



INDUSTRY DAY

NATIONAL SHIPBUILDING STRATEGY

OTTAWA - MAY 29TH 2018





❖ Presentation Introduction

❖ Event Contacts & Housekeeping

13:00 - 13:15 Registration

13:15 – 13:30 Introduction and Seaspan Overview

13:30 – 14:15 Program Overview

- Offshore Fisheries Science Vessels (“OFSV”)

- Offshore Oceanographic Science Vessel (“OOSV”)

- Joint Support Ship (“JSS”)

14:15 – 14:30 Break

14:30 – 14:45 Model Contract Pack (“MCP”) Overview

14:45 – 15:00 Becoming a Supplier to Seaspan

15:00 – 15:10 Industrial Regional Benefits (“IRB”)

15:10 – 15:30 Q&A / Meet & Greet

EVENT CONTACTS

Attendee	Position
Brian Carter	President & CEO - Seaspan Shipyards
Erika Schade	Communications Advisor, Public Affairs
Francois Potgieter	Manager - Subcontracts, New Construction
Ian Brennan	Vice President – SCM & Contracts
Jamie McKinnon	Manager - Procurement, New Construction
Joe O'Rourke	VP & General Manager - Victoria Shipyard
Judy Blundon	Deputy Program Manager, JSS
Karen Clarke	Manager - Supply Chain, Victoria Shipyard
Randy Little	Program Director, Surface Fleet - Victoria Shipyard
Susan Jin	Manager - Industrial Regional Benefits
Stan Jacobson	Assistant Vice President – Government Relations
Tim Page	Vice President - Government Relations
Tony Winter	Director - Submarines, Victoria Shipyard

CANSEC BOOTH LOCATION





INTRODUCTION & SEASpan OVERVIEW

Jamie McKinnon

Manager – Procurement, New Construction

jmckinnon@seaspan.com



WHO WE ARE

- A privately-owned Canadian integrated marine company, with roots on the West Coast that trace back to 1886
- Nearly 3,000 employees passionately delivering the best marine solutions from the West Coast – safely, efficiently and with care for our customers and communities
- Contributing to a rebirth of Canada's shipbuilding, ship repair and marine industrial sector
- Actively engaged within our communities
- Fostering strong and sustainable relationships with aboriginal communities
- Contributing to the long-term conservation of Canada's marine habitat and the environment
- We are proud to have won the opportunity to build vessels for the Canadian Coast Guard and the Royal Canadian Navy under NSS



A FULL-SERVICE MARINE PROVIDER

Seaspan Transportation

CEO: Frank Butzelaar

Coastal tug & barges, ship docking, marine fuel bunkering, drop trailer ferries



Seaspan
Marine



Marine
Petrobulk



Seaspan
Ferries

Seaspan Shipyards

President & CEO: Brian Carter

Ship Repair, Overhaul, Maintenance: Public ferries, cruise ships, military, Coast Guard, commercial

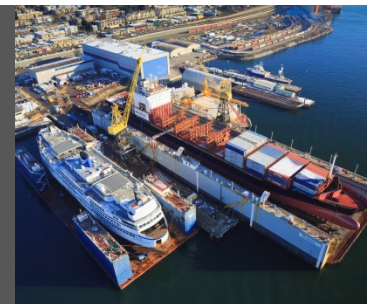
Shipbuilding: Commercial, BC Ferries, military, Coast Guard



Vancouver
Shipyards



Victoria
Shipyards



Vancouver
Drydock

VICTORIA SHIPYARDS (VSL)





VICTORIA SHIPYARDS (VSL)

Building on Success

Built and delivered 29
Motor Life Boats to CCG



Designed and built 8 Orca
Class vessels for the RCN

Ongoing RCN Work

Victoria In-Service
Support Contract (VISSC)



Halifax Class Frigate Life
Extension (HCM) Program

Current Work

New Zealand Frigate
System Upgrade (FSU)



“Te Kaha” and “Te Mana”



VANCOUVER DRYDOCK (VDC)



VANCOUVER SHIPYARDS (VSY)



PROUDLY BUILDING SHIPS FOR CANADA'S COAST GUARD AND NAVY



OFSV 3

OFFSHORE
FISHERIES SCIENCE
VESSELS
Length: 63.4 m
Displaces: 3,212 MT

OOSV 1

OFFSHORE
OCEANOGRAPHIC
SCIENCE VESSEL
Length: 85.9 m
Displaces: 4,490 MT

JSS 2

JOINT SUPPORT SHIPS
Length: 173.7 m
Displaces: 20,720 MT

POLAR 1

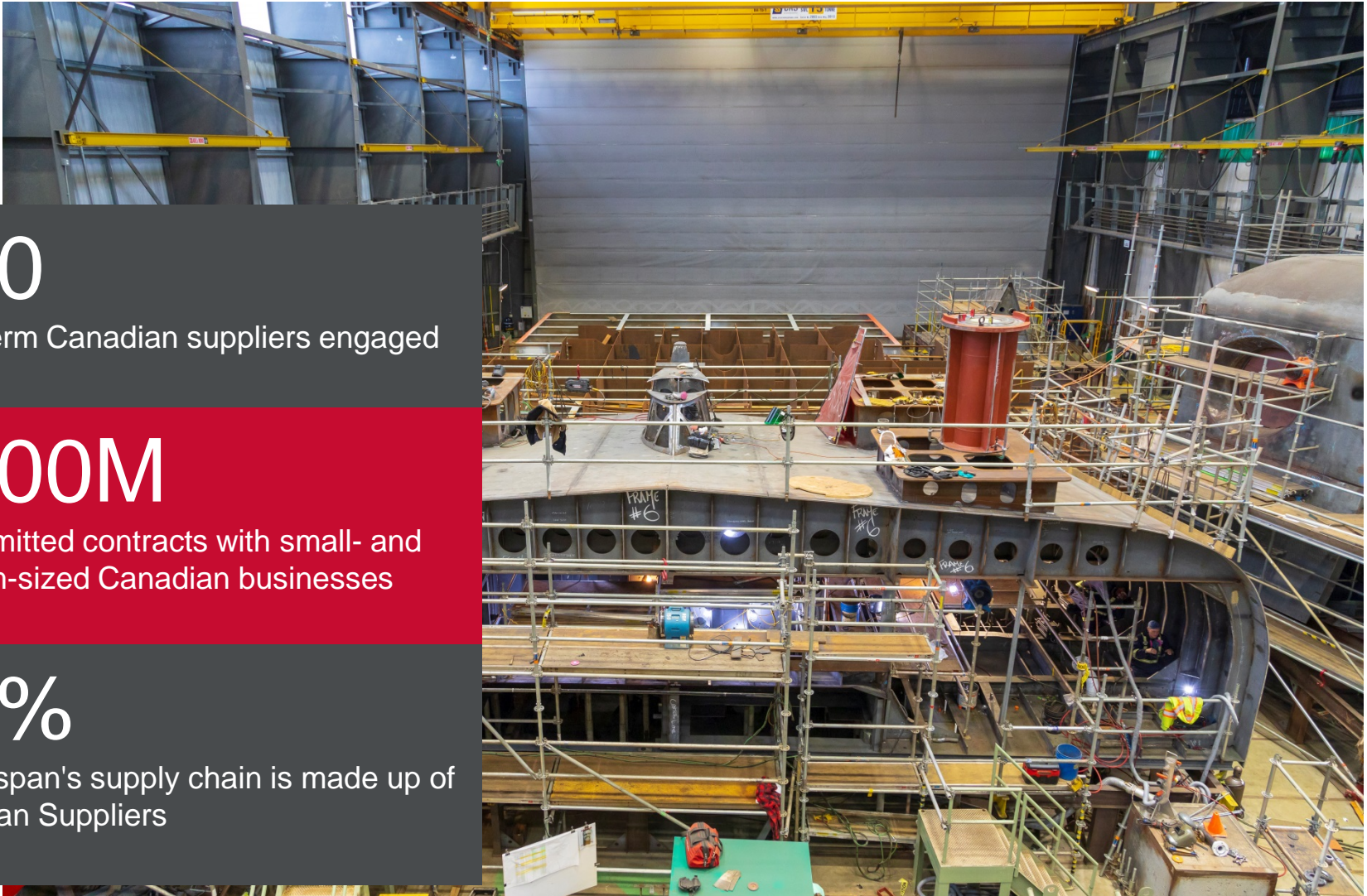
POLAR CLASS
ICEBREAKER
Length: 150.1 m
Displaces: 23,700 MT

