Title - Sujet
Drone - UAV - N1550

Solicitation No. - N° de l'invitation
5P303-170583/A

Date
2018-05-01

Client Reference No. - N° de référence du client
5P303-170583

GETS Reference No. - N° de référence de SEAG
PW-SCAG-010-26804

File No. - N° de dossier
010cag.5P303-170583

Solicitation Closes - L'invitation prend fin
at - à 02:00 PM
on - le 2018-05-17

F.O.B. - F.A.B.

Address Enquiries to: - Adresser toutes questions à:
Johnston, Charlene
(873) 469-3859

Telephone No. - N° de téléphone
(873) 469-3859 (    )

FAX No. - N° de FAX
(819) 997-0437

Proposition aux: Travaux Publics et Services Gouvernementaux Canada
Nous offrons par la présente de vendre à Sa Majesté la Reine du chef du Canada, aux conditions énoncées ou incluses par référence dans la présente et aux annexes ci-jointes, les biens, services et construction énumérés ici sur toute feuille ci-annexée, au(x) prix indiqué(s).

Instructions: See Herein

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 8C1 - 50
11 Laurier St./11 rue Laurier
Gatineau
Québec
K1A 0S5

Remarks

Date
<table>
<thead>
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</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Drone</td>
<td>- UAV - N1550</td>
<td>5P303</td>
<td>5P303</td>
<td>1</td>
<td>Each</td>
<td>$</td>
<td>XXXXXXXXXX</td>
<td>See Herein</td>
<td></td>
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</tr>
</tbody>
</table>
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PART 1 - GENERAL INFORMATION

1.1 Security Requirements
There are no security requirements.

1.2 Requirement
This requirement is for an unmanned aerial vehicle (UAV),

1.2.1 Material Condition
Material supplied must be new and conform to the latest issue of the applicable drawing, specification and/or part number that is in effect on the bid solicitation closing date.

1.2.2 No Substitute Products
Bidders must provide products that are of the same description, brand name, model and/or part number as detailed in the item description of the bid solicitation. Bidders are advised that substitute products will not be considered.

1.3 Comprehensive Land Claims Agreement(s)
This procurement is not subject to the Comprehensive Land Claims Agreement as the goods will not be delivered in a claim Land.

1.4 Debriefings
Bidders may request a debriefing on the results of the bid solicitation process. Bidders should make the request to the Contracting Authority within 15 working days from receipt of the results of the bid solicitation process. The debriefing may be in writing, by telephone or in person.

1.5 Trade Agreements
The requirement is subject to the provisions of the following Trade Agreements:

- Canadian Free Trade Agreement (CFTA).

PART 2 - BIDDER INSTRUCTIONS

2.1 Standard Instructions, Clauses and Conditions

Bidders who submit a bid agree to be bound by the instructions, clauses and conditions of the bid solicitation and accept the clauses and conditions of the resulting contract.

The 2003 (2017/04/27) Standard Instructions - Goods or Services - Competitive Requirements, are incorporated by reference into and form part of the bid solicitation.
2.2 Submission of Bids

Bids must be submitted only to Public Services and Procurement Canada (PSPC) Bid Receiving Unit by the date, time and place indicated on page 1 of the bid solicitation.

2.3 Enquiries - Bid Solicitation

All enquiries must be submitted in writing to the Contracting Authority no later than 5 calendar days before the bid closing date. Enquiries received after that time may not be answered. Bidders should reference as accurately as possible the numbered item of the bid solicitation to which the enquiry relates. Care should be taken by Bidders to explain each question in sufficient detail in order to enable Canada to provide an accurate answer. Technical enquiries that are of a proprietary nature must be clearly marked "proprietary" at each relevant item. Items identified as "proprietary" will be treated as such except where Canada determines that the enquiry is not of a proprietary nature. Canada may edit the question(s) or may request that the Bidder do so, so that the proprietary nature of the question(s) is eliminated, and the enquiry can be answered to all Bidders. Enquiries not submitted in a form that can be distributed to all Bidders may not be answered by Canada.

2.4 Applicable Laws

Any resulting contract must be interpreted and governed, and the relations between the parties determined, by the laws in force in Ontario.

Bidders may, at their discretion, substitute the applicable laws of a Canadian province or territory of their choice without affecting the validity of their bid, by deleting the name of the Canadian province or territory specified and inserting the name of the Canadian province or territory of their choice. If no change is made, it acknowledges that the applicable laws specified are acceptable to the Bidders.

