry Day Presentation

April 9, 2024

Today's presentation for the **Polar Helicopter Project** will be provided in English only, but questions may be asked in either official language.

Both the English and French versions of this presentation will be made available in the future on the Polar Helicopter Project RFI, located at:

www.Canadabuys.gc.ca

Agenda

- Login and Connectivity confirmation
- Welcome and Administration
- Government of Canada Project Team introduction
- Process Overview – PSPC
- Project and Requirements Overview – CCG
- Industrial and Technological Benefits Overview –ISED
- Indigenous Services Canada–ISC
- Closing remarks
- Questions

Administrative Points/Virtual Presentation Housekeeping

- Kindly observe MS Teams Etiquette.
- Please leave all cameras off to preserve bandwidth during the presentation. Only the presenters will be visible on screen.
- Please mute microphones when not speaking.
- If you wish to ask a question during the presentation, kindly use the “raise hand” feature on MS Teams.
- Note that there will also be a formal question and answer period at the end of the presentations.

Disclaimer

- This presentation contains information and requirements that are provided to Industry at this time for review and comments.

- Nothing should be construed as being a preference, a commitment or a final decision by Canada regarding the Polar Helicopter Project. Final decisions will only be provided in the final Request for Proposal (RFP) documents. Industry participants relying on anything stated at this time do so at their own risk, and Canada will not be responsible for any loss as a result of changes in the RFP documentation.

One-on-One Meetings
(90-minute blocks)

- Non-mandatory one-on-one Supplier meetings are due to begin after the Industry Day presentation.
- Meetings will run April 25 to May 16, 2024.
- This provides interested Industry participants with the opportunity to ask further questions and / or present any suggestions etc. on the Polar Helicopter Project requirements in a private setting.
- Potential suppliers who register by April 22 per the announcement on Candabuys (amendment 001 to the RFI) will be advised of their date and time slot for their 90-minute virtual meetings via email.

Welcome and Administration Process Overview

Tim Blahey

Contracting Authority /Industry Day moderator

Supply Team Leader
Civilian Aircraft Division (CAG)
Defence and Marine Procurement
Public Services and Procurement Canada/Government of Canada

Government of Canada
Project Team

- Tim Blahey, Contract Authority, PSPC.
- Henri Legros, Project Manager, CCG
- Maureen Knight, Deputy Project Manager (Support), CCG
- Kathy Ashton, Deputy Project Manager (Technical), CCG
- Mike Laughlin, Project Director (Fleet), CCG
- Dan Roy, Project Finance Officer, CCG
- Paul Charron, Helicopter Project Technical Advisor
- Andrew Simms, Polar Icebreaker Senior Project Engineer
- Sonika Ramachandran, Project Officer, ISED.
- Dolores Coelho, Sr. Program Officer, ISC.
- Stephanie Braithwaite, Independent Fairness Monitor, P1 Consulting Inc.

Industry Day…
What's it all about?

- A forum where Industry representatives will be presented with an overview of the Project requirements, and an opportunity for Canada to address any questions that Industry may have.

- It also ensures that the Government of Canada exercises its due diligence and maintains the integrity of the Polar Helicopter Project procurement process.

- PSPC, in consultation with a third-party Fairness Monitor, will ensure that the resulting Government of Canada procurement processes are conducted in a fair, open and transparent manner.

Industry Day (cont.)

- The intent of the Polar Helicopter Project Request For Information (RFI) process (including Industry Day) is to provide industry with information related to the Polar Helicopter Project, and to seek information from Industry to assist the Polar Helicopter Project team to:

  i. Request information and feedback.
  ii. Determine the capability of Industry to satisfy the requirements.
  iii. Investigate issues that would impact any resulting solicitation and/or CCG's requirements for this project.
  iv. Inform Industry of the possibility of the application of the Industrial and Technological Benefits (ITBs) Policy, including Value Proposition (VP).
  v. Advise that a National Security Exception (NSE) is being considered.

Requests for Information (RFI)

The RFI process within Industry Engagement allows:

- Canada to refine and finalize the requirement based on technical feasibility, set realistic budgets, and to develop an informed procurement approach and contracting nuances.
- Industry to provide crucial feedback on the requirement, procurement approach and offer potential alternatives.

Requests for Information (RFI) (cont.)

- The Polar Helicopter Project RFI was published on Canadabuys on December 6, 2023.
- The project team asked Industry in the RFI to reply with their comments to 11 different question sections by February 28, 2024.
- The project team however will accept feedback to the RFI from Industry at any time.
- Amendment 001 to the RFI was published on February 15, 2024, inviting Industry to both this Industry Day and the One on Ones.
- Amendment 002 to the RFI was published on February 23, 2024. It published questions and answers asked to date of the project team, regarding the RFI.

Administrative Points
Communication

- ALL questions, comments, communications and contact during the Request for Information (RFI) process MUST flow through the PSPC Contracting Authority or their representative ONLY.

- No offline discussions regarding this specific requirement, other requirements, or current process are allowed with any other representatives of Canada (including PSPC, CCG, ISC, or ISED).

Key Contact

PSPC Contracting authority for the Polar Helicopter Project:

- Tim Blahey – Supply Team Leader – 873-354-1679
  Tim.Blahey@pwgsc-tpsgc.gc.ca

ALL questions, comments, communications and contact during the Request for Information (RFI) processes MUST flow through the PSPC Contracting Authority or their authorized representative ONLY.