OPV / MEMTV

OFFSHORE PATROL VESSELS &
MEDIUM ENDURANCE MULTI
TASKED VESSELS

UP TO **10** VESSELS

IMPACTS OF SEASPAN'S NSS-RELATED COMMITMENTS



500

Long-term Canadian suppliers engaged

\$600M

In committed contracts with small- and medium-sized Canadian businesses

90%

Of Seaspan's supply chain is made up of Canadian Suppliers



PROGRAM OVERVIEW

OFFSHORE FISHERIES SCIENCE VESSEL (OFSV)

Jamie McKinnon

Manager – Procurement, New Construction

jmckinnon@seaspan.com



WHY OFSV?

To Replace:



CCGS WE Ricker
(1978 - 2013)



CCGS Alfred Needler
(1982 - 2014)



CCGS Teleost
(1988 - 2014)

Primary Role = Fisheries Science

Secondary Roles = Mission Readiness, Maritime Security, Aids to Navigation, Environmental Response, and Search & Rescue

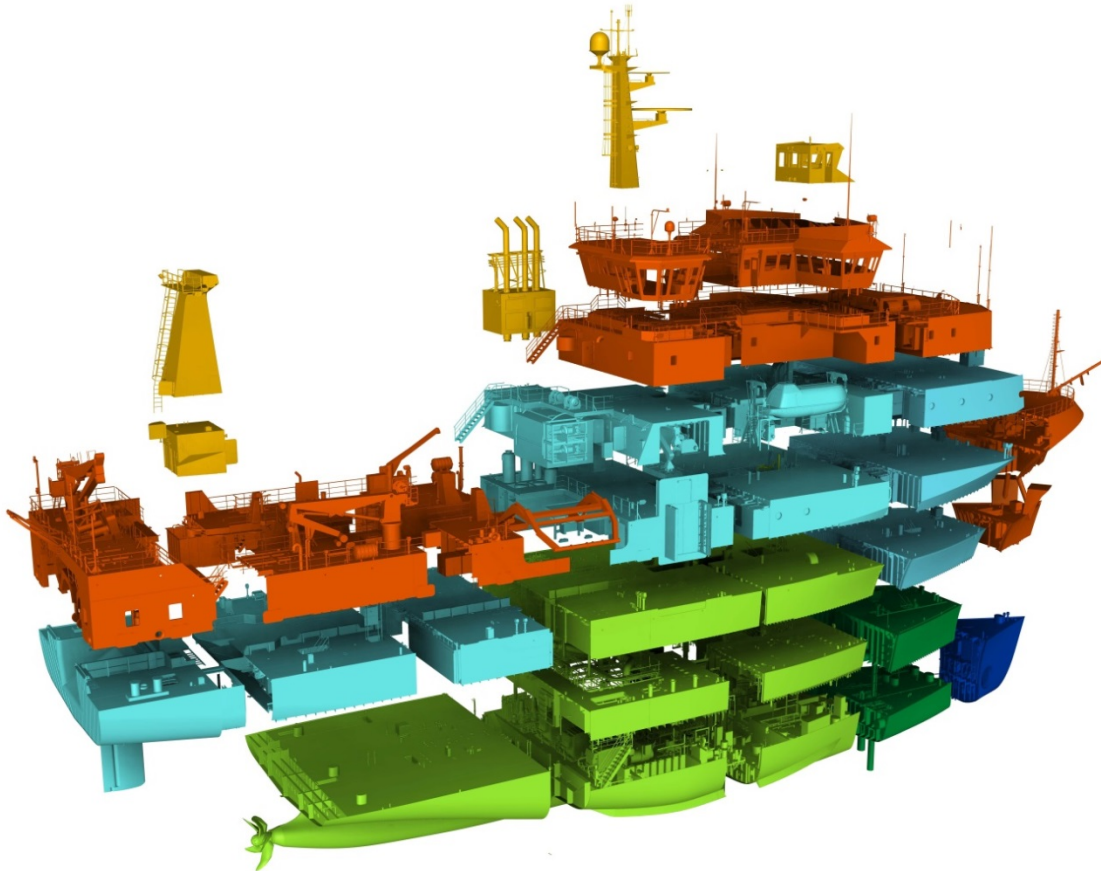
SHIP SPECIFICATIONS

Length:	63 m
Breadth:	16 m
Draft:	6 m
Tonnage	3,247
Speed:	12 knots
Crew:	> 21
Range:	6,400 nm
Endurance:	31 Days
Design Life:	30 Years













OFSV 1: SIR JOHN FRANKLIN BREAKOUT



KEY STAKEHOLDERS

Canada: (CCG, PSPC, ISEDC)

Tier 1 Sub-Contractors

Vard Marine	Platform Design Services Provider	 a Fincantieri company
Thales Canada	Electronic Systems Integrator (Design & Supply)	
Computer Science Canada	Integrated Logistics Support	
Lloyds Register	Classification Society	
Bronswerk Marine	HVAC (Design, Supply & Install)	
Joiner Systems	Joinery (Design, Supply & Install)	
L3 Communications MAPPs	Propulsion Integrator	
Techsol Marine	SCMS	

DIRECT-BUY PROCUREMENT STATUS

- Long Lead Items for the OFSV Program have been procured.

