



**RETURN BIDS TO:**

**RETOURNER LES SOUMISSIONS À:**

Travaux publics et Services gouvernementaux  
Canada

Place Bonaventure, portail Sud-Est

800, rue de La Gauchetière Ouest

7<sup>ième</sup> étage

Montréal

Québec

H5A 1L6

FAX pour soumissions: (514) 496-3822

**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**

Travaux publics et Services gouvernementaux Canada

Place Bonaventure, portail Sud-Est

800, rue de La Gauchetière Ouest

7<sup>ième</sup> étage

Montréal

Québec

H5A 1L6

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|---|--|
| <b>Title - Sujet</b><br>Space Based AIS Data Services   |  |
| <b>Solicitation No. - N° de l'invitation</b><br>9F013-160288/A  | <b>Amendment No. - N° modif.</b><br>003      |
| <b>Client Reference No. - N° de référence du client</b><br>9F013-16-0288  | <b>Date</b><br>2016-11-16                    |
| <b>GETS Reference No. - N° de référence de SEAG</b><br>PW-\$MTB-450-14080   |  |
| <b>File No. - N° de dossier</b><br>MTB-6-39138 (450)  | <b>CCC No./N° CCC - FMS No./N° VME</b>       |
| <b>Solicitation Closes - L'invitation prend fin</b><br><b>at - à 02:00 PM</b><br><b>on - le 2016-12-06</b>  |  |
| <b>Time Zone</b><br>Fuseau horaire<br>Heure Avancée de l'Est<br>HAE   |  |
| <b>F.O.B. - F.A.B.</b><br><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><br>Guérinik (mtb450), Naoual  | <b>Buyer Id - Id de l'acheteur</b><br>mtb450 |
| <b>Telephone No. - N° de téléphone</b><br>(514) 496-3409 ( )  | <b>FAX No. - N° de FAX</b><br>(514) 496-3822 |
| <b>Destination - of Goods, Services, and Construction:</b><br><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><br><b>Raison sociale et adresse du fournisseur/de l'entrepreneur</b>   |  |
| <b>Telephone No. - N° de téléphone</b><br><b>Facsimile No. - N° de télécopieur</b>   |  |
| <b>Name and title of person authorized to sign on behalf of Vendor/Firm</b><br><b>(type or print)</b><br><b>Nom et titre de la personne autorisée à signer au nom du fournisseur/</b><br><b>de l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b> |  |
| <b>Signature</b>   | <b>Date</b>                                  |

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This amendment is raised to amend the solicitation as follows:

- 1) PART 3 - BID PREPARATION INSTRUCTIONS
- 2) At PART 6 - SECURITY, FINANCIAL AND OTHER REQUIREMENTS, 6.2 Financial Capability;
- 3) **ADD 6.2 Insurance Requirement** SACC Manual Clause G1005T (2008-05-12), Insurance; and
- 4) Answers to question asked.

- 1) At PART 3 - BID PREPARATION INSTRUCTIONS under Section I: Technical Bid (2 hard copies and 2 soft copies on CD)

**Delete:** Section I: Technical Bid (2 hard copies and 2 soft copies on CD)

**Insert:** Section I: Technical Bid (8 hard copies and 2 soft copies on CD)

- 2) At PART 6 - SECURITY, FINANCIAL AND OTHER REQUIREMENTS, under 6.2 Financial Capability SACC Manual clause A9033T (2012-07-16) Financial Capability

**Delete:**

6.2 Financial Capability SACC Manual clause A9033T (2012-07-16) Financial Capability

**Financial Capability Requirement:** The Bidder must have the financial capability to fulfill this requirement. To determine the Bidder's financial capability, the Contracting Authority may, by written notice to the Bidder, require the submission of some or all of the financial information detailed below during the evaluation of bids. The Bidder must provide the following information to the Contracting Authority within **fifteen (15) working days** of the request or as specified by the Contracting Authority in the notice:

- a. Audited financial statements, if available, or the unaudited financial statements (prepared by the Bidder's outside accounting firm, if available, or prepared in-house if no external statements have been prepared) for the Bidder's last three fiscal years, or for the years that the Bidder has been in business if this is less than three years (including, as a minimum, the Balance Sheet, the Statement of Retained Earnings, the Income Statement and any notes to the statements).
- b. If the date of the financial statements in (a) above is more than five months before the date of the request for information by the Contracting Authority, the Bidder must also provide, unless this is prohibited by legislation for public companies, the last quarterly financial statements (consisting of a Balance Sheet and a year-to-date Income Statement), as of two months before the date on which the Contracting Authority requests this information.
- c. If the Bidder has not been in business for at least one full fiscal year, the following must be provided:
  - i. the opening Balance Sheet on commencement of business (in the case of a corporation, the date of incorporation); and
  - ii. the last quarterly financial statements (consisting of a Balance Sheet and a year-to-date Income Statement) as of two months before the date on which the Contracting Authority requests this information.
- d. A certification from the Chief Financial Officer or an authorized signing officer of the Bidder that the financial information provided is complete and accurate.

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- e. A confirmation letter from all of the financial institution(s) that have provided short-term financing to the Bidder outlining the total of lines of credit granted to the Bidder and the amount of credit that remains available and not drawn upon as of one month prior to the date on which the Contracting Authority requests this information.
    - f. A detailed monthly Cash Flow Statement covering all the Bidder's activities (including the requirement) for the first two years of the requirement that is the subject of the bid solicitation, unless this is prohibited by legislation. This statement must detail the Bidder's major sources and amounts of cash and the major items of cash expenditures on a monthly basis, for all the Bidder's activities. All assumptions made should be explained as well as details of how cash shortfalls will be financed.
    - g. A detailed monthly Project Cash Flow Statement covering the first two years of the requirement that is the subject of the bid solicitation, unless this is prohibited by legislation. This statement must detail the Bidder's major sources and amounts of cash and the major items of cash expenditures, for the requirement, on a monthly basis. All assumptions made should be explained as well as details of how cash shortfalls will be financed.
  2. If the Bidder is a joint venture, the financial information required by the Contracting Authority must be provided by each member of the joint venture.
  3. If the Bidder is a subsidiary of another company, then any financial information in 1. (a) to (f) above required by the Contracting Authority must be provided by the ultimate parent company. Provision of parent company financial information does not by itself satisfy the requirement for the provision of the financial information of the Bidder, and the financial capability of a parent cannot be substituted for the financial capability of the Bidder itself unless an agreement by the parent company to sign a Parental Guarantee, as drawn up by Public Works and Government Services Canada (PWGSC), is provided with the required information.
  4. **Financial Information Already Provided to PWGSC:** The Bidder is not required to resubmit any financial information requested by the Contracting Authority that is already on file at PWGSC with the Contract Cost Analysis, Audit and Policy Directorate of the Policy, Risk, Integrity and Strategic Management Sector, provided that within the above-noted time frame:
    - a. the Bidder identifies to the Contracting Authority in writing the specific information that is on file and the requirement for which this information was provided; and
    - b. the Bidder authorizes the use of the information for this requirement.
- It is the Bidder's responsibility to confirm with the Contracting Authority that this information is still on file with PWGSC.
5. **Other Information:** Canada reserves the right to request from the Bidder any other information that Canada requires to conduct a complete financial capability assessment of the Bidder.
  6. **Confidentiality:** If the Bidder provides the information required above to Canada in confidence while indicating that the disclosed information is confidential, then Canada will treat the information in a confidential manner as permitted by the [Access to Information Act](#), R.S., 1985, c. A-1, Section 20(1) (b) and (c).
  7. **Security:** In determining the Bidder's financial capability to fulfill this requirement, Canada may consider any security the Bidder is capable of providing, at the Bidder's sole expense (for

example, an irrevocable letter of credit from a registered financial institution drawn in favour of Canada, a performance guarantee from a third party or some other form of security, as determined by Canada).

**Insert:**

6.1 Financial Capability *SACC Manual* clause A9033T (2012-07-16) Financial Capability

**Financial Capability Requirement:** The Bidder must have the financial capability to fulfill this requirement. To determine the Bidder's financial capability, the Contracting Authority may, by written notice to the Bidder, require the submission of some or all of the financial information detailed below during the evaluation of bids. The Bidder must provide the following information to the Contracting Authority within **five (5) working days** of the request or as specified by the Contracting Authority in the notice:

- a. Audited financial statements, if available, or the unaudited financial statements (prepared by the Bidder's outside accounting firm, if available, or prepared in-house if no external statements have been prepared) for the Bidder's last three fiscal years, or for the years that the Bidder has been in business if this is less than three years (including, as a minimum, the Balance Sheet, the Statement of Retained Earnings, the Income Statement and any notes to the statements).
  - b. If the date of the financial statements in (a) above is more than five months before the date of the request for information by the Contracting Authority, the Bidder must also provide, unless this is prohibited by legislation for public companies, the last quarterly financial statements (consisting of a Balance Sheet and a year-to-date Income Statement), as of two months before the date on which the Contracting Authority requests this information.
  - c. If the Bidder has not been in business for at least one full fiscal year, the following must be provided:
    - i. the opening Balance Sheet on commencement of business (in the case of a corporation, the date of incorporation); and
    - ii. the last quarterly financial statements (consisting of a Balance Sheet and a year-to-date Income Statement) as of two months before the date on which the Contracting Authority requests this information.
  - d. A certification from the Chief Financial Officer or an authorized signing officer of the Bidder that the financial information provided is complete and accurate.
  - e. A confirmation letter from all of the financial institution(s) that have provided short-term financing to the Bidder outlining the total of lines of credit granted to the Bidder and the amount of credit that remains available and not drawn upon as of one month prior to the date on which the Contracting Authority requests this information.
  - f. A detailed monthly Cash Flow Statement covering all the Bidder's activities (including the requirement) for the first two years of the requirement that is the subject of the bid solicitation, unless this is prohibited by legislation. This statement must detail the Bidder's major sources and amounts of cash and the major items of cash expenditures on a monthly basis, for all the Bidder's activities. All assumptions made should be explained as well as details of how cash shortfalls will be financed.
  - g. A detailed monthly Project Cash Flow Statement covering the first two years of the requirement that is the subject of the bid solicitation, unless this is prohibited by legislation. This statement must detail the Bidder's major sources and amounts of cash and the major items of cash expenditures, for the requirement, on a monthly basis. All assumptions made should be explained as well as details of how cash shortfalls will be financed.
8. If the Bidder is a joint venture, the financial information required by the Contracting Authority must be provided by each member of the joint venture.

9. If the Bidder is a subsidiary of another company, then any financial information in 1. (a) to (f) above required by the Contracting Authority must be provided by the ultimate parent company. Provision of parent company financial information does not by itself satisfy the requirement for the provision of the financial information of the Bidder, and the financial capability of a parent cannot be substituted for the financial capability of the Bidder itself unless an agreement by the parent company to sign a Parental Guarantee, as drawn up by Public Works and Government Services Canada (PWGSC), is provided with the required information.
10. **Financial Information Already Provided to PWGSC:** The Bidder is not required to resubmit any financial information requested by the Contracting Authority that is already on file at PWGSC with the Contract Cost Analysis, Audit and Policy Directorate of the Policy, Risk, Integrity and Strategic Management Sector, provided that within the above-noted time frame:
  - . the Bidder identifies to the Contracting Authority in writing the specific information that is on file and the requirement for which this information was provided; and
  - a. the Bidder authorizes the use of the information for this requirement.

It is the Bidder's responsibility to confirm with the Contracting Authority that this information is still on file with PWGSC.

11. **Other Information:** Canada reserves the right to request from the Bidder any other information that Canada requires to conduct a complete financial capability assessment of the Bidder.
12. **Confidentiality:** If the Bidder provides the information required above to Canada in confidence while indicating that the disclosed information is confidential, then Canada will treat the information in a confidential manner as permitted by the [Access to Information Act](#), R.S., 1985, c. A-1, Section 20(1) (b) and (c).
13. **Security:** In determining the Bidder's financial capability to fulfill this requirement, Canada may consider any security the Bidder is capable of providing, at the Bidder's sole expense (for example, an irrevocable letter of credit from a registered financial institution drawn in favour of Canada, a performance guarantee from a third party or some other form of security, as determined by Canada).

**3) ADD 6.2 Insurance Requirement** SACC Manual Clause G1005T (2008-05-12), Insurance;

**4) Answers to question asked.**

**Question #1**

**Appendix A to attachment 1, Section 3.1.c (Data Latency Verification)**

This section is requesting that the time of arrival of the data at the bidder delivery server be included in the test data. However, the format of the test data which is requested in Attachment 1 to part 3 Section 1.E does not include the server time. What should be the format of the test data including the bidder server timestamp? Would an additional file including only the time Tsdt and Tmct in a csv format be acceptable?

**Answer #1:**

**Reference: Amendment 002, Attachment 1 to Part 4, Section 3.1.c (Data Latency Verification)**

The GC prefers if the server timestamp was incorporated before the encoded message (see example below); however parsed csv data will be accepted.