Questions

- There will be a general question and answer period at the conclusion of the presentations.

- All questions from Industry and answers from Canada (both from today's presentation, and subsequent One-on-One meetings) may be documented and posted on www.Canadabuys.gc.ca at a future date.

- No company information, identified as confidential, industry sensitive or proprietary, will be shared.

Process Overview

Tim Blahey,
Contracting Authority, PSPC

Who is PSPC, and what do they do?

- Public Services and Procurement Canada (PSPC) (formerly referred to as Public Works and Government Services Canada or the Department of Public Works and Government Services) is the department of the Government of Canada with responsibility for the government's internal servicing and administration.
- Public Services and Procurement Canada (PSPC) supports federal departments and agencies in their daily operations as their central purchasing agent, real property manager, treasurer, accountant, pay and pension administrator, integrity advisor, common service provider and linguistic authority.
- Provides innovative common services to the Government of Canada.
- PSPC is committed to delivering these services in a more efficient and economical manner, while always improving on how the government does business.

PSPC Acquisitions Branch
(Procurement)

- The Acquisitions Branch provides Federal Departments and Agencies with expert assistance at each stage of the supply cycle and offers tools that simplify and accelerate the acquisition of goods and services.
- These purchases range from office supplies, to military aircraft and ships, to security systems, and everything in between.
- PSPC facilitates open, fair and transparent procurement services to the Government at best value. The federal government spends about $22 billion per year and, as the central purchaser for the Government of Canada, PSPC manages the procurement of goods and services (including construction services) valued at approximately $15 billion annually.
- PSPC ensures that the government exercises due diligence and maintains the integrity of the procurement process and practice, mechanisms for procurement complaints, dispute resolution and contract fraud.

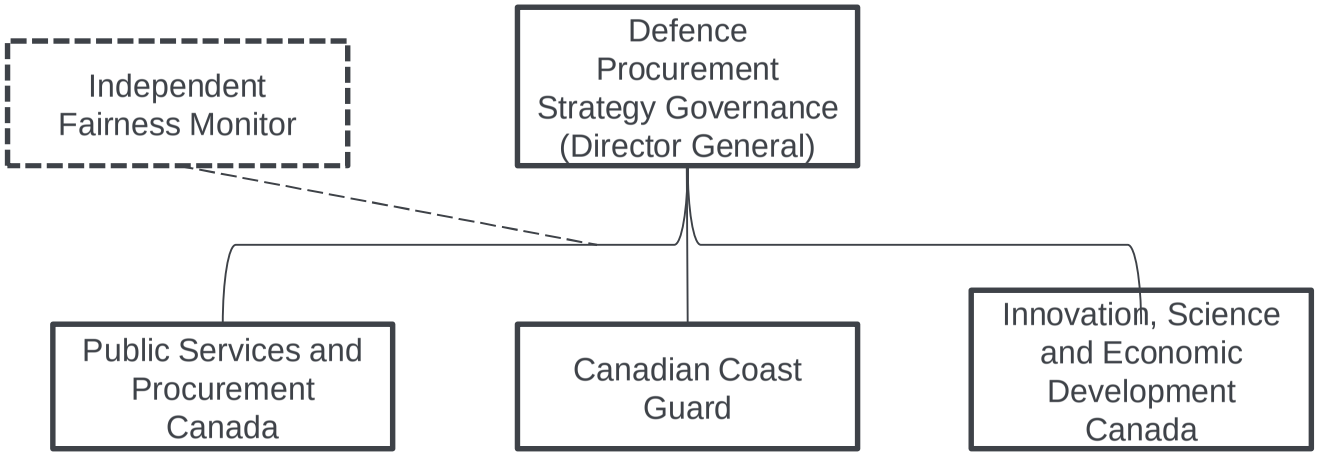
Role of the Fairness Monitor (FM)

- The FM is an independent third-party, holding a professional designation/accreditation, engaged by Departments to observe and render impartial decisions, and attest as to whether decisions taken by the department are fair, open and transparent.

- Observe activities undertaken during the engagement process and provide an unbiased and impartial opinion on their fairness, openness, and transparency.

- The FM **will not** offer subject matter expertise, advice or guidance.

Project Governance



Questions regarding Polar Helicopter Project Industry Day

- All questions and answers will be noted, translated and published on www.Canadabuys.gc.ca in both official languages, after Industry Day consultations.

- No corporate identification, names, commercially sensitive or not-applicable information will be published or shared.

- Questions may be asked in either official language.

Canadian Coast Guard
Polar Helicopter Project Team

Henri Legros	Project Manager
Maureen Knight	Deputy Project Manager (Support)
Kathy Ashton	Deputy Project Manager (Technical)
Paul Charron	Helicopter Project Technical Advisor
Andrew Simms	Polar Icebreaker Senior Project Engineer
Mike Laughlin	Project Director (Fleet)
Dan Roy	Project Finance Officer
Tim Blahey	Contracting Authority (PSPC)

Agenda

- Project Background
- Technical Requirements
- Training
- Integrated Logistics Support
- Budget
- One-on-One Industry Meetings
- Questions

Background

In 2019, the Government of Canada made the decision to acquire two new Polar Icebreakers to deliver the Canadian Coast Guard (CCG) Arctic Program.

