



**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

Quebec

K1A 0S5

Bid Fax: (819) 997-9776

**REQUEST FOR PROPOSAL
DEMANDE DE PROPOSITION**

**Proposal To: Public Works and Government
Services Canada**

We hereby offer to sell to Her Majesty the Queen in right of Canada, in accordance with the terms and conditions set out herein, referred to herein or attached hereto, the goods, services, and construction listed herein and on any attached sheets at the price(s) set out therefor.

**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).

Comments - Commentaires

**INVITATION TO QUALIFY - INVITATION À SE
QUALIFIER**

(Not a Request for Proposal - Pas une demande de proposition)

Vendor/Firm Name and Address

Raison sociale et adresse du

fournisseur/de l'entrepreneur

Issuing Office - Bureau de distribution

Remotely Piloted Aircraft System Project (RPAS)/Projet de

Système d'aéronef télépilote (SATP)

Cumberland House 6th Floor - B29

Maison Cumberland 6e étage - B29

400 Cumberland Street,

400, rue Cumberland,

Ottawa

Ontario

K1A 0S5

Title - Sujet RPAS Project - ITQ	
Solicitation No. - N° de l'invitation W847A-190247/B	Date 2019-05-01
Client Reference No. - N° de référence du client W847A-190247	
GETS Reference No. - N° de référence de SEAG PW-\$RPS-002-27299	
File No. - N° de dossier 002rps.W847A-190247	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2019-05-16	Time Zone Fuseau horaire Eastern Daylight Saving Time EDT
F.O.B. - F.A.B. Specified Herein - Précisé dans les présentes Plant-Usine: <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input checked="" type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: Dadashzadeh, Feridon	Buyer Id - Id de l'acheteur 002rps
Telephone No. - N° de téléphone (613) 944-8738 ()	FAX No. - N° de FAX () -
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction: Specified Herein Précisé dans les présentes	

Instructions: See Herein

Instructions: Voir aux présentes

Delivery Required - Livraison exigée See Herein	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

**Invitation to Qualify
for the Procurement Process for
the Remotely Piloted Aircraft System (RPAS) Project**

The Contracting Authority, who is identified in the previous page, is Canada's representative for all questions and comments about this document.	
ITQ Closing Date and Time	See the invitation to Qualify cover page
Email Address for submitting your questions	TPSGC.PASATP-APRPAS.PWGSC@tpsgc-pwgsc.gc.ca

Invitation to Qualify for the Procurement Process for the Remotely Piloted Aircraft System (RPAS) Project

TABLE OF CONTENTS

1.	GENERAL INFORMATION	3
1.1	DEFINITIONS	3
1.2	INTRODUCTION	3
1.3	OVERVIEW OF THE PROJECT AND THE COMPETITION SCOPE	4
1.4	OVERVIEW OF ANTICIPATED PROCUREMENT PROCESS	6
1.5	CONSULTANTS	6
1.6	FAIRNESS MONITOR	6
1.7	EPOST CONNECT	7
2.	INSTRUCTIONS FOR RESPONDENTS	8
2.1	STANDARD INSTRUCTIONS, CLAUSES AND CONDITIONS	8
2.2	SUBMISSION OF RESPONSES	10
2.3	QUALIFIED SUPPLIER ENTITIES	10
2.4	QUESTIONS, COMMENTS AND COMMUNICATIONS	10
2.5	RIGHTS OF CANADA	11
2.6	SECURITY REQUIREMENTS	11
2.7	DEFENCE ARRANGEMENT REQUIREMENT	12
3.	PREPARING AND SUBMITTING A RESPONSE	13
3.1	LANGUAGE FOR FUTURE COMMUNICATIONS	13
3.2	CONTENT OF RESPONSE	13
3.3	RESPONSE PREPARATION INSTRUCTIONS	14
4.	PROCESS FOR EVALUATING RESPONSES	15
4.1	EVALUATION OF RESPONDENT QUALIFICATIONS	15
4.2	CONDUCT OF THE EVALUATION	15
4.3	BASIS OF QUALIFICATION	15
4.4	WITHDRAWALS AND ADDITIONS OF THE ENTITIES THAT FORM THE QUALIFIED SUPPLIER FOLLOWING THE ITQ PHASE	16
	<i>Annex A – RPAS PLATFORM QUALIFICATION REQUIREMENTS</i>	<i>17</i>
	Form 1 – Response Submission Form	18
	Form 2 – Manufacturer Form	20
	Form 3 – Questionnaire for Government Reference	21

Invitation to Qualify for the Procurement Process for the Remotely Piloted Aircraft System (RPAS) Project

1. General Information

1.1 Definitions

The following definitions apply for the purpose of this procurement:

- a) **“Medium Altitude Long Endurance (MALE)”** means a remotely piloted aircraft over 600 kilograms capable of flying above 18,000 feet and operating beyond line of sight.
- b) **“Manufacturer”** means an original equipment manufacturer (OEM) of an existing MALE Remotely Piloted Aircraft System (RPAS).
- c) **“Respondent”** includes, at a minimum, a Manufacturer or an entity (or Joint Venture) authorized by a Manufacturer that is submitting a response to this Invitation to Qualify (ITQ) to become a **“Qualified Supplier”** and participate in any subsequent phases of the procurement process. Other entities may be proposed as part of the Respondent.
 - i) Unless the Respondent includes the Manufacturer, it must have authorization from the Manufacturer to respond to this ITQ using Form 2 – Manufacturer Form or through a letter from the Manufacturer, which must cover the required elements in Form 2.
 - ii) The Respondent does not include the parent(s), subsidiaries or other affiliates of the Respondent or its subcontractors.
- d) Where Respondent is more than one entity, **“Lead”** means the entity authorized to be the Respondent’s main point of contact with Canada for communication purposes noting that, where necessary due to reasons such as information being provided of a commercially sensitive nature, other members of the Respondent are authorized to flow that information directly to the Contracting Authority.