PART 3 - BID PREPARATION INSTRUCTIONS

3.1 Bid Preparation Instructions

Canada requests that Bidders provide their bid in separately bound sections as follows:

Section I: Technical Bid (2 hard copies and 1 soft copy)
Section II: Financial Bid (2 hard copies and 1 soft copy)
Section III: Certifications (2 hard copies)

Prices must appear in Annex “B” – Basis of Payment only.
No prices must be indicated other section of the bid.

Canada requests that bidders follow the format instructions described below in the preparation of hard copy of their bid:

(a) use 8.5 x 11 inch (216 mm x 279 mm) paper;
(b) use a numbering system that corresponds to the bid solicitation.
In April 2006, Canada issued a policy directing federal departments and agencies to take the necessary steps to incorporate environmental considerations into the procurement process Policy on Green Procurement (http://www.tpsgc-pwgsc.gc.ca/écologisation-greening/achats-procurement/policy-policy-eng.html). To assist Canada in reaching its objectives, bidders should:

1) use 8.5 x 11 inch (216 mm x 279 mm) paper containing fibre certified as originating from a sustainably-managed forest and containing minimum 30% recycled content; and

2) use an environmentally-preferable format including black and white printing instead of colour printing, printing double sided/duplex, using staples or clips instead of cerlox, duotangs or binders.

Section I: Technical Bid

The technical bid shall be evaluated to ensure that the Mandatory Requirements specified in Annex “A” Statement of Work and Annex “C” Mandatory Technical Evaluation Criteria have been met. Any proposal, which fails to meet any of the Mandatory Requirements in Annex “A”, will be deemed non-responsive and will not be given further consideration.

The technical bid must properly complete the Mandatory Technical Evaluation Criteria provided in Annex “C”. Bidders must indicate the location in the bid where each criteria has been met.

In the event that apparent or real conflicts exist in the Statement of Work (SOW) in this RFP, Bidders must identify and communicate them to the Contracting Authority at least four (4) calendar days prior to the solicitation closing date. Canada reserves the right to subsequently modify the SOW and the RFP with the information provided.

It must be noted that a NON-COMPLIANT response to any Mandatory Requirement of the above referenced documents will render your proposal NON-COMPLIANT. Bidders must therefore ensure that they comply with the Mandatory Requirements of Annex “A” prior to submitting a proposal.

Section II: Financial Bid

Bidders must submit their financial bid in accordance with the Basis of Payment, Annex “B”. The total amount of Goods and Services Tax (GST) or Harmonized Sales Tax (HST) must be shown separately, if applicable. The Bid must provide a firm price for the stated requirements.

Section III: Certifications

Bidders must submit the certifications required under Part 5.
PART 4 - EVALUATION PROCEDURES AND BASIS OF SELECTION

4.1 Evaluation Procedures

Bids received will be assessed in accordance with the entire requirement of the bid solicitation including the Mandatory Technical Criteria, Point Rated Technical Criteria and Financial evaluation criteria specified below:

4.2 Mandatory Technical Criteria

Bids received will be assessed in accordance with the entire requirement of the bid solicitation including the Mandatory Technical Criteria (see Annex “C” Mandatory Technical Criteria), Point Rated Technical Criteria and Financial evaluation criteria.

a) Comply with Material Condition stipulated in the bid solicitation
b) Comply with Terms and Conditions stipulated in the bid solicitation

4.3 Point Rated Technical Criteria

Bids received will be assessed in accordance with the entire requirement of the bid solicitation including the Point Rated Technical Criteria (see Annex “D” Point Rated Technical Criteria), Mandatory Technical Criteria and Financial evaluation criteria.

a) Comply with Material Condition stipulated in the bid solicitation
b) Comply with Terms and Conditions stipulated in the bid solicitation

4.4 Financial Evaluation

The price of the bid will be evaluated in Canadian dollars, Applicable Taxes excluded, FOB destination, Canadian customs duties and excise taxes included.

4.5 Basis of Selection

A bid must comply with the requirements of the bid solicitation and meet all mandatory technical evaluation criteria to be declared responsive. The responsive bid with the lowest evaluated price and highest point rated score will be recommended for award of a contract. The Financial Evaluation will represent 60% and the Point Rated score will represent 40%. Evaluation criteria are outlined in Annex “C” (Mandatory Technical Criteria) and Annex “D”, (Point Rated Technical Criteria).

PART 5 – CERTIFICATIONS AND ADDITIONAL INFORMATION

Bidders must provide the required certifications and additional information to be awarded a contract.