Background

First Polar Icebreaker will be delivered in 2030, currently in construction at Seaspan Vancouver Shipyard.

See website:
[Polar Icebreaker - Seaspan]

Background

Second Polar Icebreaker *planned* for construction at Chantier Davie Canada Inc.

Anticipated delivery in 2033.

See website:
Polar Icebreaker | Davie

Polar Icebreaker Missions

Primary Missions

- Icebreaking
- Protecting Canada's Sovereign Interests in the Arctic
- Search and Rescue
- Supporting Arctic Science
- Maritime Security

Polar Icebreaker Missions

Secondary Missions

- Marine and Environmental Hazard Response
- Northern Re-Supply and Logistic Support
- Aids to Navigation
- Waterways Management
- Supporting Hydrographic Survey Operations
- Fisheries Conservation and Protection
- Support of Other Governmental Departments, Boards, and Agencies
- Responding to Emergency Situations and Natural Disasters
- Economic and Commercial Development

Background

- CCG Polar Helicopter Project team stood up February 2022.
- CCG Air Operations produced the Polar Helicopter Concept of Operations. This was approved in August 2023.
- Baseline Requirements Document (BRD) developed based on the Concept of Operations.

Background

- The CCG has identified a requirement for two Polar Helicopters per Polar Icebreaker.

- The shore-based location for the Polar Helicopters has not yet been determined.

- A National Security Exemption is being considered.

❖ *The term "Polar Helicopter" does not refer to a commercial term but is used to highlight that they will operate primarily in the Arctic environment year-round.*

Proposed Project Schedule

Milestone	Estimated Timeline	Status
RFI Release	December 2023	Complete
Industry Day	April 2024	Scheduled
One-on-One Meetings	May 2024	Scheduled
Draft RFP Release	January 2025	Planned
Final RFP Release	June 2025	Planned
Bid Evaluations	January 2026	Planned
Contract Award	December 2026	Planned
Delivery	December 2028	Planned
Project Close-Out	December 2031	Planned

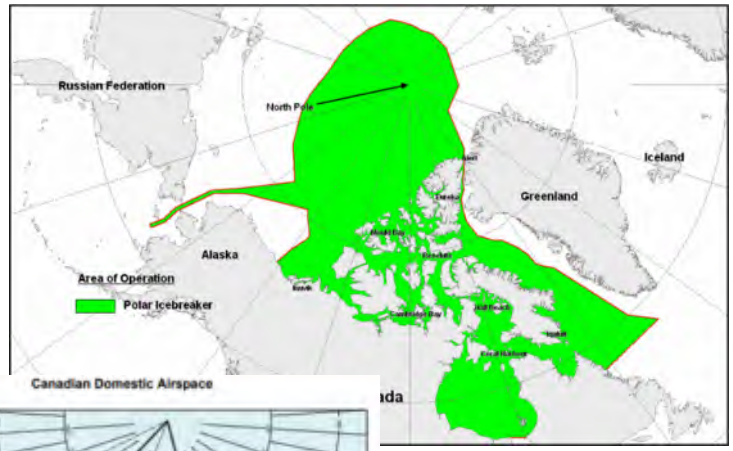
Background

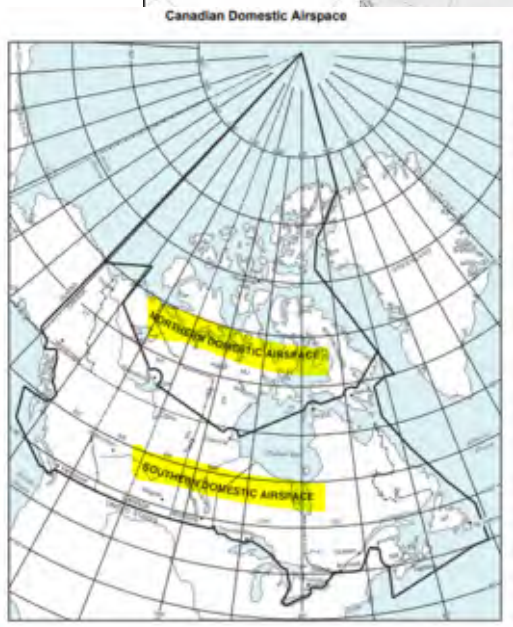
The CCG has an existing fleet of Bell 429 and Bell 412 helicopters.

The CCG requires a *new fleet* of helicopters capable of supporting flight operations in Canada's Arctic region year-round.

Polar Icebreaker Area of Operations

- ✓ Canadian Arctic Archipelago
- ✓ Canada's territorial waters
- ✓ Waters within the Canadian Exclusion Economic Zone
- ✓ Canadian Northern and Southern Domestic Airspace
- ✓ Canadian Coastal waters in Southern Domestic Airspace





Environmental Conditions

- Polar Helicopter will operate in conditions between -40°C and +40°C.
- Polar Icebreaker will sail in conditions up to sea state eight.
- Polar Icebreaker is not equipped with a recovery assist, secure, and traverse (RAST) system.
- Flight Operations can occur in conditions up to sea state six.
  - ✓ Anticipated Max Roll Angle = 6.5 °
  - ✓ Anticipated Max Pitch Angle = 1.39°

Polar Helicopter Mission Profiles

- Ice Reconnaissance
- Supporting Arctic Science
- Search and Rescue
- Protecting Canada's Sovereign Interests
- Personnel and Cargo Transfer
- Northern Re-Supply and Logistic Support
- Support for Aids to Navigation Construction
- Maritime Security
- Support to Other Government Departments

Polar Helicopter Requirements

Some requirements may be refined during the Industry Engagement process.