1.2 Introduction

- a) **Phase 1 of Procurement Process:** This ITQ is the first phase of a procurement process by Public Services and Procurement Canada (PSPC)¹ for the Remotely Piloted Aircraft System (RPAS) Project (the **“Project”**). Respondents are invited to pre-qualify in accordance with the terms and conditions of this ITQ. Only Qualified Suppliers will be permitted to participate and bid on any subsequent solicitation issued as part of this procurement process.
- b) **Further Evaluation of Qualified Suppliers:** Even though certain Respondents may be pre-qualified by Canada as a result of this ITQ, Canada reserves the right to re-evaluate any aspect of the qualification of any Qualified Supplier at any time during the procurement process.
- c) **Additional Qualified Suppliers:** Canada may, at its sole discretion, re-open Phase 1 – ITQ.

¹ The legal name of the Department is "Department of Public Works and Government Services". "Public Services and Procurement Canada" and "PSPC" as well as "Public Works and Government Services Canada" and "PWGSC" are the common usage names.

- d) **ITQ is not a Bid Solicitation:** This ITQ process is not a solicitation of bids or tenders. No contract will be awarded as a result of the activities during the ITQ Phase. Canada reserves the right to cancel any of the qualification requirements included as part of the Project at any time during the ITQ Phase. The ITQ process may be partially or completely cancelled by Canada and it may not result in any of the subsequent procurement processes described in this document. Respondents and Qualified Suppliers may withdraw from the procurement process at any time. Therefore, Qualified Suppliers can choose not to bid on any subsequent solicitation.
- e) **Foreign Government Involvement:** A foreign government may have the following roles:
 - i) **During the ITQ Process:** The role of foreign government, directly or through a government department or agency, is optional. For example, Respondents may optionally provide a government of the Manufacturer reference in response to Annex A. However, due to the nature of the Project, Respondents are strongly encouraged to ensure the government of the Manufacturer is included as part of the Respondent where it is anticipated that a portion or the entire scope of the Project be sold through a foreign government due to foreign legislation; and
 - ii) **After the ITQ Process:** The role is expected to be discussed with Qualified Suppliers.

1.3 Overview of the Project and the Competition Scope

- a) **Overview of Project:**
 - i) The Project will provide Intelligence, Surveillance, Target Acquisition and Reconnaissance (ISTAR) information and deliver precision strike effects to Canadian Armed Forces (CAF) commanders. The Project's medium-altitude, long-endurance ISTAR and precision strike capabilities will be integrated as part of a networked, joint system-of-systems, in support of the *Strong, Secure, Engaged* (SSE) Defence Policy strategic vision and primary missions.
 - ii) In June 2017, the Government of Canada (GC) articulated plans in the new SSE Defence Policy to ensure that the CAF remains a multi-role, combat-capable defence force at home and abroad. The Project will procure an armed MALE RPAS capability to deliver on SSE initiatives 50 and 91, as well as support six other SSE initiatives.
 - iii) Aligning with the SSE requirement to maintain interoperability with Canada's Allies, the Minister of National Defence has a mandate to maintain Canada's strong commitments to the North American Aerospace Defence Command (NORAD) in a renewed defence partnership. This includes working with the United States to ensure that NORAD is modernized to meet existing and future challenges. The Project will contribute to the fulfillment of the Minister's mandate. For example, one of the strengths of RPAS is the ability to provide persistent surveillance of an area of interest (AOI). This kind of persistent surveillance is ideally suited to North America's vast maritime and arctic approaches.
 - iv) At this time, Canada expects the RPAS requirements to include the following:
 - A. Ability to conduct sustained operations worldwide.
 - B. Provision of services and data to, and acceptance of services and data with allied combined joint forces, including the sharing of intelligence data with Five-Eyes nations.
 - C. Ability to dynamically control the Remotely Piloted Aircraft (RPA) and payloads, in near-real time, using beyond line of sight (BLOS) data links.