Server timestamp before the encoded message:

1453334649s:123,c:1453334492\*6!AIVDM,1,1,0,A,15MoQq0jP0Idlh4Gf4;6Bww00000,0\*78  
1453334649s:123,c:1453334495\*1!AIVDM,1,1,0,A,144dJig00022834R:lo0Ljm60000,0\*2E



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## Question #5

### Canada Content

*Part 1, Section 1.2 states there is a preference to Canadian goods and Services. Per the published definitions (A3050T), it is unclear under which category AIS data would fall either "Product or Service"? If considered service, does then the provided AIS data by an entity within Canada satisfy the Canadian content requirement?*

*In Part 5, Section 5.1.2.1; Canadian Content Certification states "Canadian services as defined in paragraph 4 of clause A3050T", implies "Variety of Services" and the example provided is an example which includes tangible goods. How does this break down for AIS data in the determination of the percentage of Canadian content?*

*Definitions of Canadian goods and services per A3050T:*

1. **Canadian good:** A good wholly manufactured or originating in Canada is considered a Canadian good. A product containing imported components may also be considered Canadian for the purpose of this policy when it has undergone sufficient change in Canada, in a manner that satisfies the definition specified under the North American Free Trade Agreement (NAFTA) Rules of Origin. For the purposes of this determination, the reference in the NAFTA Rules of Origin to "territory" is to be replaced with "Canada".(Consult Annex 3.6 (9) of the Supply Manual.)
2. **Canadian service:** A service provided by an individual based in Canada is considered a Canadian service. Where a requirement consists of only one service, which is being provided by more than one individual, the service will be considered Canadian if a minimum of 80 percent of the total bid price for the service is provided by individuals based in Canada.
3. **Variety of goods:** When requirements consist of more than one good, one of the two methods below is applied:
  - a. aggregate evaluation: no less than 80 percent of the total bid price must consist of Canadian goods; or,
  - b. item by item evaluation: in some cases, the bid evaluation may be conducted on an item-by-item basis and contracts may be awarded to more than one supplier. In these cases, suppliers will be asked to identify separately each item that meets the definition of Canadian goods.
4. **Variety of services:** For requirements consisting of more than one service, a minimum of 80 percent of the total bid price must be provided by individuals based in Canada.
5. **Mix of goods and services:** When requirements consist of a mix of goods and services, no less than 80 percent of the total bid price must consist of Canadian goods and services (as defined above).  
*For more information on how to determine the Canadian content for a mix of goods, a mix of services or a mix of goods and services, consult Annex 3.6 (9), Example 2, of the Supply Manual.*
6. **Other Canadian goods and services:** Textiles: Textiles are considered to be Canadian goods according to a modified rule of origin, copies of which are available from the Clothing and Textiles Division, Commercial and Consumer Products Directorate



**Answer #5:**

**Reference: Original RFP, Part 1, Section 1.2 (Canadian Content) and Part 5, Section 5.1.2.1 (Canadian Content Certification)**

This requirement is for Space-Based AIS data services.

A service provided by an individual based in Canada is considered a Canadian service. Where a requirement consists of only one service, which is being provided by more than one individual, the service will be considered Canadian if a minimum of 80 percent of the total bid price for the service is provided by individuals based in Canada.

**Question #6**

**Terrestrial Data**

*Section 4, subsection 10. Terrestrial AIS data is mentioned, but is not a requirement. There are no technical and/or financial evaluation/points if terrestrial data is proposed to be provided. Previously, Terrestrial AIS data was included to augment the data service provided to GoC. Will the inclusion of Terrestrial data be given any consideration in the evaluation criteria of the proposals?*

**Answer #6:**

**Reference: Original RFP, Annex A, Section 4, para 10 (Terrestrial AIS Data)**

There is no mandatory requirement for the inclusion of Terrestrial AIS data in the Bidder's SB-AIS Data Service. Terrestrial AIS data may be offered by the Bidder at their discretion as part of their service offering. The GC will not provide any points in the technical or financial evaluation for the potential inclusion of any Terrestrial AIS data.

Note: Bidders should note that the inclusion of Terrestrial AIS data within their test data set would cause non-compliance with Mandatory Requirement M1 of Attachment 1 to Part 4, section 2.1.

**All other terms and conditions remain the same**