Polar Helicopter Performance Characteristics

- All performance calculations will be based on two pilots as the minimum crew, regardless of the certification status of the aircraft.
- Ground level helipad Category “A” and Category “B” take-offs and landings at sea level International Standard Atmosphere (ISA) conditions, with no wind, at Maximum Certified Take Off Weight (MCTOW).
- Hover In-Ground Effect capability at its MCTOW, Take-off Power (TOP) and in ISA conditions of at least 7000 ft pressure altitude.
- Hover Out-of-Ground Effect capability at its MCTOW, TOP and in ISA conditions of at least 5000 ft pressure altitude.
- Maintain a pressure altitude of 8000 ft or greater, at ISA conditions, with all anti-ice and de-icing equipment functioning and at MCTOW at Maximum Continuous Power with One Engine Inoperative.

Polar Helicopter Performance Characteristics

- Carry a minimum useful load of 1000 kg, plus the necessary fuel for at least four hours, at a cruise speed of at least 140 knots.

- Minimum cruise speed of at least 140 knots True Air Speed (TAS) (259.28 km/hr) at MCTOW and ISA sea level standard conditions.

- Minimum endurance of four hours at a minimum cruise speed of at least 140 knots TAS, at MCTOW, ISA sea level standard conditions.

Polar Helicopter Technical Requirements

1. At contract award, the CCG configured Polar Helicopter must have a valid Transport Canada type certificate that meets the standards of the Transport Canada Airworthiness Manual Chapter 529.

2. At contract award, the CCG configured Polar Helicopter mandatory ancillary equipment and kits must have any necessary Supplemental Type Certificates and/or other approved data in accordance with Canadian Aviation Regulations (CARs).

3. Certified and/or configured for operation under the CARs Part VII, Sub Parts 703 and 704.

4. Certified for flight into known or forecast icing conditions.

5. Certified for both day and night Visual Flight Rules (VFR) and Instrument Flight Rules (IFR) operations in accordance with CARs regulations.

6. Certified and capable of operations under VFR and IFR regulations in both the southern and northern domestic Canadian airspace, *including the area of compass unreliability.*

7. Seating provisions for a minimum of twelve passengers plus two pilots.

8. Certified for ditching up to and including Sea State 6.

9. Equipped with an auxiliary power unit or other means of maintaining safe operating temperatures of the cabin, engines, avionics and aircraft batteries.

Polar Helicopter Technical Requirements

10. Equipped with dual four axis Automatic Flight Control Systems with auto approach to the hover, auto-hover, auto depart from the hover, and SAR mode capability.

11. Must remain secured inside the polar icebreaker hangar with the main rotor blades in the folded position. The vessel may be subject to conditions up to sea state eight.

12. Painted in accordance with the CCG Federal Identity Program Guide. This includes all identification markings.

13. Equipped with a Health and Usage Monitoring System.

14. Electronic Flight, Navigation and Engine Instrumentation Displays and Systems (Glass cockpit).

15. Flight Data Recorder and a Cockpit Voice Recorder.

16. Equipped with a Rotor Brake system.

17. Cargo door that will permit the loading and off-loading of personnel and cargo equipment, including a stretcher with a patient.

Polar Helicopter Technical Requirements

18. Equipped with a Wire Strike Protection System.
19. Cockpit and cabin air conditioning system.
20. System that will allow preheating of the main aircraft components.
21. Floatation system including rafts certified for use in conditions up to Sea State six.
22. Retractable wheel landing gear system.
23. Land on both snow and ice.
24. Windshield rain and ice protection.
25. Corrosion protection program.

Polar Helicopter Mission Kits

- Night Vision Imaging System (NVIS) operations
- (Dual) Hoist system
- Cargo hook
- Vertical Reference Slinging capability.
- Electro-Optical Infrared (EO/IR) 4-axis camera
- Synthetic aperture radar
- Automatic Identification System (AIS) receiver
- NVG compatible high intensity spotlight
- Retractable desktop cabin workstation
- Commercially available tactical data link system

❖ Fixed Equipment only in the cabin – no requirement for removable mission equipment

Polar Helicopter Navigation Equipment

- Dual Global Navigation Satellite System
- x 3 Inertial Navigation Systems
- x 2 Radar altimeters (immune to 5G interference)
- Weather radar suitable for:
  - ✓ *Global Navigation Satellite System (GNSS) and Airborne Radar Approach (ARA) instrument approach*.
- VFR and IFR moving map display capable of:
  - ✓ *Canadian VFR and IFR Navigation Charts (VNC and LO charts); and*
  - ✓ *Canadian or Jeppesen IFR approach charts*.