Examples of Long Lead Item Equipment

Anchor Handling Equipment	Distribution Panels / Motor Control
Bow Thruster / Propulsion Systems	Electrical Switchboards
Boat & Handling Equipment	Fire Extinguishing (FM200) System
Closure Systems (Incl. Shiplide Door)	Refrigeration Equipment (Incl. Science Freezers)
Diesel Generators	Trawl Deck Machinery Equipment

- The following “Field Run” components are still required, and will need to be purchased during the remaining Build phase of the Program.

Examples of Field Run Materials

Tie Downs / Guide Rails / Powder coated Steel Comp.	Steel Flanges/Elbows, ¾” – 2”, SCH 40
Instrumentation & Gauges	Steel Pipe, Grade B, SMLS, 2” – 6”, SCH 40/80
Fire Detection Conduit Boxes	Quick Closing Valves



CONSTRUCTION PROGRESS – OFSV 1



2017 OFSV Launch



OFSV Departing Vancouver



CONSTRUCTION PROGRESS – OFSV 2





CONSTRUCTION PROGRESS – OFSV 3





PROGRAM OVERVIEW

OFFSHORE OCEANOGRAPHIC SCIENCE VESSEL (OOSV)

Jamie McKinnon

Manager – Procurement, New Construction

jmckinnon@seaspan.com



WHY OOSV?

To replace:

CCGS Hudson

Built – 1963

Length – 90.4m

Displacement – 3,740 tonnes

Range – 23,100 nm

Endurance – 105 days



Primary Role = Oceanographic Science

Secondary Roles = Mission Readiness, Environmental Response, SAR, Aids to Navigation & Maritime Security

SHIP SPECIFICATIONS

- LR 100A1 Oceanographic Research Vessel, IACS PC6 Ice Class
- Length 86 m
- Beam 16m
- Draught 6m
- Displacement 4,500 tonnes
- Diesel electric with Azimuthing Thrusters and single bow thruster
- Installed power 4,000 KW
- Speed 13 knots
- Range 12,000 nm @ 12 Knots
- Endurance of 84 days (resupply of perishables after 42 days)
- Accommodation for 56
- Fuel capacity 650 m3
- Fresh water 100 m3
- Water ballast 650 m3



OOSV UPDATE



➤ Build

- Negotiations underway with Canada
- Contract award and start of construction scheduled for 2019
- Under the Build contract there will be opportunity to supply non-LLI equipment, such as Commercial-off-the-Shelf (COTS) items.



➤ Long Lead Items

- RFP activities now underway – 23 RFP's issued to date (52% of the total procurement scope)

➤ Functional / Production Design

- System design complete during FD (incorporation of Vendor Furnished Information from down selected equipment vendors)
- Detailed design, 3D production model complete during PD



➤ Basic Design Development

- Progression of high level design and down selection of major single system integrators incl. Propulsion, HVAC, Science and Deck Machinery and Joinery.

➤ Basic Design Assessment

- Assessment of the contract design package provided by Canada is complete
- Output of the design assessment informs the focus of work during the follow-on phases

PROCUREMENT STRATEGY DESIGN / BUILD

- The **primary integrated project design team** is similar to OFSV, namely:
 - VARD Marine
 - Thales Canada
 - Genoa Design
 - Lloyd's Register

- **Single System Integrators (SSI)** will be engaged to either (a) design, supply & support installation, or (b) design, supply and install
 - **HVAC** – Bronswerk Marine Inc.
 - **Power Generation & Propulsion** – Vard Electro Canada Inc.
 - **Science & Deck Machinery** – Hawboldt Industries Ltd.
 - **Outfitting & Furniture** – Joiner Systems Inc.
 - **SCMS** – **RFP has been issued to pre-qualified proponents.**
 - **Aluminum Superstructure** – **RFP planned issue, 31st May 2018.**

- **Installation Subcontracts** will be issued during Production Design for various Project requirements such as Insulation, Pipe flushing, etc.

PROCUREMENT STRATEGY EQUIPMENT

- In order to achieve as much design efficiency as possible, and to provide Coast Guard a **level of standardization** between the Science vessels, where appropriate, VSY will integrate equipment common to the OFSV in the OOSV design
- **Single System Integrators** will be responsible for selection and procurement of equipment within their areas of design responsibility. The principle of best value to Canada will be applied to all procurements
- VSY will be responsible for selection and procurement of all other equipment and material. This will be carried out through our **standard competitive bidding process**.



Upcoming RFP Activity

Long Lead Items	Planned Issue
Anchor Handling, Mooring & Towing Equipment	22-May-18
Windows, Portlights & Skylights	24-May-18
Fuel Oil Purifiers	24-May-18
Lube Oil Purifiers	24-May-18
Lifeboat & Fast Rescue Craft	28-May-18
Hatches	28-May-18
Aluminum Extrusions	6-Jun-18
DC Rectifiers	15-Jun-18
Electrical Transformers	15-Jun-18
High Resistance Grounding Resistor ("HRGR")	22-Jun-18
Impressed Current Cathodic Protection ("ICCP")	25-Jun-18
Valves & Strainers	26-Jun-18
Watertight Doors	26-Jun-18
Black & Grey Water System ("BGWS")	29-Jun-18



PROGRAM OVERVIEW

JOINT SUPPORT SHIP (JSS)

Jamie McKinnon

Manager – Procurement, New Construction

jmckinnon@seaspan.com



VESSEL UPDATE: JOINT SUPPORT SHIPS (JSS)



