

## **SOLICITATION AMENDMENT 4**

**Amendment 4 is raised to formally incorporate the following changes to the solicitation**

**1. Questions and answers.**

### **Questions and Answers**

**Q1.** The RFP specifies that the Crown is looking to engage “a Third Party supplier or Provider that specializes in FDM services and offers a commercial off the shelf solution”. In the interest of maximizing the opportunity to Canadian industry and fostering innovative approaches, request that the wording “specializes in FDM services” and “offers a commercial off the shelf solution” be removed from the RFP. This will in no way dilute the technical or performance specifications of the solution.

**A1.** Due to the nature of the RCAF trail, the term “specializes in FDM services” must be included to ensure DND receives bids from vendors which have established experience in the FDM field. This term cannot be removed from the RFP. However, the amended RFP removes the term “offers a commercial off the shelf solution” as we understand that some customization may be required.

**Q2.** The RFP specifies that the Crown will offer only a single payment, although the requirement is for a two-year service commitment. There is no date or milestone specified for the payment itself. Request the Crown please clarify the basis of payment and associated milestones.

**A2.** The newly uploaded amended RFP includes milestone payments and payment schedule as part of Annex B. Please let me know if you have any further questions regarding payments.

**Q3.** With regards to the recently issued tender notification for Flight Data Monitoring, please could you kindly share the tender documentation so that we may review them?

**A3.** The tender documentation for this RFP can be found at the following link:

<https://canadabuys.canada.ca/en/tender-opportunities/tender-notice/cb-4553-30643818>

Under “Bidding Details” there is a French and English version of the RFP, document titles W3373-23-GA01\_RFP\_FDM\_EN.pdf and W3373-23-GA01\_RFP\_FDM\_FR.pdf.

**Q4.** In your document Annex C - Page 1 of 2, you are referring to the Annex B Table2, but your Annexes jump from A to C without B.

**2. Schedule of Milestones**

The schedule of milestones for which payments will be made in accordance with the Contract is as follows:

Milestone No.	Description or "Deliverable"	Firm Amount	Due Date or "Delivery Date"
1	Software Subscription activated and required equipment delivered to destination, Year 1	As per Annex B, Table 2	Upon Contract award
2	Initial training (as per Annex A, 5.1.4)	As per Annex B, Table 2	Upon contract award
3	Software Subscription activated and required equipment delivered to destination, Year 2	As per Annex B, Table 2	Upon start of the second calendar year of the contract

Table 3: Schedule of Milestones

I will really appreciate if you can help me to understand. The Table2 I see on annex C and relates to 2 years subscription and not one year as the table above.

Or should we just take 50% (or a portion) of the amount presented in Annex C table2?

**A4.** Regarding you questions on Annex B – Basis of Payment, our requirement is for two years of service for the Flight monitoring software. However, the Govt of Canada has restrictions on the period in which we can pay for subscription services in advance. That limitation is 1 year of service. Therefore, the pricing schedule identified in Annex B details when the winning bidder will be paid and when we expect the subscription to be renewed.

When completing Table 2 of the Basis of Payment, please combine the two years of subscription services and all other associated costs you will be charging the Govt of Canada for the duration of the contract. Table 2 of Annex B will represent the total contract value once completed.

**Q5.** Do we need to print complete and scan the document *w3373-23-ga01\_rfp\_fdm\_en\_0\_0.pdf* and return to you? We can just confirm to you nobody from our company has any personal relationship with anybody from CAF. And nobody is retired of ex CAF employee.

**A5.** Please sign RFP document [W3373-23-GA01\\_RFP\\_FDM\\_EN.pdf](#) either electronically or print, sign, scan, and send the document to myself via email. I will print off the document to create the physical version. You may provide your declaration to me at time of bid submission. I recommend adding it either in the email or part of the technical or financial bids.

**Q6.** Should we answer by a combined document presenting first a technical proposal and in second section the financial one or do you want 2 separate documents?

**A6.** Please separate your financial bid and your technical bid into two pdf documents.

**Q7.** Do we need to print and sign any other specific document?

**A7.** Your signature is required either by e-signature or ink signature (then scan and email) on the cover page of the RFP as shown below:

Delivery required / Livraison exigée: Upon Contract Award	Delivery offered / Livraison proposée:
Vendor Name and Address / Raison sociale et adresse du fournisseur:	
Name and title of person authorized to sign on behalf of vendor (type or print) / Nom et titre de la personne autorisée à signer au nom du fournisseur (caractère d'imprimerie):	
Name / Nom: _____	Title / Titre: _____
Signature: _____	Date: _____

**Q8.** After we send you the PDF version of our offer, do we need to also send you a paper copy by postal services?

**A8.** No, due to the ongoing strike I do not recommend your mail your bid as there is a risk it will get lost or delayed. Please send your bid to me via email.

**Q9.** Under section 7.4.1 Period of the contract, how do you want us to complete, if we don't know when CAF will make its purchasing decision ?

**A9.** I will complete the missing information from Part 7 of the RFP based on the winning bid information. Please note that by signing the RFP cover page, you are agreeing to all Resulting Contract Clauses in Part 7. Upon contract award, I will remove Parts 1-6 and add a contract cover page to the document which will be signed by the Contracting Authority.

**Q10.** Under section 4.4.2 Delivery date, this depends on finalizing contract and based on time needed to prepare the solution for CAF. I am under the impression all section stating 7.6 can only be completed after the contact is signed.

**A10.** Delivery date under section 7.4.2 (I am assuming you have a typo in your question) will be inserted by myself prior to contract award based on the "Delivery Offered" date you provide on the RFP cover page and the End-Users availability. I will be in communication with the winning

bidder to coordinate the delivery of services after contract award. Yes, I will complete the information in Part 7 prior to awarding the contract.

**Q11.** What type of recorders (FDR) are currently installed on the CH146 Griffon, CT142 Dash-8 and the CC144 Challenger

**A11.**

- a. CH146 Griffon:
  - i. Upgraded aircraft have the P&G – Curtiss-Wright Fortress (p/n: D51701-002)
  - ii. The ones not yet upgraded have P&G – Curtiss-Wright Type2000 (p/n: D51521-012-103)
  - iii. KFAero operates aircraft with P&G – Curtiss-Wright Type2000 (p/n: D51521-012-102)
- b. CT142 Dash-8:
  - i. FDR L-3 Harris FA2100 (p/n: 2100-4043-00)
- c. CC144 Challenger:
  - i. a/c 617 & 618 have L-3 Harris F1000
  - ii. a/c 619 & 620 have L-3 Harris FA2100 p/n 2100-1225-22

**Q12.** What file formats does the data recorder downloader support for the above fleets?

**A12.**

- a. CH146 Griffon:
  - i. Fortress: .bin
  - ii. Type 2000: .dat or .dlu (and sometimes .cmi and .xff)
- b. CT142 Dash-8:
  - iii. file format of download is .fdr
- c. CC144 Challenger:
  - iv. file format of download is .dat

**Q13.** Is the scope of supply only for software? I mean we should not offer any hardware, right?

**A13.** Please refer to Annex A 3.2.3 for additional clarity. In short, if your application is not accessible on our defence network you will be expected to provide laptops in order to use your application. Any costs associated with providing laptops must be included in your bid price.