Polar Helicopter Navigation Equipment

- Automatic Direction Finder (ADF)
- Traffic Alert and Collision Avoidance System (TCAS).
- Helicopter Terrain Awareness System (HTAWS)
- ADS-B In and Out Diversity System
- Performance-Based Navigation (PBN) system
- Distance Measuring Equipment (DME)
- Iridium satellite-based Flight Following System
- Radio Direction Finder (RDF)

Communication Equipment

- Two independent VHF communications systems
- P25 compliant digital FM radio
- Iridium satellite-based telephone and Flight Following System – SkyTrac

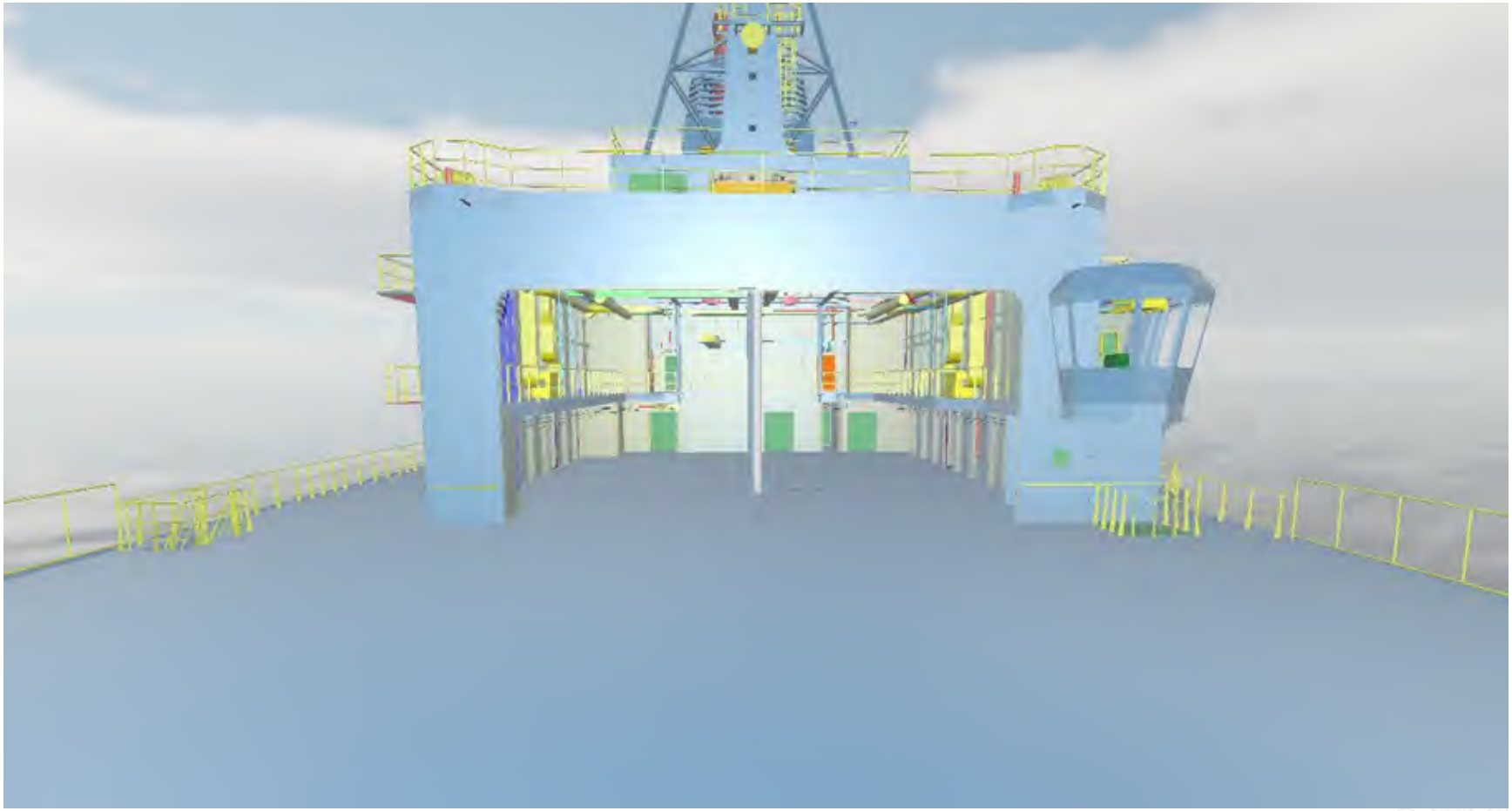
Safety Requirements

- 406 MHZ Automatic Deployable Emergency Locator Beacon (ELT)
- 406 MHz Automatic Fixed emergency locator transmitter
- Externally mounted life raft
- Helicopter Emergency Egress Lighting (HEEL)