- **WHY JSS?** To Replace: RCN Protecteur Class Replenishment Oilers



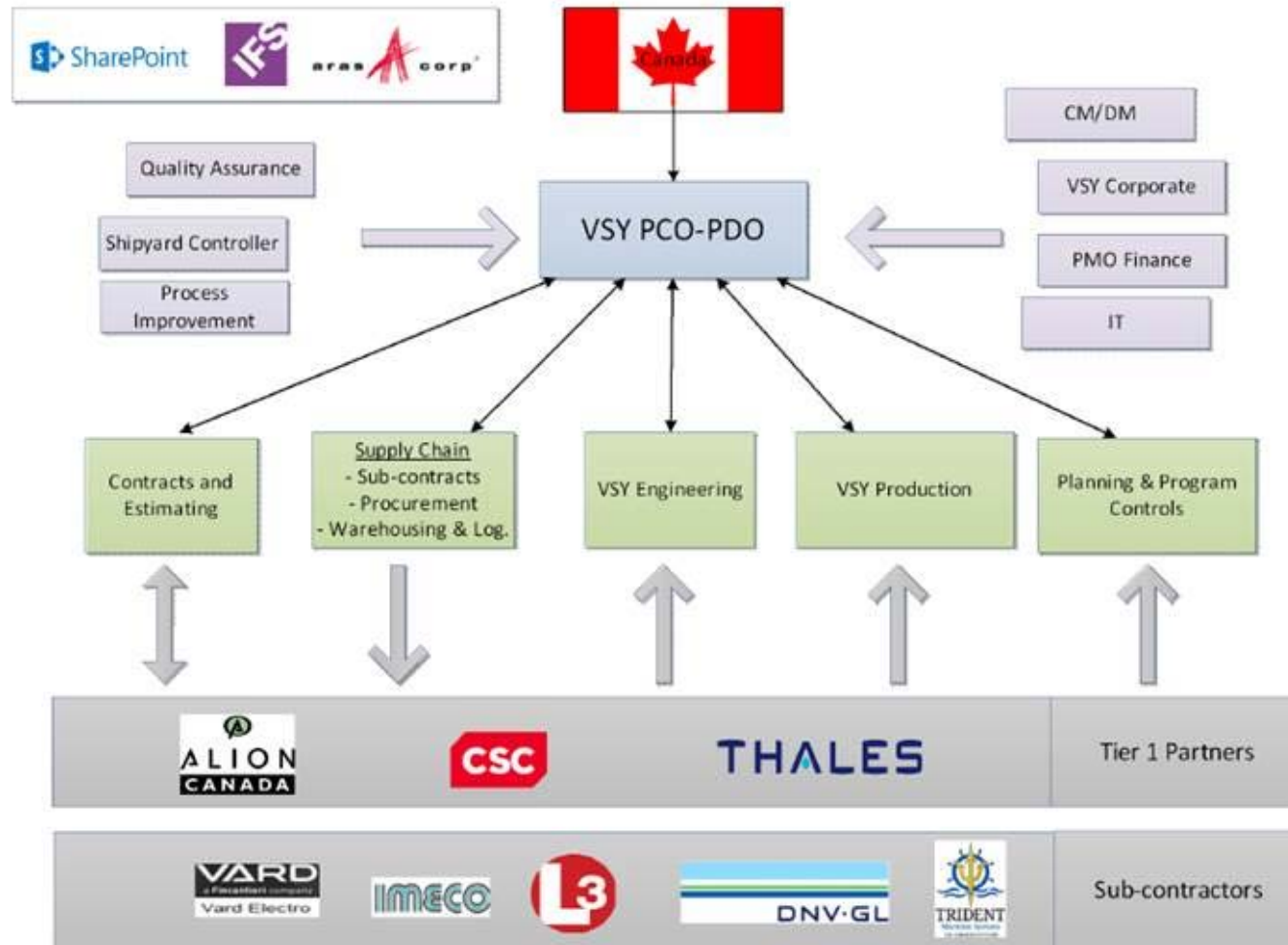
- HMCS Protecteur (1969 - 2015)
- Primary Role Core replenishment capability:
- Provision of fuel, ammunition, spare parts, food, and water, and other supplies; modern medical and dental care facilities, including an operating room;
- Repair facilities and expertise to keep helicopters and other equipment functioning;
- Basic self-defence functions

SHIP SPECIFICATIONS



Length:	173.3 m
Breadth:	24 m
Draft:	7.6 m
Displacement:	20,240 tonnes
Speed:	20 knots
Crew:	239
Range:	16,000 km
Endurance:	45 days

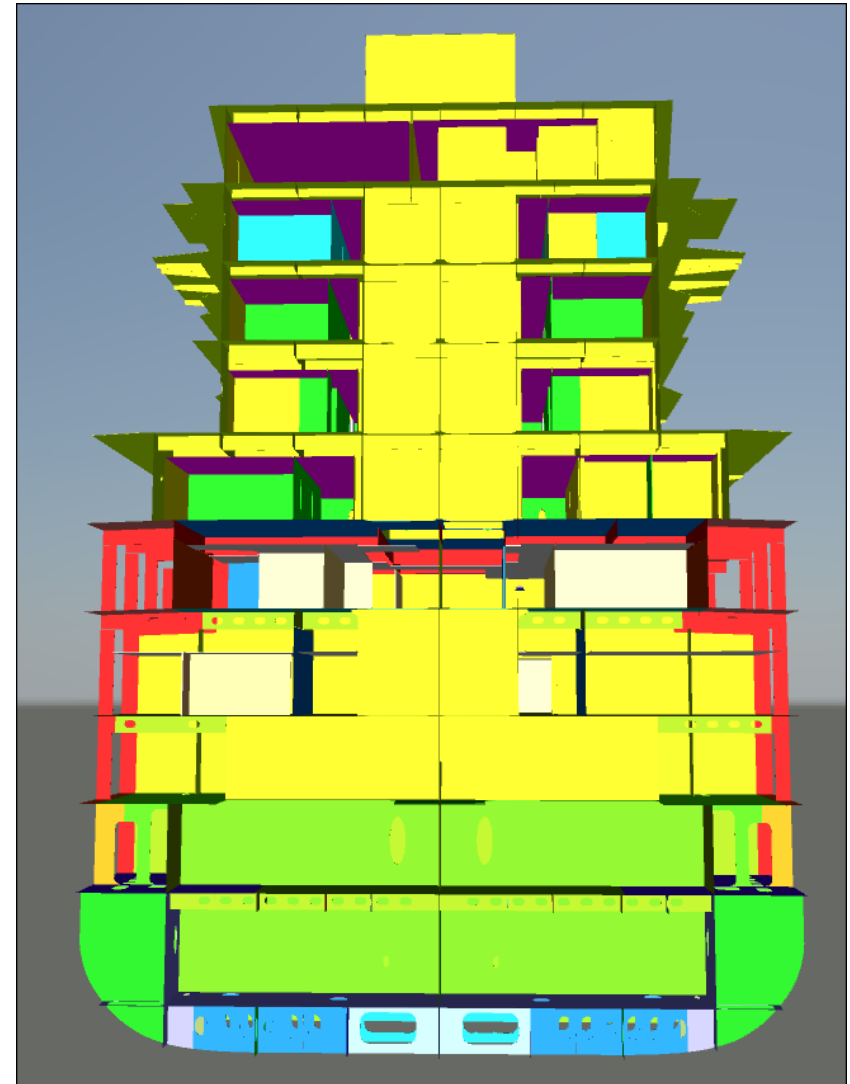
KEY STAKEHOLDERS



3D Model Work Continues

- Advances in primary structure completed in CDC
- Compartmentalisation completed
- Major plate structural elements captured
- Secondary Structure work progressing under Functional Design since December 2016