The certifications provided by Bidders to Canada are subject to verification by Canada at all times. Unless specified otherwise, Canada will declare a bid non-responsive, or will declare a contractor in default if any certification made by the Bidder is found to be untrue whether made knowingly or unknowingly, during the bid evaluation period or during the contract period.

The Contracting Authority will have the right to ask for additional information to verify the Bidder’s certifications. Failure to comply and to cooperate with any request or requirement imposed by the Contracting Authority will render the bid non-responsive or constitute a default under the Contract.
5.1 Certifications Precedent to Contract Award and Additional Information

The certifications and additional information listed below should be submitted with the bid, but may be submitted afterwards. If any of these required certifications or additional information is not completed and submitted as requested, the Contracting Authority will inform the Bidder of a time frame within which to provide the information. Failure to provide the certifications or the additional information listed below within the time frame provided will render the bid non-responsive.

5.1.1 Integrity Provisions – Required Documentation

In accordance with the Ineligibility and Suspension Policy (http://www.tpsgc-pwgsc.gc.ca/ci-if/politique-policy-eng.html), the Bidder must provide the required documentation, as applicable, to be given further consideration in the procurement process.

5.1.2 Transport Canada approval and compliance

Documents providing proof that the drone is fully approved and complaint with Transport Canada in order to facilitate flight certification must be provided before contract award.

PART 6 - RESULTING CONTRACT CLAUSES

The following clauses and conditions apply to and form part of any contract resulting from the bid solicitation.

6.1 Security Requirements

There is no Security Requirements associated with this requirement.

6.2 Requirement

This requirement is for an unmanned aerial vehicle.

6.2.1 Material Condition

The Contractor must provide material that is new production of current manufacture supplied by the principal manufacturer or its accredited agent. The material must conform to the latest issue of the applicable drawing, specification and part number, as applicable, that was in effect on the bid closing date.

a) New Materiel – Definition

Deliverable end items to be manufactured or which have been manufactured but not used, which are supplied by:

• the owner of the design or manufacturing rights to the items; or,
• the authorized manufacturer or agent/distributor of the owner of the design or manufacturing rights to the items; or
• distributors approved by Transport Canada (TC) or accredited by the Aviation Suppliers Association, for parts that have an application to a civilian type certified aircraft; or
• maintenance organizations approved/accredited by TC or repair stations certified by the Federal Aviation Administration (FAA).
6.3 Standard Clauses and Conditions


6.4 General Conditions

2010A (2016/04/04) General Conditions - Goods (Medium Complexity), apply to and form part of the Contract.

6.5 Supplemental General Conditions

4011 (2012-07-16) Supplemental General Conditions – Goods (Medium Complexity)

6.6 Delivery Date

All the deliverables must be received as per “Line Item Detail” of the contract.

6.7 Delivery Point

All deliverables to be delivered to the following address:

Hiroo Sawada
Geomatics Technician
Point Pelee National Park
407 Monarch Lane
Leamington, Ont.
N8H 3V4

6.8 Authorities

6.8.1 Contracting Authority:

The Contracting Authority is responsible for the management of the Contract and any changes to the Contract must be authorized in writing by the Contracting Authority. The Contractor must not perform work in excess of or outside the scope of the Contract based on verbal or written requests or instructions from anybody other than the Contracting Authority.

<table>
<thead>
<tr>
<th>Public Service and Procurement Canada (PSPC)</th>
<th>Charlene Johnston</th>
</tr>
</thead>
<tbody>
<tr>
<td>Land and Air Equipment Procurement and Support Sector</td>
<td>Place du Portage, Phase III, 8C1, 11 Laurier, Gatineau, QC K1A 0S5</td>
</tr>
<tr>
<td>Address:</td>
<td>Telephone: 873-469-3859</td>
</tr>
<tr>
<td>Telephone:</td>
<td>E-mail address: <a href="mailto:Charlene.Johnston@tpsgc-pwgsc.gc.ca">Charlene.Johnston@tpsgc-pwgsc.gc.ca</a></td>
</tr>
</tbody>
</table>

6.8.2 Contractor's Representative:

Company: |
Representative: |
Telephone: |
E-mail address: |
6.9 Payment

6.9.1 Basis of Payment – Firm Unit
In consideration of the Contractor satisfactorily completing all of its obligations under the Contract, the Contractor will be paid as follows:

a. Price: Firm Unit Price
b. GST/HST: Extra, if applicable
c. F.O.B.: Destination ________________________

6.9.2 Limitation of Price C6000C (2017-08-17)
Canada will not pay the Contractor for any design changes, modifications or interpretations of the Work unless they have been approved, in writing, by the Contracting Authority before their incorporation into the Work.