Blade Folding

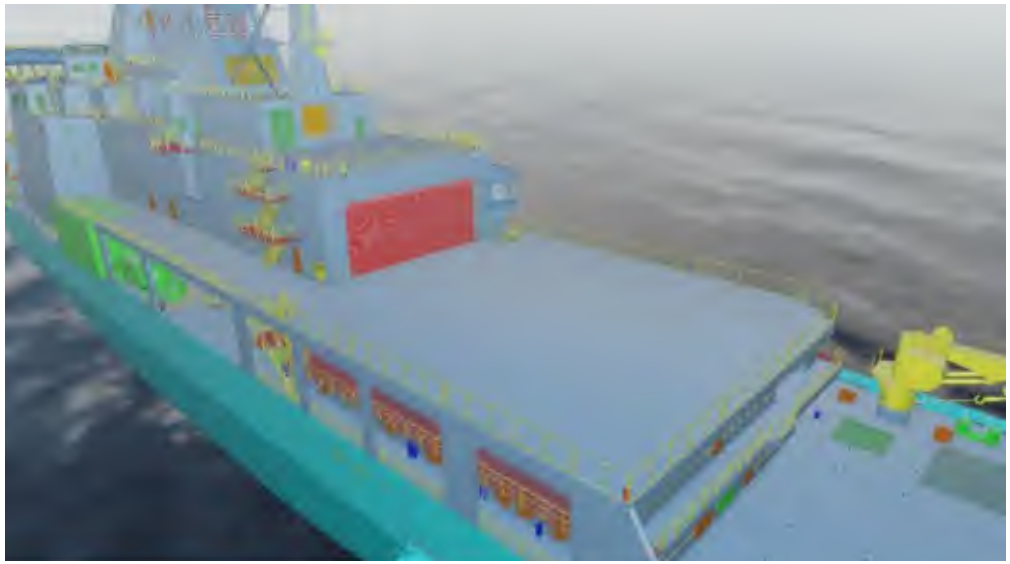
- Certified at Contract Award
- Suitable for Maritime Operations in the Arctic
- Up to Sea State Six conditions
  - ✓ Maximum Anticipated Vessel Roll Angle ~ 6.5 degrees.
  - ✓ Maximum Anticipated Vessel Pitch Angle ~ 1.39 degrees.

Polar Icebreaker Hangar



Polar Icebreaker Hangar

- Designed to fit two heavy lift helicopters.
- Maximum helicopter dimensions to fit in hangar space:
  - ✓ 21,000 mm length
  - ✓ 5,300 mm wide
  - ✓ 5,545 mm high
- Lashing configuration will be required.



Other Helicopter Requirements under Consideration

1. Sustainable Aviation Fuels (SAF) certification
2. Lavatory
3. Rear cargo loading ramp
4. Wireless intercom system
5. Voice activated controls for communication and navigation equipment

Training - Pilot

- Canada requires cost estimates for your Initial and re-current Pilot Training courses.

- Information for consideration:
  - Must be Transport Canada Civil Aviation (TCCA) approved simulator
  - Minimum of Level D Full Flight Simulator
  - Must be NVIS certified
  - Availability of training slots
  - Location of training

Training – Aircraft Maintenance Engineer

- Canada requires cost estimates for your AME training programs.

- Information for consideration:
  - Must be Transport Canada Civil Aviation (TCCA) approved training
  - Type of courses required
  - Location of courses
  - Availability of training slots

Integrated Logistics Support

Canada requires Industry cost estimates for:

- Recommended Spare parts
- Special tools and test equipment
- Suggested equipment required for operations aboard Polar Icebreaker

For consideration:

- Location of maintenance facilities
- Response time for delivery of parts
- Supporting operations in the Arctic
- Cost-effective solution for sparing

Budget

Request RFI input from Industry to forecast a realistic budget proposal.

Canada requires a Commercial-off-the-Shelf solution.

One-on-One Industry Meetings

Suggested topics for discussion:

- Requirements – General
- Blade Folding Systems
- Ice Protection Systems
- Sensor Systems
- Cabin Configuration
- Mission equipment
- Costing
- Industrial and Technological Benefits (ITB) Policy

Questions

Introduction to the Industrial and Technological Benefits (ITB) Policy

Polar Helicopter Project

Presented by: Sonika Ramachandran
Innovation, Science and Economic Development (ISED) Canada

- The Government of Canada is consulting with industry to obtain information on economic leveraging opportunities for the Polar Helicopter Project (PHP) Acquisition and In-Service Support
- Input provided through the Request for Information (RFI) and during industry engagement will be used to develop a Value Proposition framework for the PHP

The Industrial and Technological (ITB) Policy

The ITB Policy requires companies awarded defence procurement contracts to undertake business activity in Canada equal to the value of the contract.

General aspects of the Policy include:

- **Market driven;** Work **in target industrial areas** identified through analysis and industry engagement
- Includes plans for regional distribution of **work across Canada**
- Investments in **small and medium-sized businesses** from across Canada
- Recognizes **incremental** business activity

WHEN DOES IT APPLY?

- The ITB Policy applies on all eligible defence and Canadian Coast Guard procurements over $100 million or to procurements to which the National Security Exception is invoked
- Eligible defence procurements valued between $20-100 million are reviewed for the possible application of the ITB Policy

Value Proposition Design

UNCLASSIFIED

The Value Proposition is a bidder's economic proposal to Canada

Rated & Weighted

The VP proposal is an evaluated, scored, and weighted element of contractor selection along with technical and cost elements

Tailored

VP framework are designed on a procurement-by-procurement basis, through market analysis, industry engagement and third-party consultation.