Cross-section through the Superstructure





JSS PROGRAM SUMMARY

- Long Lead Items
 - Shipyard continuing to source the various long lead items
 - Focus on procurement of Vendor Furnished Information
 - Major System Integrator down selection complete; onboarding expected Q3-18
 - Canada received additional authorities to make commitments to purchase the long lead items in Q2-18
- Design and Production Engineering (Functional Design & Production Design)
 - Functional Design Task well underway including 3D Modelling activities
 - Technical Baseline Agreed - Contract Design Specification
 - Working towards Critical Design Reviews (CDR)
 - Production Design will commence in Q4-18/Q1-19
- Build
 - Build cost development Q4-18/Q1-19
 - Contract award and start of construction scheduled for Q4-19/Q1-20
 - Under the Build contract there will be opportunity to supply non-LLI equipment, such as Commercial-off-the-Shelf (COTS) items.

JSS PROCUREMENT ACTIVITY

- Procurement activities for the JSS began in September 2014 with one of the objectives of developing and delivering to Canada a Material Readiness Report
- The MRR identified:
 - Long Lead Items (LLI)
 - Potential Suppliers
 - Lead times and estimated purchase prices for
 - VFI and LLI acquisition strategy for the Design & Production Engineering (D&PE) phase to support the construction and delivery of the JSS
- Requests for Information (RFI) for LLI were sent out up to obtain:
 - Material lead times
 - Preliminary Final VFI
 - Pricing estimate/indication
 - Classification Society compliance confirmation
- LLIs presently being subject to evaluation/down-selection/negotiation



LONG LEAD ITEM ("LLI") PROCUREMENT STATUS

TPS Development	16																										
On-going TPS development for all Thales procurement packages																											
RFP Phase	1																										
AFFP																											
Negotiation/ RTP Development	10																										
Four SSI's included.																											
RTP Phase	8																										
Comments received on the Bilge. Other RTP's still under review.																											
Subcontract Approval	0																										
Awarded	2																										
Centrifugal Pumps, Hydrophore																											
Totals	37																										

ADDITIONAL ITEMS PROCUREMENT STATUS

TPS Development	12
On-going TPS development for all Thales procurement packages.	
RFP Phase	4
Ventilation Fans, Watertight Vent Dampers, Clean Agent Fire Suppression, Doors & Hydraulic Hatch Covers	
Negotiation/ RTP Development	17
Negotiations progressing well	
RTP Phase	8
Scissor Lifts, Anchor Windlass, Heating System Boilers, Oily Waste Transfer Pumps	
Subcontract Approval	0
Awarded	0
Totals	41



SHORT COFFEE BREAK





MODEL CONTRACT PACK OVERVIEW

Jamie McKinnon

Manager – Procurement, New Construction

jmckinnon@seaspan.com



ANATOMY OF THE MODEL CONTRACT PACK

Model Contract Pack	
Articles of Agreement	
Schedule A	General Conditions
Schedules B1 to B5	Technical Requirements
Schedule C	Supplier's Solution
Schedules D1 to D3	SOWs, SDRLs and DIDs
Schedule E	Goods and Deliverable Software
Schedule F	Supplier's Level O Schedule
Schedule G1 & G2	Financial Arrangements
Schedule H	Forms

ARTICLES OF AGREEMENT

- Collates and defines the variables
- Explains the parts of the Subcontract
- Sets out any Special Conditions
 - Appendix A - Describes the structure of the Subcontract
 - Appendix B - Explains the 'Model Sequence of Events'
 - Appendix C - Provides a 'High Level Summary of the Statement of Requirements'
 - Appendix D - Defines 'Acceptance' of the Equipment
 - Appendix E - Defines the 'Authorities' and Representative of the Supplier
 - Appendix F - Defines Supplier's Requirements
 - Appendix G - Defines Supplier's Background IP
 - Appendix H - Defines Security Requirements
 - Appendix I - Defines the documents making up the Subcontract
 - Appendix J – List of the Change Orders

Model Contract Pack	
Articles of Agreement	
Schedule A	General Conditions
Schedules B1 to B5	Technical Requirements
Schedule C	Supplier's Solution
Schedules D1 to D3	SOWs, SDRLs and DIDs
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SCHEDULE A – GENERAL CONDITIONS

Schedule A

➤ General Conditions of the Project (Canada)

Plus

- Definitions
- Canada's General Conditions 2030
- Canada's 1031-2 Cost Principles
- Supplemental General Conditions 4007
- Supplemental General Conditions 4003

➤ Present State

➤ Future State

Model Contract Pack	
Articles of Agreement	
Schedule A	General Conditions
Schedules B1 to B5	Technical Requirements
Schedule C	Supplier's Solution
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Schedule F	Supplier's Level O Schedule
Schedule G1 & G2	Financial Arrangements
Schedule H	Forms

SCHEDULE B – TECHNICAL REQ.

Model Contract Pack	
Articles of Agreement	
Schedule A	General Conditions
Schedules B1 to B5	Technical Requirements
Schedule C	Supplier's Solution
Schedules D1 to D3	SOWs, SDRs and DIDs
Schedule E	Goods and Deliverable Software
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Schedule G1 & G2	Financial Arrangements
Schedule H	Forms

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20
Line Item #	Ship's Specifications Ref	Sect	Para	Performance/ Requirement Statement	Compliance	Noted	Acceptance Events							Criteria	Condition	Remarks Comments	Reqd By	Test Type	Customer Approval
					Yes	No	D/R	FAT	ET	SBT	HAT	SAT	CT						
B1-1	HBA2_en_3242		1.1.1.1	The propulsion system must consist of the following major components: Two (2) Propulsion Engine Systems	Y	N	Y							Y	Y	Y	Y	Y	Y

➤ Schedules B3 through B5 consist of the following:

- Schedule B3 General Technical Requirements, VCRI and CM
- Schedule B4 Interface Requirements, VCRI and CM
- Schedule B5 ILS Requirements and CM

SCHEDULE C – SUPPLIER’S SOLUTION

Model Contract Pack	
Articles of Agreement	
Schedule A	General Conditions
Schedules B1 to B5	Technical Requirements
Schedule C	Supplier's Solution
Schedules D1 to D3	SOWs, SDRLs and DIDs
Schedule E	Goods and Deliverable Software
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1 The explanation of the VCRI and Compliance Matrix (CM) is set out in Schedule B1 (End User Requirements, VCRI and Compliance Matrix). The explanation applies to all VCRI's.