- D. Ability to carry and employ multiple precision-guided munitions of up to 500 lbs as well as enable target acquisition for third party targeting.
 - E. Being deployable, operable, and sustainable worldwide in known medium threat environments and be able to meet Canada's military airworthiness regulations.
 - F. Having the potential to grow and evolve to maintain an operational advantage for the capability throughout its service life.
 - G. A comprehensive sustainment program that assures operational readiness and maintains mission effectiveness of the capability throughout its service life.
- v) Canada's Industrial and Technological Benefits (ITB) Policy, including the Value Proposition and the requirement for suppliers to place investments in Canada equal to the value of the contract(s), will apply to the Project. The objectives of the ITB Policy and the Value Proposition are to support the long-term sustainability and growth of Canada's aerospace and defence sectors, support growth of prime contractors and suppliers in Canada, including small and medium-sized enterprises in all regions of Canada, enhance innovation through research and development in Canada and increase the export potential of Canadian based firms. Further information on the ITB Policy can be found at www.canada.ca/itb.
 - vi) An Economic Impact Assessment may apply to the RPAS Project in order to assess the potential bidders' impact to Canada economic interests. Details on the assessment, including guidelines for its application, are under development and will be shared during Review and Refine Requirements Phase.
- b) **Competition Scope:** The scope of contract(s) and/or bilateral government agreement(s) resulting from any subsequent solicitation may include:
- i) the aircraft and associated equipment;
 - ii) training;
 - iii) maintenance and engineering;
 - iv) materiel support;
 - v) munitions;
 - vi) required infrastructure; (to be determined)
 - vii) sustainment set-up to enable achievement of full operational capability of the new fleet; and
 - viii) a period of sustainment for the new fleet.
- c) **National Security Exception:** The national security exceptions provided for in the trade agreements have been invoked.
- d) **Controlled Goods Program:** This procurement may be subject to the Controlled Goods Program. The final status of the procurement will be confirmed in any subsequent solicitation.

1.4 Overview of Anticipated Procurement Process

- a) This ITQ is the first phase in this procurement process. Although the procurement process remains subject to change, Canada currently anticipates that the procurement process will be conducted in the following phases:
- i) **ITQ Phase:** This ITQ will be used to qualify Respondents to participate in any subsequent phases of the procurement process. Canada will publish the list of Qualified Suppliers, including all entities, after the ITQ Phase.
 - ii) **Review and Refine Requirements (RRR) Phase:** The RRR Phase with the Qualified Suppliers will follow the ITQ Phase. The objective of the RRR Phase is to obtain feedback from Qualified Suppliers on Canada's preliminary requirements including draft procurement documents. It is intended to be a collaborative process and may involve interactions such as workshops, one-on-one sessions, and written questions and answers. Canada will consider the feedback provided by Qualified Suppliers when refining the requirements and preparing its procurement documents. Further details regarding the RRR Phase will be provided to those Respondents who qualify as a result of this ITQ Phase.
 - iii) **Request for Proposals (RFP) Phase:** Canada will release the RFP(s) to those Qualified Suppliers who remain qualified at the time the RFP is released. The current intent is to evaluate bids based on capability, cost (acquisition, sustainment, and operating), economic benefits, as well as program and contractual risks criteria.
- b) Canada will normally make its procurement documents available for download through the Government Electronic Tendering Service (GETS). However, after establishing a list of Qualified Suppliers, Canada will make the procurement documents only available to those Qualified Suppliers, rather than making them available through the GETS.
- c) The estimated timeline for each phase is as follows:

Description	Timeline
Phase 1: Invitation to Qualify	Spring 2019
Phase 2: Review and Refine Requirements (RRR) Phase	Spring 2019 to Spring 2021
Draft Request for Proposal (within RRR Phase)	Summer 2020
Phase 3: Request for Proposal	Spring 2021

1.5 Consultants

- a) Canada has engaged consultants, and may engage new ones in the future at its sole discretion, for the purposes of RPAS Project.
- b) Canada will share with consultants, on a need to know basis, information and documents provided to Canada, which may include those of Respondents, as part of the procurement process.
- c) Consultants are required to sign non-disclosure agreements before gaining access to the information and documents as part of this procurement process.

1.6 Fairness Monitor

Canada has engaged Samson and Associates as a fairness monitor for this procurement. The fairness monitor will, for example, observe the evaluation of responses to determine whether

Canada has adhered to the evaluation process described in the solicitation. The fairness monitor is under obligations pursuant to its contract with Canada to maintain the confidentiality of all information received as a result of its participation in this procurement process.

1.7 epost Connect

This ITQ allows Respondents to use the epost Connect service provided by Canada Post Corporation to transmit their response electronically. Respondents should refer to Part 2 entitled Instructions for Respondents, and Part 3 entitled Preparing and Submitting a Response, of this ITQ, for further information.

2. Instructions for Respondents

2.1 Standard Instructions, Clauses and Conditions

The 2003 (2018-05-22) Standard Instructions – Goods or Services – Competitive Requirements, are incorporated by reference into and form part of the ITQ as though they were expressly set out here in full. If there is a conflict between the provisions of the 2003 Standard Instructions and this document, this document prevails. The 2003 Standard Instructions can be found at: <https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual/1/2003/23>

