

Amendment 004

The purpose of this amendment is to replace previous *Response 55*, amend *Challenge #18*, and respond to potential bidders' questions.

1) After further consideration, *Amendment 003*, *Response 55* has been amended. The below replaces the previous response:

It is only the payload that should be no more than 600 grams. Please refer to Amendment 004, 2), for a correction to Challenge 18.

2) At Annex B – S&T Challenges, 18;

DELETE:

c) Combined sensors and UAV platform weight not exceeding a 600 grams payload constraint.

REPLACE WITH:

c) Combined sensors not exceeding a 600 grams payload constraint.

3) Question 66:

Can you let me know the differences between Canada's contributions and co-investment contributions. Are Canada's contributions investments from any federal department partners and co-investment from any other departments? Or are Canada's contributions from just DRDC?

Response 66:

For the purposes of the DRDC Innovation Call for Proposals 2017;

Canada's Contribution is the program funding requested.

Direct costs are understood as all the fixed or variable costs of the resources (goods, services, etc.) directly ascribable to the project or service delivery. **Annex I Co-Investment Information** refers to project expenses paid for (...) goods or services acquired solely for activities related to the project or expenses considered essential to project execution.

Indirect costs are understood as the expenses that are incurred to produce a commodity or render a service, but that cannot conveniently be attributed to individual units of production or service.

Direct Cost Canada's Contribution is the funding requested to Canada to cover the direct costs related to the project delivery.

Direct Cost Co-investment Contribution is the partners' total contribution (including both in-kind and cash) to cover the direct costs.

In-Direct Cost Canada's Contribution is the funding requested to Canada to cover the indirect costs related to the project delivery.

In-Direct Cost Co-investment Contribution is the partners' total contribution (including both in-kind and cash) to cover the direct costs.

Question 67:

If I understand it correctly, the successful supplier would not be precluded from bidding on any follow-on production requirement, as indicated in clause 1.8 Conflict of Interest?

Response 67:

No, the successful supplier would not be precluded from bidding on any follow-on requirements.

Question 68:

Currently, I have hit a road block as our product would fit two problems in Stream A (problems 1 and 4), but I am uncertain about government departmental endorsement.

Our product serves the radiological and nuclear communities. Is there any guidance you can give me on how/if we can proceed?

Response 68:

S&T Challenges in Stream A require two partners. It is at the discretion of the Bidder and/or partners to form partnerships and describe their roles in the proposal submission.

Question 69:

The sections that are listed [in the online tool] do not seem to line up with what is in the RFP.

For example, there is no Annex C available in order for us to complete the point rated criteria. In addition, do all the MR in Annex C apply to both Stream A&B?

We're finding the RFP a bit tricky to navigate in terms of knowing what exactly is required for us to respond to, and where we are able to do so. It seems that there may only be one section in the portal that allows 750 words. This doesn't match Annex C in the RFP which in one MR calls for 1,000 words.

Response 69:

The mandatory criteria applies to both Streams, with the exception of MC-5 Partnerships, which is applicable only to Stream A. Please refer to Responses 16, 25 and 27 in Amendment 001. Please also refer to Response 61 in Amendment 003.

Question 70:

If we have BCIP funding for testing our Technology Pilot, can we apply for DRDC to expand the test to include more testing partners? How will this affect the DRDC application?

Response 70:

Please refer to Amendment 003, Response 60.

Question 71:

If an innovation is at a high TLR (7-9) but at the same time it requires additional R&D to expand functionality, does it mean we can only apply for either Technology Pilot or R&D?

Response 71:

All proposal submissions require a primary S&T Challenge to be identified as specified in the mandatory criteria. It is at the discretion of the Bidder to choose a project type for a single submission or for information on Staged proposals, please refer to Annex A, - Project Types and Parameters.

Question 72:

Is profit only applicable for Technology Pilots? (ie: TLR 7-9)

Response 72:

Please refer to Section 3.5 Financial Proposal, sub-section 3.5.2 for further information on the financial proposal.

Question 73:

We have a question regarding the number of partners required in the program. We have already secured one partner in the federal government. Our question is whether Stream A requires an additional partner other than our company as per page 7 of the CFP (Section 3.1.2)?

Response 73:

The partnership must be comprised of two additional entities, one of which is the Lead Government Department described in 3.1.2.

Question 74:

After checking the document from W7714-17DRDC/B, we found that according to Amendment 002 response 12 that "university cannot be lead government department". This is really a sad news and a bit surprising for us, as our understanding from draft version (W7714-17DRDC/A) is that university (such as BCIT we plan to partner with) is created by legislation and receiving government funding, seems like meeting the requirement defined in Section 3.1.2 - (3). If the answer is a firm NO that BCIT cannot be LGD, does any of the following could be viable option for LGD?