1	2	3	4	5	6		7	8	9	10	11	12	13	14	15	16	17	18	19	20
Line Item #	Reference	Sect	Para	Performance/ Requirement Statement	Compliant		Noted	Acceptance Events							Criteria	Condition	Remarks Comments	Reqd By	Test Type	Customer Approval
					Yes	No		D/R	FAT	EBT	SBT	HAT	SAT	CT						
1	1	1	1	1			1	1	1	1	1	1	1	1	1	1	1	1	1	1

SCHEDULE D – SOW, SDRL, DID

Example: Operations SOW

Model Contract Pack	
Articles of Agreement	
Schedule A	General Conditions
Schedules B1 to B5	Technical Requirements
Schedule C	Supplier's Solution
Schedules D1 to D3	SOWs, SDRLs and DIDs
Schedule E	Goods and Deliverable Software
Schedule F	Supplier's Level O Schedule
Schedule G1 & G2	Financial Arrangements
Schedule H	Forms

SECTION A – GENERAL

D1.P6.2 General

This SOW defines specific tasks to be performed by the Supplier relating to: (a) supporting the Purchaser installing the Equipment or Items of the Equipment on a Ship; or (b) manufacturing, apply, installing, etc... the Equipment or Items of the Equipment on the Ship (if required by this SOW); (c) touch-up, repair and/or replacement of the Equipment or Items of the Equipment damaged or lost by the Purchaser; and (d) supporting the Purchaser to install the Equipment into systems and sub-systems supplied by other suppliers to the Purchaser.

D1.P6.3 Security

The Supplier's obligations regarding security clearance of its employees, contract labour, Sub-subcontractors, representatives, consultants and/or agents are covered in Part 9 (Security) of Schedule D1 (SOW).

D1.P6.4 Attendance on Site

The Supplier's obligations regarding attendance on site by its employees, contract labour, Sub-subcontractors, consultants, representatives and/or agents are covered in Part 2 (Project Management) of Schedule D1 (SOW).

D1.P6.5 Health, Safety and the Environment

The Supplier's obligations regarding Health, Safety and the Environment while its employees, contract labour, Sub-subcontractors, representatives, consultants and/or agents attend the Purchaser's Premises, a Ship or a Government establishment are covered in Part 10 (HSE) of Schedule D1 (SOW).

D1.P6.6 to 49 Reserved

SECTION B – THE DESIGN PHASE

D1.P6.50 Installation Instructions

The Supplier shall prepare and deliver Installation Instructions in accordance with SDRL OPS201 and DID OPS201.

D1.P6.51 to 99 Reserved

SECTION C – THE BUILD PHASE

D1.P6.100 Take On Meetings

- 1 Prior to commencing Work at the Purchaser's Premises or on board a Ship, the Supplier shall attend a Take On Meeting to present to all stakeholders in attendance (e.g. the Purchaser, the Supplier, any third parties providing other equipment and services to the Purchaser, etc...):

SCHEDULE D – SOW, SDRL, DID

Example: Operations SDRL

Model Contract Pack	
Articles of Agreement	
Schedule A	General Conditions
Schedules B1 to B5	Technical Requirements
Schedule C	Supplier's Solution
Schedules D1 to D3	SOWs, SDRLs and DIDs
Schedule E	Goods and Deliverable Software
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Schedule D2 – Subcontract Data Requirements List

Part 6 – Operations

1 This SDRL table must be read with Part 1 (Introduction) of the SOW and Part 1 (Introduction) of the SDRL.



Item #	SDRL ID #	DID ID #	Data Item Title	SOW Ref	Review Period	Freq.	First Delivery	Subsequent Delivery	Media/ Qty.		RpD	Purchaser's Ref #	Remarks
									xH	\$			
SECTION A - GENERAL													
1-49	Reserved	-	-	-	-	-	-	-	-	-	-	-	-
SECTION B – THE DESIGN PHASE													
50	OPS201	OPS201	Installation Instructions	D1.P6.50	30	-	3MEDS	-	-	-	DC	VSY-17	-
51-99	Reserved	-	-	-	-	-	-	-	-	-	-	-	-
SECTION C – THE BUILD PHASE													
100	OPS202	OPS202	Installation Certificate	D1.P6.105	30	-	First COI	Each COI	1H	S	DC	VSY-17	-
101	OPS203	OPS203	Test Report	D1.P6.106	30	-	AR	AR	-	S	DC	VSY-17	-

SCHEDULE D – SOW, SDRL, DID

EXAMPLE: Operations DID

Installation Instructions

Purpose

The purpose of the Installations Instructions is to describe to the Purchaser the preparation, processes and tools needed for the Purchaser to carry out installation.

References

This DID must be read in conjunction with Schedule A (General Conditions) and the corresponding SOW reference.

Preparation Instructions

This Data Item shall comply with the general format, content and preparation instructions set out in Part 1 (Introduction) of Schedule D1 (SOW) and Part 1 of Schedule D2 (SDRL).

Format and Content

The Installation Instructions shall contain, as a minimum, the following:

- 1 Hardware
 - (a) assembly instructions;
 - (b) preparation of seatings;
 - (c) installation procedure;
 - (d) alignment procedures; and
 - (e) listing of special tools, jigs, installation aids, handling and lifting arrangement.
- 2 Electrical
 - (a) cable data connection and termination
 - (b) listing of termination and crimping tools and connector tool kits
- 3 precautions;
- 4 lifting and transit warnings; and

Model Contract Pack	
Articles of Agreement	
Schedule A	General Conditions
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Model Contract Pack	
Articles of Agreement	
Schedule A	General Conditions
Schedules B1 to B5	Technical Requirements
Schedule C	Supplier's Solution
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SCHEDULE F – SUPPLIER LEVEL 0 SCHED.

Model Contract Pack	
Articles of Agreement	
Schedule A	General Conditions
Schedules B1 to B5	Technical Requirements
Schedule C	Supplier's Solution
Schedules D1 to D3	SOWs, SDRLs and DIDs
Schedule E	Goods and Deliverable Software
Schedule F	Supplier's Level 0 Schedule
Schedule G1 & G2	Financial Arrangements
Schedule H	Forms

SUPPLIER'S LEVEL 1 SCHEDULE

[* To be completed by the Supplier and inserted into this Schedule]

SUPPLIER'S LEVEL 1 SCHEDULE TO INCLUDE:

The Design Phase

1 See section 5.1(l) Articles of Agreement

The Build Phase

1 See section 5.1(l) of the Articles of Agreement

Need a Supplier's Level 1 Schedule for each Phase

SCHEDULE G – FINANCIAL ARRANGEMENTS

Schedule G1 Financial Arrangements

G1.1 Basis of Payment

- 1 The Supplier shall be paid a Fixed Firm Price for the performance of the Work and the achievement of the Milestones.