- a) The "Invitation to Qualify" is a solicitation of interest, not a request for bids or tenders. There is no bid validity period, since an Invitation to Qualify invites Respondents simply to qualify. Canada will assume that all Respondents wish to qualify unless they withdraw in writing. If a Respondent is more than one entity, withdrawal of any entity will result in withdrawing the response.
- b) Section 01 (2016-04-04) Integrity provisions—bid in the 2003 Standard Instructions is deleted.
- c) Section 04 (2007-11-30) Definition of Bidder in the 2003 Standard Instructions is deleted.
- d) Terminology for Invitation to Qualify:
 - i) the word "bidder(s)" in the 2003 Standard Instructions is replaced with the word "Respondent(s)";
 - ii) the word "bid(s)" in the 2003 Standard Instructions is replaced with the word "response(s)";
 - iii) The phrase "solicitation closing" in the 2003 Standard Instructions is replaced with the phrase "ITQ closing"; and
 - iv) The phrase "bid solicitation" in the 2003 Standard Instructions is replaced with the phrase "Invitation to Qualify".
- e) Section 08, entitled Transmission by facsimile or by epost Connect, is amended as follows: subsection 2. is deleted entirely and replaced with the following:

2. epost Connect

- a. Unless specified otherwise in the ITQ, responses may be submitted by using the [epost Connect service](#) provided by Canada Post Corporation. The only acceptable email address to use with epost Connect is:

tpsgc.dgareceptiondessoumissions-abbidreceiving.pwgsc@tpsgc-pwgsc.gc.ca

- b. To submit a response using epost Connect service, the Respondent must either:
 - i. send directly its response only to the specified PWGSC Bid Receiving Unit, using its own licensing agreement for epost Connect provided by Canada Post Corporation; or
 - ii. send as early as possible, and in any case, at least six business days prior to the ITQ closing date and time, (in order to ensure a response), an email that includes the ITQ ("bid solicitation") number to the specified PWGSC Bid Receiving Unit requesting to

open an epost Connect conversation. Requests to open an epost Connect conversation received after that time may not be answered.

- c. If the Respondent sends an email requesting epost Connect service to the specified Bid Receiving Unit in the ITQ, an officer of the Bid Receiving Unit will then initiate an epost Connect conversation. The epost Connect conversation will create an email notification from Canada Post Corporation prompting the Respondent to access and action the message within the conversation. The Respondent will then be able to transmit its response afterward at any time prior to the ITQ closing date and time.
- d. If the Respondent is using its own licensing agreement to send its response, the Respondent must keep the epost Connect conversation open until at least 30 business days after the ITQ closing date and time.
- e. The ITQ (“bid solicitation”) number should be identified in the epost Connect message field of all electronic transfers.
- f. It should be noted that the use of epost Connect service requires a Canadian mailing address. Should a Respondent not have a Canadian mailing address, they may use the Bid Receiving Unit address specified in the ITQ in order to register for the epost Connect service.
- g. For responses transmitted by epost Connect service, Canada will not be responsible for any failure attributable to the transmission or receipt of the response including, but not limited to, the following:
 - i. receipt of a garbled, corrupted or incomplete response;
 - ii. availability or condition of the epost Connect service;
 - iii. incompatibility between the sending and receiving equipment;
 - iv. delay in transmission or receipt of the response;
 - v. failure of the Respondent to properly identify the response;
 - vi. illegibility of the response;
 - vii. security of response data; or,
 - viii. inability to create an electronic conversation through the epost Connect service.
- h. The Bid Receiving Unit will send an acknowledgement of the receipt of response document(s) via the epost Connect conversation, regardless of whether the conversation was initiated by the Respondent using its own license or the Bid Receiving Unit. This acknowledgement will confirm only the receipt of response document(s) and will not confirm if the attachments may be opened nor if the content is readable.
- i. Respondents must ensure that they are using the correct email address for the Bid Receiving Unit when initiating a conversation in epost Connect or communicating with the Bid Receiving Unit and should not rely on the accuracy of copying and pasting the email address into the epost Connect system.
- j. A response transmitted by epost Connect service constitutes the formal response of the Respondent and must be submitted in accordance with section 05.

- f) Section 21 (2016-04-04) Code of Conduct for Procurement—bid in the 2003 Standard Instructions is deleted and replaced with the following:

“21 Code of Conduct for Procurement

The procurement process is subject to the Code of Conduct for Procurement (<http://www.tpsgc-pwgsc.gc.ca/app-acq/cndt-cndct/contexte-context-eng.html>).”

2.2 Submission of Responses

- a) Subject to the exception in d) below, responses must be submitted only to Public Works and Government Services Canada (PWGSC) Bid Receiving Unit by the date, time and place indicated in the ITQ.
- b) For Respondents choosing to submit using epost Connect, the email address is:
tpsgc.dgareceptiondessomissions-abbidreceiving.pwgsc@tpsgc-pwgsc.gc.ca
- c) Responses will not be accepted if emailed directly to this email address. This email address is to be used to open an epost Connect conversation, as detailed in Standard Instructions 2003, or to send responses through an epost Connect message if the Respondent is using its own licensing agreement for epost Connect.
- d) If the entire or a portion of a response must comply with the government of the Manufacturer export control regulations, the entire or the affected portion of the response, as applicable, may be submitted by government-to-government means by the date and time indicated in the ITQ.