- * Crown company such as TTC, BC Hydro or
- * RCMP

As a small business, it is very hard to us to have direct government contacts.

Response 74:

A university is considered to fall within the definition of a public institution; however, it does not meet the definition of a Lead Canadian Government department. The RCMP qualifies as a Lead Government Department and Crown corporations may qualify if they satisfy the criteria of one of the three categories described in 3.1.2.

It is the responsibility of the Bidder to establish the partnerships.

Question 75:

Is there a requirement at DRDC for the lead applicant or co-lead applicants (the Bidder) of this call to hold an indeterminate full-time permanent position within the Lead Canadian Government department?

Response 75:

The Bidder is not required to hold an indeterminate full-time permanent position within the Lead Canadian Government department.

Question 76:

Can and Should the Lead Government Organization be the bidder in a two organization partnership where one is Private and the other is a Municipal Government?

Who needs to be the bidder in such a situation? The Private entity or the Lead Government Organization?

Response 76:

For proposal submissions responding to S&T Challenges in Stream A, please refer to section 3.1.2.1 a) and b). It is at the discretion of the partners to identify their roles, including who will be the Bidder.

Question 77:

Our company is interested in submitting a proposal for this DRDC program. As I read through the eligibilities I noticed that minimum two partners are required and one of them needs to be a Government Department. I see our innovation most likely used on border defence, therefore the Canada Border Services Agency is the first came in mind. Are we responsible for finding the point of contact and establish partnership with them? Or can you introduce someone in the CBSA that is specifically dealing with the DRDC?

Response 77:

Please refer to *Response 74*.

Question 78:

We would like to request an extension on the deadline for the RFP.

Response 78:

The DRDC Innovation Call for Proposals 2017 closing date remains unchanged.

Question 79:

How do I set up a Partnership for Stream B with a private sector partner as Bidder and a Federal Government Partner as Partner? Do I use the form in Annex G?

Response 79:

Annex G is to be completed for S&T Challenges in Stream A only. Partnerships are not required for Stream B S&T Challenges, however, it is at the discretion of the Bidder to form partnerships and describe their roles in the proposal submission.

Question 80:

On Challenge number 21, ADSA S&T Program.

The challenge calls out for 3 possible areas of interest to support Canada' Arctic region. A, B and C.

Can our company submit an RFP to cover only 1 of the 3 topics? or does all 3 topics needs to be covered with the RFP proposal ?

We also have data fusion capabilities today that can be part of our offering, but is excluded. Can we still submit this as part of the RFP?

Response 80:

A proposal should address only one of the elements a), b) or c). Furthermore, as stated in the challenge, "... is not limited to, consideration of..." therefore other elements could be proposed under the sensor mixes theme. Data fusion is however out of scope of this challenge.

Question 81:

With respect to Question 65, please clarify our understanding.

If the proposal team uses a city or a provincial government as a participating partner, that includes one or more private sector companies and there are no federal departments involved, it appears from the response that PSPC will issue the contract to the private sector participants.

Is this correct or is it the Province or a city that needs to issue a contract to the private sector partners since there are no federal departments? How does DRDC distribute the funds, do they do a financial transfer to the Province or City for their portion and another disbursement to the private sector companies through PSPC contract if there are no federal partners/agencies mentioned in the proposal?

Response 81:

Generally, if the Lead Government Department is a level of government other than Federal, a contractual arrangement would be issued to them by PSPC and the LGD would then contract with the Bidder. However, each contractual arrangement is negotiated on a case-by-case basis.

Solicitation No. - N° de l'invitation
W7714-17DRDC/B
Client Ref. No. - N° de réf. du client
W7714-17DRDC

Amd. No. - N° de la modif.
004
File No. - N° du dossier
062sv.W7714-17DRDC

Buyer ID - Id de l'acheteur
062sv
CCC No./N° CCC - FMS No./N° VME

Question 82:

If a company is the Lead Bidder and municipal government is the Lead Government Department(LGD), does the bidder initiate and manage contracting and act as Technical Authority rather than LGD?

Response 82:

Please refer to *Response 81*.

Question 83:

[Regarding Amendment 003, question and response 61:]

What does completion of "a task" mean? Does it mean that we have to get to 100% is the progress status bar?

We would like to be able to download the form before getting to 100% completion. Is there any way that you could kindly send me the PDF file prior to us completing the online questionnaire?

Response 83:

Please refer to response #18 in Amendment 1.

The online submission form and all annexes are identified as tasks in the online tool. The status bar must reach 100% in order to successfully submit a proposal, however the PDF can be downloaded at any point.

All other terms and conditions remain unchanged.