6.9.3 Electronic Payment of Invoices – Contract
The Contractor accepts to be paid using any of the following Electronic Payment Instrument(s):

a. Visa Acquisition Card;
b. MasterCard Acquisition Card;
c. Direct Deposit (Domestic and International);
d. Electronic Data Interchange (EDI);
e. Wire Transfer (International Only);

6.10 Invoicing Instructions

a) The invoices must be distributed as follows:

i) The original and one (1) copy must be forwarded to the address shown on page 1 of the contract for certification and payment

ii) One (1) copy must be forwarded to the Contracting authority identified under the section entitled, “Authorities” of the Contract.

Canada will pay the Contractor upon completion and delivery of the Work in accordance with the payment provisions of the Contract if:

• an accurate and complete invoice and any other documents required by the Contract have been submitted in accordance with the invoicing instructions provided in the Contract;
• all such documents have been verified by Canada;
• the Work delivered has been accepted by Canada.

6.11 Compliance

Unless specified otherwise, the continuous compliance with the certifications provided by the Contractor in its bid or precedent to contract award, and the ongoing cooperation in providing additional information are conditions of the Contract and failure to comply will constitute the Contractor in default. Certifications are subject to verification by Canada during the entire period of the Contract.

6.12 Applicable Laws

The Contract must be interpreted and governed, and the relations between the parties determined, by the laws in force in Ontario.
6.13 Insurance G1005C (2016-01-28)

The Contractor is responsible for deciding if insurance coverage is necessary to fulfill its obligation under the Contract and to ensure compliance with any applicable law. Any insurance acquired or maintained by the Contractor is at its own expense and for its own benefit and protection. It does not release the Contractor from or reduce its liability under the Contract.

6.14 Priority of Documents

If there is a discrepancy between the wordings of any documents that appear on the list, the wording of the document that first appears on the list has priority over the wording of any document that subsequently appears on the list.

(a) TTe Articles of Agreement;
(b) The general conditions 2010A (2016-04-04), General Conditions – Goods Medium Complexity;
(c) Statement of Work, Annex “A”;
(d) Basis of Payment, Annex “B”;
(e) Mandatory Technical Criteria Evaluation, Annex “C”;
(f) Point Rated Criteria Evaluation, Annex “D” and
(g) The Contractor’s bid dated ____________________
## Mandatory (M)

<table>
<thead>
<tr>
<th>Deliverable</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>M1 Aircraft</td>
<td>Drone, Unmanned Aerial Vehicle (UAV); and carrying cases for all equipment to allow easy and safe transportation;</td>
</tr>
<tr>
<td>M2 Battery</td>
<td>Must be supplied with rechargeable batteries and charger required for operation of vehicle; and</td>
</tr>
<tr>
<td>M3 Ground control station</td>
<td>Must have flight mission planning and flight control software installed; and</td>
</tr>
<tr>
<td>M4 Camera</td>
<td>Must have MicaSense RedEdge-M multispectral sensor; and</td>
</tr>
<tr>
<td>M5 Image processing</td>
<td>Must have image processing/photogrammetry software (with perpetual license): Agisoft PhotoScan Pro., Pix4Dmapper, equivalent or better.</td>
</tr>
<tr>
<td>M6 Safety and Preservation</td>
<td>Ability of return to base function if communication problems, low battery levels or environmental conditions are encountered;</td>
</tr>
<tr>
<td>M7 Automatic take off &amp; landing</td>
<td>Ability to automatically take off, flight and land (autopilot);</td>
</tr>
<tr>
<td>M8 In-flight corrections</td>
<td>Supports pre-programmed flight and in-flight mission modification;</td>
</tr>
</tbody>
</table>