2.3 Qualified Supplier Entities

- a) An entity can be among the entities of only one Qualified Supplier.
- b) It is not required for a potential subcontractor to be listed among a Qualified Supplier's entities in order to perform work if this procurement process results in any contract or agreement.
- c) A Qualified Supplier must, at all times, include the entity or entities that are included in the response to this ITQ. For more, see the Article titled "Withdrawals and Additions of the Entities that Form the Qualified Supplier".
- d) A Qualified Supplier that has more than one entity will not be allowed to split to create multiple Qualified Suppliers.
- e) Only Qualified Suppliers will be entitled to submit a bid to an RFP (if any) arising from this ITQ. Qualified Supplier can only submit one bid. However, the various parts of the Bid may be submitted by any entity of the Qualified Supplier. This, including the potential number of resulting contracts, is expected to be discussed during the RRR Phase.

2.4 Questions, Comments and Communications

- a) **Single Point of Contact:** To ensure the integrity of the competitive procurement process, questions and other communications regarding this ITQ must be directed only to the Contracting Authority identified in the ITQ. Failure to comply with this requirement may result in the response being disqualified from further consideration.
- b) **Deadline for Asking Questions:** All questions and comments regarding the solicitation must be submitted by email to the Contracting Authority no later than 5 calendar days before the ITQ closing date. Questions received after that time may not be answered.
- c) **Content of Questions:** Respondents should reference as accurately as possible the numbered item of the ITQ to which the question relates. Respondents should explain each question in sufficient detail in order to allow Canada to provide an accurate answer. Any questions that a respondent believes include proprietary information must be clearly marked "proprietary" at each relevant item. Items identified as proprietary will be treated as such unless Canada determines that the question is not of a proprietary nature. Canada may edit

the questions or may request that the respondent do so, so that the proprietary nature of the question is eliminated, and the edited question and answer can be provided to all respondents. Questions not submitted in a form that can be provided to all respondents may not be answered by Canada.

- d) **Publication of Answers:** To ensure the consistency and quality of information provided to suppliers, significant questions and the answers will be posted on the GETS as an amendment to the ITQ.

2.5 Rights of Canada

In addition to any other rights described in this ITQ, including those incorporated by reference, Canada reserves the right, at its sole discretion, to:

- a) reject and not consider further a response if, in Canada's opinion, any component of the response presents potential, perceived or real issues or matters that may be injurious to the national security of Canada;
- b) remove at any time, any Qualified Supplier, if it presents potential, perceived or real issues or matters that may be injurious to the national security of Canada; and
- c) at any time during Phase 2 – RRR, re-open Phase 1 – ITQ.

2.6 Security Requirements

- a) A Respondent is not required to have security clearance in order to become a Qualified Supplier. However, at the ITQ publication date:
 - i) The government of the Manufacturer must have an international bilateral security instrument with Canada. For more on international bilateral security requirements and instruments, see <https://www.tpsgc-pwgsc.gc.ca/esc-src/international-eng.html>. For details on the PSPC Contract Security Program (CSP), see <https://www.tpsgc-pwgsc.gc.ca/esc-src/index-eng.html>; and
 - ii) Foreign Respondents (or each foreign entity of a Respondent, if the Respondent is more than one entity) must be from countries that have international bilateral security instruments with Canada. All Respondents (or each non-governmental entity of a Respondent, if the Respondent is more than one entity) must be registered with their domestic industrial security program.
- b) As the RPAS Project advances through different procurement phases, security requirements may evolve. However, Canada currently expects the following:
 - i) There will be security requirements associated with the RRR Phase. As security screening can be a lengthy process, Respondents should ensure that their representatives participating in one-on-one sessions EACH hold a valid security clearance at the SECRET level, granted or approved by the PWGSC Contract Security Program. To learn how to obtain security screening for your organization, please copy and paste the following link in a browser: <https://www.tpsgc-pwgsc.gc.ca/esc-src/organisation-organization/enquete-screening-eng.html>.
 - ii) There will be security requirements in the RFP. These security requirements will be discussed with the Qualified Suppliers during the RRR Phase.

2.7 Defence Arrangement Requirement

If the Respondent or an entity of the Respondent is the government of the Manufacturer, that government must have a current defence material cooperation arrangement with the Government of Canada, at the ITQ publication date, that covers one of the following areas: defence research and development, testing and evaluation, production or security of information.

3. Preparing and Submitting a Response

3.1 Language for Future Communications

Each Respondent is requested to identify, in Form 1 - Response Submission Form, which of Canada's two official languages the Respondent chooses to use for future communications with Canada regarding this ITQ and any subsequent phases of the procurement process.

3.2 Content of Response

A complete response to this ITQ consists of all of the following:

- a) **Form 1 – Response Submission Form (Requested at ITQ Closing):** Respondents are requested to include a completed Response Submission Form with their responses. If a Respondent includes more than one entity, it is requested that all legal entities sign this form.
- b) **Form 2 – Manufacturer Form (Requested at ITQ Closing):** Respondents are requested to include a completed Manufacturer Form with their responses unless the Respondent includes the Manufacturer.
- c) **Specific responses to RPAS Platform Qualification Requirements at Annex A (Requested at ITQ Closing):** Respondents are requested to include all the information required by Annex A.
- d) **Form 3 – Questionnaire for Government Reference (Requested at ITQ Closing):** Respondents who choose to provide a government of the Manufacturer reference in response to Annex A are requested to include a completed Questionnaire for Government Reference with their responses.
- e) **Certifications:** Certifications relate to the Articles titled "Security Requirements" and "Defence Arrangement Requirement". By submitting a Response, the Respondent automatically certifies the following as required:

1.	The Government of the Manufacturer has an International Bilateral Security Instrument with Canada at the ITQ publication date	Required
2.	Foreign Respondent (or each foreign entity of the Respondent, if the Respondent is more than one entity) is from a country that has an International Bilateral Security Instrument with Canada at the ITQ publication date	Required if the Respondent or one of its entities, as identified in the response, is a foreign entity
3.	Respondent (or each non-governmental entity of the Respondent, if the Respondent is more than one entity) is registered with its domestic industrial security program at the ITQ publication date	Required from all non-governmental entities of the Respondent
4.	The Government of the Manufacturer has a current defence material cooperation arrangement with the Government of Canada, at the ITQ publication date, that covers one of the following areas: defence research and development, testing and evaluation, production or security of information	Required if the Respondent includes the government of the Manufacturer

Note 1: The Forms 1, 2 and 3 referred to above provide a common format in which Respondents can provide information required for evaluation. Using the forms to provide this information is not mandatory, but it is recommended.

Note 2: The Respondents need to identify RPAS that meet all the requirements of this ITQ for qualification purposes only. At the RFP Phase a Qualified Supplier may propose an RPAS that differs from the RPAS used in response to the ITQ; however, the proposed RPAS, or one of its variants, would still need to meet the RPAS platform qualification requirements of this ITQ at that time. The proposed RPAS must meet all the mandatory requirements of the RFP.

Note 3: If Canada determines that the information required in Form 1, Form 2, Form 3 and Annex A is missing or incomplete, Canada will provide the Respondent with an opportunity to provide the additional information during the evaluation period.

3.3 Response Preparation Instructions

- a) If the Respondent chooses to submit its response electronically, Canada requests that the Respondent submits its response in accordance with section 08 of the 2003 Standard Instructions as amended in this ITQ. Respondents who submit their responses using the epost Connect must provide their response in a single transmission. The epost Connect service has the capacity to receive multiple documents, up to 1GB per individual attachment.
- b) All Respondents are requested to submit their responses electronically. However, Canada will accept a physical response, in which case the following applies:
 - i) A soft copy on CD-ROM or DVD;
 - ii) A hard copy (i.e., printed on paper); or
 - iii) A combination of soft and hard copies.
- c) If there is a discrepancy between the wording of the soft copy on electronic media and the hard copy, the wording of the hard copy will have priority over the wording of the soft copy.
- d) If the Respondent is simultaneously providing copies of the response using multiple acceptable delivery methods, and if there is a discrepancy between the wording of any of these copies and the electronic copy provided through epost Connect service, the wording of the electronic copy provided through epost Connect service will have priority over the wording of the other copies.
- e) The Bid Receiving Unit address for the physical copy submission is found on cover page of the ITQ.

4. Process for Evaluating Responses

4.1 Evaluation of Respondent Qualifications

Canada will evaluate whether each response satisfies all the mandatory requirements described in this ITQ (including information that this ITQ indicates is required, but the ITQ specifically states that it may be submitted upon request after the closing date). A response must comply with all the mandatory requirements and requirements of the ITQ in order for the Respondent to be declared qualified.

4.2 Conduct of the Evaluation

- a) **Assessment of Responses:**
 - i) Responses will be assessed in accordance with all the requirements described in this ITQ, including the mandatory qualification requirements in Annex A.
 - ii) Each response will be reviewed to determine whether it meets the mandatory requirements of this ITQ. Any element of this ITQ identified with the words “**must**” or “**mandatory**” or “**required**” is a mandatory requirement. Responses that do not comply with each and every mandatory requirement will be declared non-compliant and be disqualified. Once a response has been disqualified, Canada will have no obligation to evaluate the response further.
- b) **Evaluation Team:** An evaluation team composed of representatives of Canada will evaluate the responses. Canada may hire any independent consultant, or use any Government of Canada resources, to evaluate any response. Not all members of the evaluation team will necessarily participate in all aspects of the evaluation.
- c) **Discretionary Rights during Evaluation:** In addition to any other rights described in this ITQ, in conducting its evaluation of the responses, Canada may, but will have no obligation to, do the following:
 - i) request additional information substantiating the compliance of the response with any mandatory requirement; and
 - ii) request an alternate government reference(s) to be provided, if Canada decides to verify the response to a qualification requirement through the government reference (identified in a completed Form 2 – Questionnaire for Government Reference) and the government reference cannot be reached.
- d) **Requests for Clarifications:** If Canada seeks clarification or verification or additional information from a Respondent about the response, the Respondent will have 5 working days (or a longer period if specified in writing by the Contracting Authority) to provide the necessary information to Canada. Depending on the nature of the request, failure to meet this deadline may result in the response being disqualified.
- e) **Extension of Time to Respond:** If additional time is requested by a Respondent, the Contracting Authority may grant an extension in his or her sole discretion.

4.3 Basis of Qualification

- a) Each Respondent whose response meets all the requirements of this ITQ will become a Qualified Supplier for the next stage of the procurement process.