G1.2 Milestone Description and Payment Plan

1 The Design Phase

Milestone Number	Milestone Description	Comments	Milestone Date	Value
THE DESIGN PHASE				
1	All Work completed to the date of the Milestone		DDMMYY	0
2	All Work completed to the date of the Milestone		DDMMYY	0
Etc				
			Price	0.00

Note 1: All Milestones Descriptions in The Design Phase are described as "All Work completed to the date of the Milestone."

Note 2: Milestone numbers 11 to 49 Reserved.

2 The Build Phase

Milestone Number	Milestone Description	Comments	Milestone Date	Value
THE BUILD PHASE				
50	All Work completed to the date of the Milestone		DDMMYY	0
51	All Work completed to the date of the Milestone		DDMMYY	0
Etc				
			Price	0.00

Note 3: All Milestones Descriptions in The Build Phase are described as "All Work completed to the date of the Milestone."

Model Contract Pack	
Articles of Agreement	
Schedule A	General Conditions
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SCHEDULE G – FINANCIAL ARRANGEMENTS

Model Contract Pack	
Articles of Agreement	
Schedule A	General Conditions
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Schedule F	Supplier's Level O Schedule
Schedule G1 & G2	Financial Arrangements
Schedule H	Forms

Schedule G2 Price Itemization, Charge Out Rates and Option Prices

G2.50

Section B... Charge Out Rates, Travel and Escalation Charge Out Rates

- 1 The Supplier is required to submit ALL INCLUSIVE fixed firm prices for all potential grades of labour required to complete the Work for the period beginning at the EDS and expiring two (2) years thereafter.

RATE TABLE

Item #	Grade of Labour	Charge Out Rates				Validity Expiry Date
		Hourly Rate	Daily Rate	Weekly Rate	Monthly Rate	
1	[* insert description of labour grade]	[*]	[*]	[*]	[*]	Second anniversary of EDS
2	[* insert grade]	[*]	[*]	[*]	[*]	Second anniversary of EDS
[*]	[* n]	[*]	[*]	[*]	[*]	Second anniversary of EDS

Where:

Charge Out Rate means all-inclusive fixed firm prices for the each labour category in the original currency of payment;

Daily Rate means eight (8) consecutive hours on a Working Day;

Weekly Rate means five (5) consecutive Working Days;

Monthly Rate means the total number of Working Days in a single calendar month less any holidays and days not worked (e.g. vacation, illness, training, etc...); and

Validity Expiry Date means the Daily Rate, Weekly Rate and the Monthly Rate that must remain fixed and firm until the second anniversary of the EDS, i.e. the Charge Out Rates expire two (2) years following the EDS.

[*] Greyed are – Not used

- 2 The Supplier represents that the Charge Out Rates set out in above table are consistent with General Conditions 1031-2 (Contract Cost Principles) (see Annex C of Scheduled A (General Conditions)).
- 3 The Charge Out Rates set out in the table above are subject to audit by Canada (see Schedule A (General Conditions)).
- 4 Following the expiry of the Validity Expiry Date, the Charge Out Rates shall be adjusted (upwards or downwards) in accordance with the following indices:

[* Supplier to propose indices that will be inserted in this position prior to EDS].



BECOMING A SEASPAN SUPPLIER

Jamie McKinnon

Manager – Procurement, New Construction

jmckinnon@seaspan.com



OVERALL PROCUREMENT STRATEGY

- Default position: run a competitive selection based on 'best value'
- Promote commonality of design and equipment solutions across the NSS Program where permitted by Canada:
 - Reduces technical and schedule risk
 - Permits early collection of verifiable vendor furnished information (VFI)
 - Permits early production of equipment
 - Reduces lifecycle costs
- Use 'system integrators' in an Integrated Project Team (IPT) to execute the design and sometimes supply and install (e.g. Thales Canada, Vard Marine, CSC, Alion Canada, Vard Electro Canada, IMECO, Bronswerk, Joiner Systems, Techsol, Hawboldt, L3 MAPPS, etc.)

OVERALL PROCUREMENT STRATEGY (CONT.)

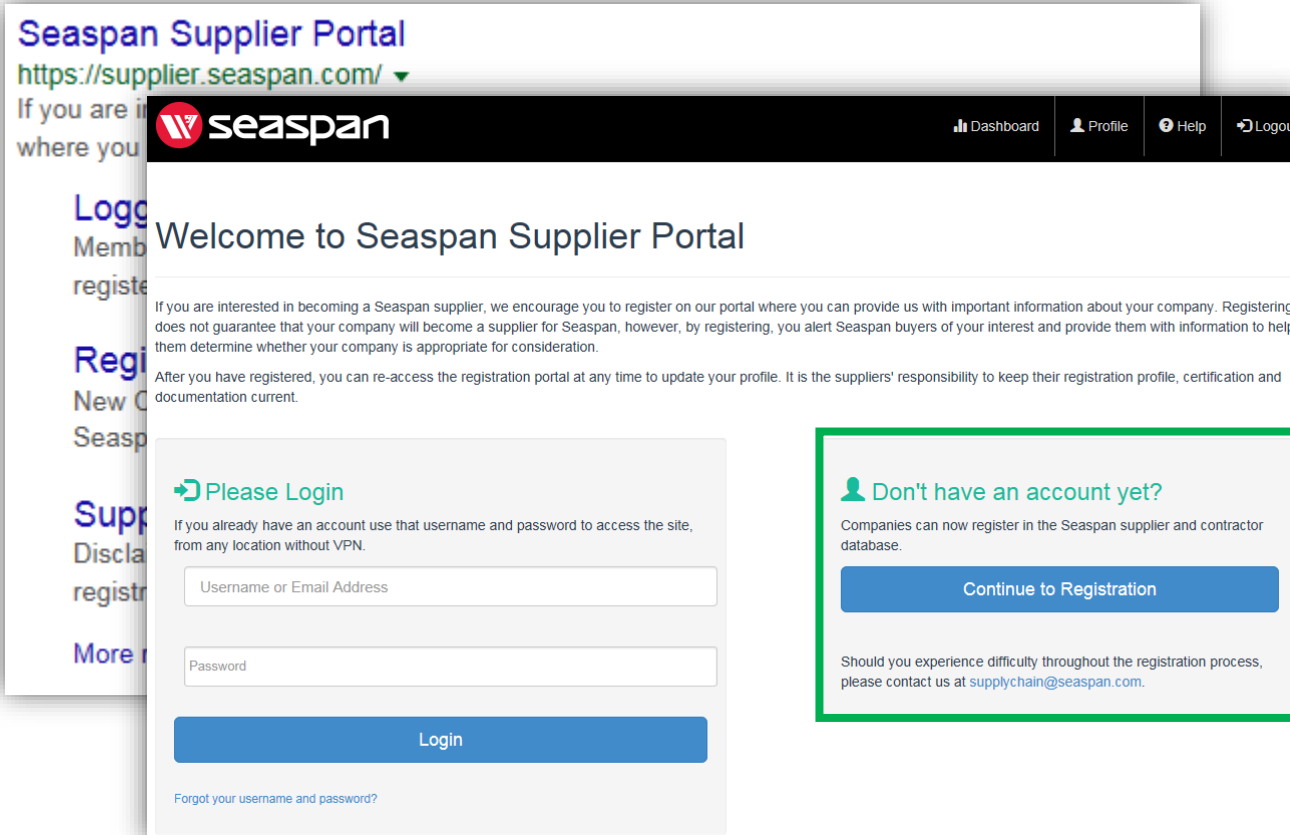
- Maximize Canadian content to grow and sustain the marine industry sector by procuring, as often as possible, from current suppliers provided they are:
 - Technically compliant
 - Price competitive
 - Demonstrate performance once under contract
 - Provide high Canadian content
- Accept unsolicited proposals that offer innovative solutions, high Canadian content and competitive pricing
- Significant progress made in the creation and execution of long-term supply and service agreements with local suppliers to leverage favorable pricing and performance, whilst building strategic longstanding relationships.
- Make sure potential suppliers know about upcoming procurement opportunities, know who our existing suppliers and systems integrators are so you can become sub-suppliers to them, and encourage registration on the *Seaspan Supplier Portal*.