## Technical (T)

<table>
<thead>
<tr>
<th>Deliverable</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>T1 Minimum Flight Time</td>
<td>Flight with endurance of 45 minutes or longer under light wind conditions of 1 to 10 kilometres per hour (kph) (with camera and battery installed);</td>
</tr>
<tr>
<td>T2 Minimum Payload capability</td>
<td>Flight with a payload of at least 200 grams (g) (with endurance limitation);</td>
</tr>
<tr>
<td>T3 Weight (includes camera &amp; battery)</td>
<td>Weigh 2 kilograms (kg) or less including batteries and sensors;</td>
</tr>
<tr>
<td>T4 Telemetry range</td>
<td>Supports control/data link range of 3 kilometres (km) or more;</td>
</tr>
<tr>
<td>T5 Flight range</td>
<td>Minimum of 50 km, under light breeze conditions of 6 to 10 kph;</td>
</tr>
<tr>
<td>T6 Cruise speed</td>
<td>Ability to maintain a minimum cruise speed of 60 kph or better;</td>
</tr>
<tr>
<td>T7 Operating Temperature</td>
<td>Operates in environmental temperature range of -20 degrees Celsius (°C) to +40 Celsius (°C);</td>
</tr>
<tr>
<td>T8 Wind Resistance</td>
<td>Operates under moderate breeze wind conditions of up to 25 kph;</td>
</tr>
<tr>
<td>T9 Humidity Resistance</td>
<td>Minimum 90% non-condensing;</td>
</tr>
<tr>
<td>T10 Precipitation Resistance</td>
<td>Adaptable to rain and/or snow operation, sudden changes in environment;</td>
</tr>
<tr>
<td>T11 GPS navigation</td>
<td>Capable of supporting post-processed kinematic (PPK) as an add-on.</td>
</tr>
<tr>
<td>T12 Maintenance</td>
<td>Must allow for plug and play swappable cameras/sensors – capable of using RGB camera, multispectral camera and thermal sensor (one at a time)</td>
</tr>
<tr>
<td>T13 Assembly and deployment</td>
<td>Must be quick assembly and deployment for rapid use in the field – setup to flying in less than 10 minutes.</td>
</tr>
<tr>
<td>T14 Support</td>
<td>Training for operation and maintenance either by in person, user manual, online interface, dvd, etc.</td>
</tr>
</tbody>
</table>

## Optional (O)

<table>
<thead>
<tr>
<th>Deliverable</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>O1 PPK</td>
<td>Integration of hardware and software capable of supporting PPK.</td>
</tr>
<tr>
<td>O2 Spares</td>
<td>Include a general set of commonly used replacement parts with 5 year availability.</td>
</tr>
</tbody>
</table>
ANNEX “B”

BASIS OF PAYMENT

1. Financial Bid

Bidders must provide a firm fixed price in Canadian Dollars for an Unmanned Aerial Vehicle (UAV) system, as detailed in the mandatory requirements of Annex “A”, Statement of Work.

2. Bid Price

The bid prices for the Fixed-Wing Unmanned Aerial Vehicle (UAV) system as detailed in Annex “A”, Statement of Work will be evaluated in Canadian Dollars, FCA Free Carrier Incoterms 2000 – Contractor’s facility, Goods and Service or the Harmonized Sales Tax (GST/HST) excluded.

<table>
<thead>
<tr>
<th>ITEM</th>
<th>FIRM FIXED PRICE</th>
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<tbody>
<tr>
<td>Fixed Wing Unmanned Aerial Vehicle (UAV), as detailed in Annex “A”, Statement of Work</td>
<td></td>
</tr>
<tr>
<td>G.S.T./H.S.T. (as applicable)</td>
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<tr>
<td><strong>TOTAL BID PRICE:</strong></td>
<td></td>
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</table>
ANNEX “C”
MANDATORY TECHNICAL EVALUATION CRITERIA

The bidder must provide documentation within in the bid demonstrating that their proposed unmanned aerial vehicle (UAV) meets each criteria.

Failure to provide supporting documentation may result in the bid being deemed non-responsive

<table>
<thead>
<tr>
<th>Deliverable</th>
<th>Description</th>
<th>Location in Bid where criteria is demonstrated</th>
<th>Met</th>
<th>Not Met</th>
</tr>
</thead>
<tbody>
<tr>
<td>M1 Aircraft</td>
<td>Drone, Unmanned Aerial Vehicle (UAV); and carrying cases for all equipment to allow easy and safe transportation;</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>M2 Battery</td>
<td>Must be supplied with rechargeable batteries and charger required for operation of vehicle; and</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>M3 Ground control station</td>
<td>Must have flight mission planning and flight control software installed; and</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>M4 Camera</td>
<td>Must have MicaSense RedEdge-M multispectral sensor; and</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>M5 Image processing</td>
<td>Must have image processing/photogrammetry software (with perpetual license): Agisoft PhotoScan Pro., Pix4Dmapper, equivalent or better.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>M6 Safety and Preservation</td>
<td>Ability of return to base function if communication problems, low battery levels or environmental conditions are encountered;</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>M7 Automatic take off &amp; landing</td>
<td>Ability to automatically take off, flight and land (autopilot);</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>M8 In-flight corrections</td>
<td>Supports pre-programmed flight and in-flight mission modification;</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## POINT RATED EVALUATION CRITERIA