- b) Canada reserves the right to re-evaluate the qualification of any Qualified Supplier at any time during the procurement process. For example, if new information comes to the attention of Canada that calls into question any of the Qualified Supplier's qualifications under this ITQ, Canada may re-evaluate that Qualified Supplier. If Canada re-evaluates the qualification of any Qualified Supplier, Canada may request further information and, if the Qualified Supplier fails to provide it within 5 working days (or a longer period provided by the Contracting Authority), Canada may disqualify the Qualified Supplier.
- c) All Respondents will be notified in writing regarding whether or not they have qualified. In addition, the list of Qualified Suppliers, including the entities forming them, will be published on the GETS.
- d) Canada may, at any time during Phase 2 – RRR, re-open Phase 1 – ITQ by publishing an ITQ on the GETS at the same time as the RRR Phase activities are conducted with existing Qualified Suppliers. If other qualification round(s) results in additional Qualified Suppliers, Canada will share the RRR Phase documents with them and they may join the engagement activities, assuming Canada has planned more activities at the time.

4.4 Withdrawals and Additions of the Entities that Form the Qualified Supplier following the ITQ Phase

- a) Withdrawal of a Respondent (or withdrawal of any entity of that Respondent, if the Respondent is more than one entity) will result in the disqualification of the Qualified Supplier and its removal from the list of Qualified Suppliers.
- b) Following the ITQ Phase, one or more entities can be added to a Qualified Supplier, by written notice from the Respondent to the Contracting Authority and at Canada's discretion. These added entities may withdraw, or be removed by the Respondent, by written notice to the Contracting Authority and at Canada's discretion. In addition:
 - i) An entity must meet the security requirements of the applicable procurement phase before it can be added to a Qualified Supplier;
 - ii) The government of the Manufacturer must have a current defence material cooperation arrangement with the Government of Canada that covers one of the following areas: defence research and development, testing and evaluation, production or security of information, before it can be added to a Qualified Supplier; and
 - iii) The cut-off date for addition, withdrawal or removal of entities will be discussed with Qualified Suppliers during the RRR Phase and will be defined in the future documentation as required.
- c) Any addition or removal of the entities within Qualified Suppliers will be published on GETS.

ANNEX A – RPAS PLATFORM QUALIFICATION REQUIREMENTS

Qualification Requirement No. 1: Endurance of the RPAS

The Respondent must propose an existing MALE¹ RPAS that, at the ITQ publication date, has the endurance to fly a minimum of 28 hours in zero wind conditions in an Intelligence, Surveillance and Reconnaissance (ISR²) configuration and no munitions under the wings.

Respondent are to submit the following required Information to Demonstrate Compliance with the above qualification requirement no. 1:

- a) Flight test results that clearly demonstrate the RPAS meets the minimum endurance requirement; or
- b) A government of the Manufacturer reference that confirms the endurance performance of the RPAS based on the government's own operational experience. It is requested that the reference be provided by completing Form 2 – Questionnaire for Government Reference

Qualification Requirement No. 2: Munitions Carrying and Delivery Capability of the RPAS

The Respondent must propose an existing MALE RPAS that, at the ITQ publication date, has carried and employed a minimum of two precision-guided munitions³ on the same flight

Respondents are to submit the following required Information to Demonstrate Compliance with the qualification requirement no. 2:

- a) Flight test results that clearly demonstrate the RPAS has carried and employed a minimum of two precision-guided munitions on the same flight; or
- b) A government of the Manufacturer reference that confirms the RPAS has carried and employed a minimum of two precision-guided munitions on the same flight based on the government's own operational experience. The reference is requested to be the same contact provided in response to mandatory requirement no. 1, if applicable. It is requested that the reference be provided by completing Form 2 – Questionnaire for Government Reference

¹ For the purpose of this procurement, a MALE is a remotely piloted aircraft over 600 kilograms capable of flying above 18,000 feet and operating beyond line of sight.

² ISR configuration includes, as a minimum, a turret with imaging and targeting capabilities.

³ A precision-guided munition means a weapon that uses a position feedback loop to direct itself to the target.

FORM 1 – RESPONSE SUBMISSION FORM

Invitation to Qualify No. W847A-190247/B Response Submission Form	
Respondent's Team Name:	
Respondent's Full Legal Name: <i>(required)</i> <i>(if Respondent is more than one entity identify the Lead that will be the Respondent's main point of contact with Canada for communication purposes such as clarifications and sending any RFP; and provide the full legal name for each non-governmental entity of the Respondent¹)</i>	
Authorized Representative of Respondent for all Communications: <i>(required)</i> <i>(if Respondent is more than one entity, provide the contact information for authorized representative of each entity but Canada will primarily communicate with authorized representative of the Lead)</i>	Name:
	Title:
	Address:
	Telephone #:
	Email:
Name of Manufacturer <i>(legal name)</i> : <i>(required)</i>	
Name of the Manufacturer's Remotely Piloted Aircraft System: <i>(required)</i>	
Name of Government of the Manufacturer: <i>(required)</i> <i>(if included as an entity of the Respondent, the Government is requested to complete the Government Section of this Form)</i>	
Requested Language for future communications regarding this procurement process: <i>(please indicate either French or English)</i>	
<p>On behalf of the Respondent, by signing below, I confirm that I have read the entire ITQ and I certify and agree that:</p> <ol style="list-style-type: none"> 1. The Respondent considers itself and its products able to meet all the mandatory requirements described in the ITQ; 2. The Respondent agrees to be bound by all the terms and conditions of this ITQ; and 3. All the information provided in the response is complete, true and accurate. <i>(required)</i>	
Date: <i>(required)</i>	
Signature of Authorized Representative of Respondent: <i>(required)</i>	