Flexible

The VP is inherently flexible allowing for varying criteria, weights, evaluation criteria, mandatory requirements and rating grids

Binding

Commitments from the VP proposal will be included in the final contract of the winning bidder. Achievements are subject to annual reporting and monitoring

Value Proposition Objectives

UNCLASSIFIED

Work in the Canadian Defence Industry
Support long-term sustainability and growth of Canada's aerospace and defence sectors

Canadian Supplier Development
Support the growth of prime contractors and suppliers in Canada including small and medium business (SMBs)

Research and Development
Enhance innovation through Canadian R&D

Exports
Increase the export potential and international competitiveness of Canadian-based firms

Skills Development and Training
Fill skills and training gaps within the Canadian economy to support a more innovative Canada

Key Industrial Capabilities (KICs)

UNCLASSIFIED

WHAT ARE KICs?

April 2018, Government of Canada announced 16 Key Industrial Capabilities

Developed through consultation with over 300 industry and academic stakeholders

Introduction of KICs will ensure that defence procurements can better drive **innovation, exports and the growth of firms** through the ITB Policy

EMERGING TECHNOLOGIES

- Advanced Materials
- Artificial Intelligence
- Cyber Resilience
- Space Systems
- Remotely-piloted Systems and Autonomous Technologies
- Clean Technologies

LEADING COMPETENCIES & CRITICAL INDUSTRIAL SERVICES

- Aerospace Systems & Components
- Electro Optical / Infrared Systems
- Defence Systems Integration
- Ground Vehicle Solutions
- Armour
- In-Service Support
- Marine Ship-Borne Mission and Platform Systems
- Munitions
- Training & Simulation
- Sonar & Acoustic Systems
- Shipbuilding, Design and Engineering Services

Canada's Aerospace & Rotorcraft Industry

- In 2022, the Canadian aerospace industry contributed close to **$27B to GDP and over 212,000 jobs** to the Canadian economy
  - This represents an increased contribution to Canada's economy of $**1.8B to GDP and 14,400 jobs** between 2021 and 2022
- Canada **ranked #4** in terms of global civil helicopter production in 2022
- The Canadian aerospace industry maintained its **#1 R&D ranking** among all Canadian manufacturing industries in 2022, resulting in an **R&D intensity over 2X higher** than the manufacturing average
- More than 80% of aerospace manufacturing revenues were **export-oriented** in 2022, of which close to 60% were supply-chain related
  - **Helicopters accounted for 4%** of Canada's aerospace industry exports in 2022

Next Steps

- Canada will **develop the Value Proposition approach** through further analysis and **industry engagement.**

- Following this Industry Day, Canada will engage with **industry through one-on-one meetings** to obtain feedback that will assist in **developing ISED's VP approach.**

- Going forward, Canada will present industry with a proposed VP evaluation framework and seek additional input/feedback.

How to Get Involved - ITB Policy Tips

Know the VP and where you fit

This is the road-map for potential opportunities for Canadian industry and stakeholders. **Go to the ITB Website to understand the policy and process**

Talk to your Regional Development Agency (RDA) representative and engage with **Global Affairs Canada's Trade Commissioner Service**

Connect with Potential Suppliers & Research Organizations

Gather additional intelligence and make contacts through trade associations, industry days, conferences and trade shows, including through CADSI and AIAC

Federal Contracting with Indigenous Businesses

Industry day for Polar Helicopter Project

Presented By: Dolores Coelho

April 9, 2024

Services aux Autochtones Canada | Indigenous Services Canada

Canada

Key Players in Federal Procurements with Indigenous Businesses

- Treasury Board Secretariat
- Indigenous Services Canada
- Public Services and Procurement Canada
- Procurement Assistance Canada
- Other Departments