### Technical (T)

<table>
<thead>
<tr>
<th>Deliverable</th>
<th>Description</th>
<th>Scoring:</th>
<th>Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>T1</td>
<td>Minimum Flight Time</td>
<td>Flight with endurance of 45 minutes or longer under light wind conditions of 1 to 10 kilometres per hour (kph) (with camera and battery installed);</td>
<td>10 = &gt;60</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>0 = &lt;45</td>
</tr>
<tr>
<td>T2</td>
<td>Minimum Payload capability</td>
<td>Flight with a payload of at least 200 grams (g) (with endurance limitation);</td>
<td>10 = &gt;200</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>0 = &lt;174</td>
</tr>
<tr>
<td>T3</td>
<td>Weight (includes camera &amp; battery)</td>
<td>Weigh 2 kilograms (kg) or less including batteries and sensors;</td>
<td>10 = &lt;2</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>0 = &gt;2.5</td>
</tr>
<tr>
<td>T4</td>
<td>Telemetry range</td>
<td>Supports control/data link range of 3 kilometres (km) or more;</td>
<td>10 = &gt;3</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>0 = &gt;2.5</td>
</tr>
<tr>
<td>T5</td>
<td>Flight range</td>
<td>Minimum of 50 km, under light breeze conditions of 6 to 10 kph;</td>
<td>10 = &gt;50</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>0 = &lt;40</td>
</tr>
<tr>
<td>T6</td>
<td>Cruise speed</td>
<td>Ability to maintain a minimum cruise speed of 60 kph or better;</td>
<td>10 = &gt;60</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>0 = &lt;50</td>
</tr>
<tr>
<td>T7</td>
<td>Operating Temperature</td>
<td>Operates in environmental temperature range of -20 degrees Celsius (°C) to +40 Celsius (°C);</td>
<td>10 = -20 to +40</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>0 = -15 to +30</td>
</tr>
<tr>
<td>T8</td>
<td>Wind Resistance</td>
<td>Operates under moderate breeze wind conditions of up to 25 kph;</td>
<td>10 = &gt;25</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>0 = &lt;20</td>
</tr>
<tr>
<td>T9</td>
<td>Humidity Resistance</td>
<td>Minimum 90% non-condensing;</td>
<td>10 = &gt;90%</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>0 = &gt;85%</td>
</tr>
<tr>
<td>T10</td>
<td>Precipitation Resistance</td>
<td>Adaptable to rain and/or snow operation, sudden changes in environment;</td>
<td>10 = rain and snow</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>0 = non-adaptable</td>
</tr>
<tr>
<td>T11</td>
<td>GPS navigation</td>
<td>Capable of supporting post-processed kinematic (PPK) as an add-on.</td>
<td>10 = Yes</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>0 = Non-Adaptable</td>
</tr>
<tr>
<td>T12</td>
<td>Maintenance</td>
<td>Must allow for plug and play swappable cameras/sensors – capable of using RGB camera, multispectral camera and thermal sensor (one at a time)</td>
<td>10 = plug and play</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>0 = non-adaptable</td>
</tr>
<tr>
<td>T13</td>
<td>Assembly and deployment</td>
<td>Must be quick assembly and deployment for rapid use in the field – setup to flying in less than 10 minutes.</td>
<td>10 = &lt;10</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>0 = &gt;15</td>
</tr>
<tr>
<td>T14</td>
<td>Support</td>
<td>Training for operation and maintenance either by in person, user manual, online interface, dvd, etc.</td>
<td>10 = in person</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>6 = user manual or dvd</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>0 = none</td>
</tr>
</tbody>
</table>

### Optional (O)

<table>
<thead>
<tr>
<th>Deliverable</th>
<th>Description</th>
<th>Score</th>
</tr>
</thead>
<tbody>
<tr>
<td>O1</td>
<td>PPK</td>
<td>Integration of hardware and software capable of supporting PPK.</td>
</tr>
<tr>
<td>O2</td>
<td>Spares</td>
<td>Include a general set of commonly used replacement parts with 5 year availability.</td>
</tr>
</tbody>
</table>