¹ Additional entities may provide their information on a separate copy of this form

(Government Section: Complete only if the government of the Manufacturer is included as an entity of the Respondent)

Invitation to Qualify No. W847A-190247/B Response Submission Form	
Government Section	
By submitting this Government Section of the Response Submission Form, the Government identified below requests to become an entity listed within the Respondent for the Remotely Piloted Aircraft System (RPAS) Project procurement. <i>(required)</i>	
Authorized Signatory of the Government of the Manufacturer: <i>(required)</i>	Name:
	Agency/Department:
	Title:
	Address:
	Telephone #:
	Email:
Date: <i>(required)</i>	
Signature: <i>(required)</i>	

FORM 2 – MANUFACTURER FORM

(Complete unless the Respondent includes the Manufacturer)

Invitation to Qualify No. W847A-190247/B Manufacturer Form		
Name of Manufacturer (<i>Legal name</i>): (<i>required</i>)		
Name of the Manufacturer's Remotely Piloted Aircraft: (<i>required</i>)		
Name of Government of the Manufacturer: (<i>required</i>)		
Name of the legal entity authorized by the Manufacturer to use the Manufacturer's RPAS in the response to this Invitation to Qualify: (<i>required</i>)		
By signing and submitting this Manufacturer Form, the authorized signatory of the Manufacturer confirms that the legal entity named above is authorized to propose the Manufacturer's RPAS in response to this Invitation to Qualify. (<i>required</i>)	Authorized Signatory	
	Name:	
	Title:	
	Address:	
	Telephone #:	
	Email:	
	Date:	
Signature:		

FORM 3 – QUESTIONNAIRE FOR GOVERNMENT REFERENCE

Note to Respondents: This form is provided for information for Respondents who choose to provide flight test results to demonstrate compliance with Annex A RPAS Platform Qualification Requirements. Canada reserves the right to use this questionnaire to verify compliance with mandatory requirements in Annex A of the Invitation to Qualify.

Note to Respondents who Choose to Provide a Government of the Manufacturer Reference in Response to Annex A (RPAS PLATFORM Qualification Requirements No. 1 and 2): It is requested that this form be completed and included in the response.

Respondent's Information <i>(required)</i>	
Respondent	
Manufacturer <i>(if different from Respondent)</i>	
Name of the Manufacturer's Remotely Piloted Aircraft	

Government Reference Information and Signature <i>(required)</i>	
Name:	
Title:	
Organization:	
Address:	
Telephone #:	
Email:	
Date:	
Signature:	

Note to Government Reference: A response by the reference indicating that the reference is unwilling or unable to provide any information, will be treated as a "No" response.

The Manufacturer's RPAS means the Medium Altitude Long Endurance (MALE¹) Remotely Piloted Aircraft identified in the Respondent's Information section of this form.

¹ For the purpose of this procurement, a MALE is a remotely piloted aircraft over 600 kilograms capable of flying above 18,000 feet and operating beyond line of sight.

Question 1

Based on your Government's own operational experience as an operator of the Manufacturer's MALE Remotely Piloted Aircraft System (RPAS), does the Manufacturer's RPAS have endurance to fly a minimum of 28 hours in zero wind conditions in an Intelligence, Surveillance and Reconnaissance (ISR¹) configuration and no munitions under the wings?

- Yes, while in service with our Government, the Manufacturer's MALE RPAS has demonstrated that it has endurance to fly a minimum of 28 hours in zero wind conditions in an Intelligence, Surveillance and Reconnaissance (ISR) configuration and no munitions under the wings.
- No, while in service with our Government, the Manufacturer's MALE RPAS has not demonstrated that it has endurance to fly a minimum of 28 hours in zero wind conditions in an Intelligence, Surveillance and Reconnaissance (ISR) configuration and no munitions under the wings.
- I am unwilling or unable to provide any information in response to this question (see the Note to Government Reference box).

Question 2

Based on your Government's own operational experience as an operator of the Manufacturer's MALE Remotely Piloted Aircraft System, has the Manufacturer's RPAS ever carried and employed a minimum of two precision-guided munitions² on the same flight?

- Yes, while in service with our Government, the Manufacturer's MALE RPAS has carried and employed a minimum of two precision-guided munitions on the same flight.
- No, while in service with our Government, the Manufacturer's MALE RPAS has not carried and employed a minimum of two precision-guided munitions on the same flight.
- I am unwilling or unable to provide any information in response to this question (see the Note to Government Reference box).

¹ ISR configuration includes, as a minimum, a turret with imaging and targeting capabilities.

² A precision-guided munition means a weapon that uses a position feedback loop to direct itself to the target.