Indigenous Services Canada

Outreach

Managing Directory Registration

Providing Advice and Guidance

Planning and Reporting

What the Government of Canada Buys


Catering


Construction


Technology


Professional Services

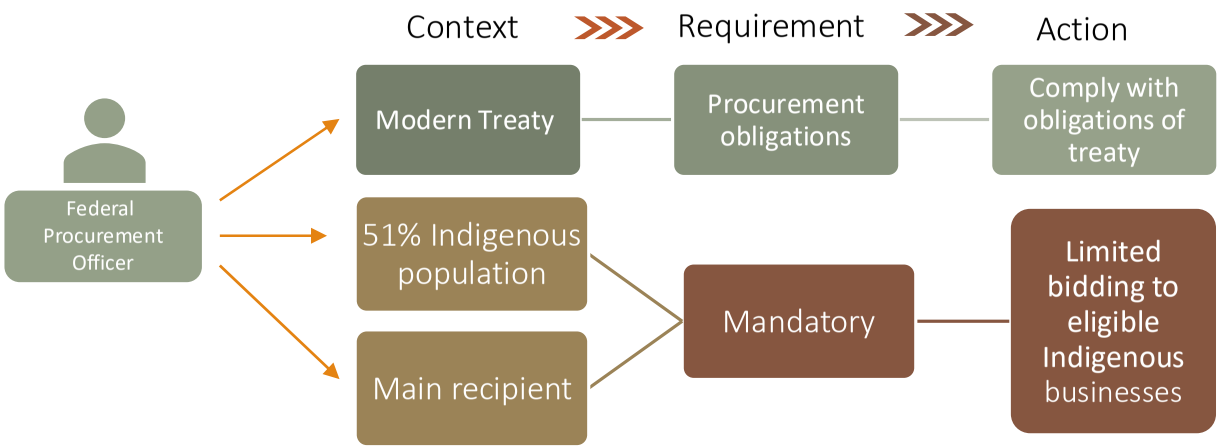

Environmental Services


Property

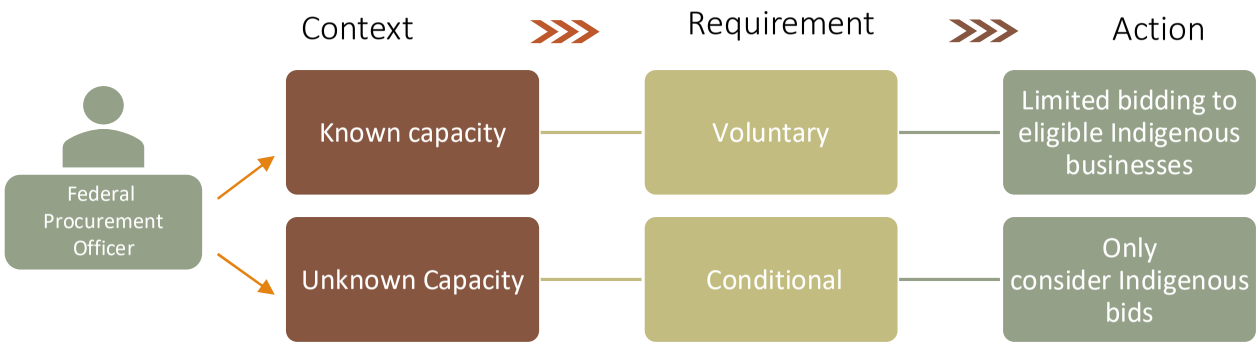
"80% Low Dollar Value"

How Departments Contract with Indigenous Businesses

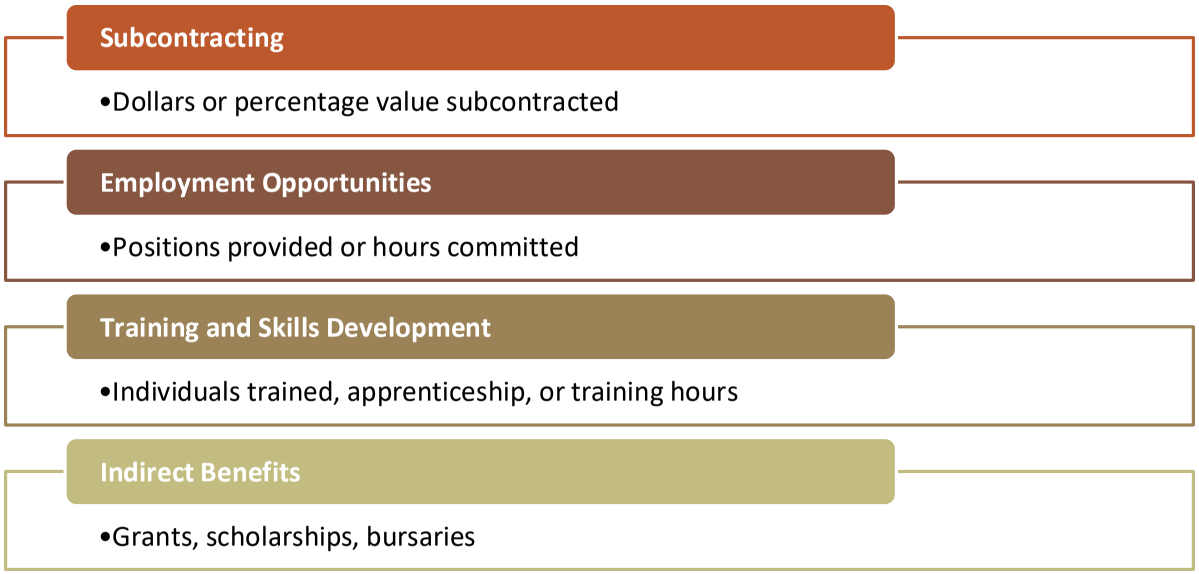
Determining the Indigenous Contracting Strategy



Determining the Indigenous Contracting Strategy II



Common IPP Criteria



Focus on Subcontracting and Other Opportunities

Mandatory or Weighted and rated criteria: Depending on the type of requirement, the client department can choose to either make the Indigenous participation mandatory as part of bid submissions or a weighted and rated criteria, or both.

Incentives and Disincentives: Strengthening contract governance mechanisms through an enhanced performance measurement framework which leverages financial rewards, holdbacks, and fee credits based on the contractor's compliance (or non-compliance) with the service level standards contained in the Contract. Eligibility to a performance incentive fee could be attached to achieving a minimum overall score.

Scaled up Approach: In long-term contracts where Indigenous capacity is limited, a scaled-up IPC approach may be utilized (i.e. the Indigenous participation would slowly increase over time with each option exercised).

Penalties: An Indigenous participation plan is built into the terms and conditions of the contract. Failure to achieve the targets can result in cancellation of the contract at the contracting authority's discretion.

Thank You

Contacts

INDIGENOUS SERVICES CANADA:

- **PSIB Service Desk:**
  - Indigenous Procurement - Approvisionnement Autochtones indigenousprocurement@sac-isc.gc.ca
  - 1 (800) 400-7677
- **IBD Service Desk:**
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  - staa-tips@sac-isc.gc.ca

Thank you for your time and making the Polar Helicopter Project Industry Day a success!

Questions?