HOW CAN YOU GET ONBOARD?

- Register on our Supplier Portal to become an approved supplier to Seaspan. (>2500 suppliers contained with varying degrees of registration completion)
- Become registered under the PWGSC Controlled Goods program (Required for the JSS program)
- Classification Societies for Shipbuilding
 - Material and equipment certification (ABS)
 - Lloyds – Coast Guard
 - DNV GL – Royal Canadian Navy
- Consider becoming ISO Certified



THE SEASPAN SUPPLIER PORTAL



Seaspan Supplier Portal
<https://supplier.seaspan.com/>

If you are interested in becoming a Seaspan supplier, we encourage you to register on our portal where you can provide us with important information about your company. Registering does not guarantee that your company will become a supplier for Seaspan, however, by registering, you alert Seaspan buyers of your interest and provide them with information to help them determine whether your company is appropriate for consideration.

After you have registered, you can re-access the registration portal at any time to update your profile. It is the suppliers' responsibility to keep their registration profile, certification and documentation current.

Please Login
 If you already have an account use that username and password to access the site, from any location without VPN.

Username or Email Address

Password

Login

[Forgot your username and password?](#)

Don't have an account yet?
 Companies can now register in the Seaspan supplier and contractor database.

Continue to Registration

Should you experience difficulty throughout the registration process, please contact us at supplychain@seaspan.com.

Four Sections:

- Base Information
- QMS
- H&S
- Environmental

BASE INFORMATION QUESTIONNAIRE

Organization

6. Form of Business

Goods and Services

Select the Goods and Services

Selected Goods and Services

Search Goods & Services

☒ None Selected

Stock Symbol

11. Insurance Coverage

- Supply certificates of Insurance or the proof documents for all applicable policies:

Marine Liability Insurance

Commercial General Liability

Employer's Liability Insurance

Worksafe BC (Worker's Compensation)

Stevedores & Terminal

Professional Liability Insurance

Environmental Impairment

Business Automobile Liability

Company

12. Annual Revenue

(If currency not specified, assume US Dollars)

Currency

*Year

*Year

*Year

Does your company have a need to regularly transport goods to or from Vancouver Island?

☐ Yes

☐ No

Have you Supplied Seaspan in the past?

☒ Yes

☐ No

Are you a Canadian based company?

☒ Yes

☐ No

Is your company Aboriginal Owned?

☒ Yes

☐ No

How many people are employed in your company?

☒ Under 250

☐ 250 or more

QUALITY MANAGEMENT SYSTEMS QUESTIONNAIRE

1. What is the status of your company's QMS?

- ☐ No formal QMS
- ☐ Established, Documented & Implemented, but not registered
- ☐ Experience with Classification Societies (ie: LR/DNV/ABS) ☐ System Is Registered & Certified (please provide copy of current ISO 9001 QMS registration certificate)
- ☐ Intend to establish a system

2. Please attach all of the following supporting documents or any additional records

QMS Manual

Add Document

QMS Certification

Add Document

Quality Policy

Add Document

3. Will you accept a visit by QA Personnel to review and observe your company processes?

- ☐ Yes ☐ No

HEALTH & SAFETY QUESTIONNAIRE

* 2. Is your organization registered under OHSAS 18001 or CORE?

☐ OHSAS 18001 ☐ CORE ☐ Both ☐ N/A

Identify and attach any Certificates for the Organizations listed above

[+ Attach Document](#)

* 6. Do you track Health and Safety audit documentation?

☐ Yes ☐ No ☐ N/A

* 7. Have you received any Occupational Health & Safety Directives, Sanctions, Citations, Stop Work Orders, or other penalties in the last three years?

☐ Yes ☐ No ☐ N/A

If yes, provide details. Identify and attach documents

[+ Attach Document](#)

☐ Not Applicable

* 9. Provide the Labor and Industry Grouping (ex: Worksafe BC Industry Grouping) your company is assigned to.

Please attach a clearance letter stating your membership/coverage as Appendix #

[+ Attach Document](#)

Industry Grouping:

ENVIRONMENTAL QUESTIONNAIRE

Please complete this brief questionnaire regarding your organizations' degree of compliance and commitment to environmental issues:

PART A. Environmental Regulatory Compliance

Seaspan ULC (Seaspan) does not intend to do business with any company that does not comply with all applicable regulatory requirements (local, provincial, national and/or international). Therefore any supplier who answers "NO" to any of the Part A Questions 1 – 7 will require further review by Seaspan.

PART B. Environmental Management Systems

PART C. Product Stewardship & Sustainable Practices

Product Stewardship Considerations (1-3 below):

*1. Does your product/service have beneficial environmental attributes? (i.e., Non-toxic, biodegradable, minimal packaging, recyclable, designed to minimize resource consumption, etc.)

☐ Yes ☐ No ☐ N/A

*2. Does your product have Third Party Product Certification? (i.e., Eco Logo, Green Seal, Energy Star, Forest Stewardship Council (FSC), Ecolabel (EU))

☐ Yes ☐ No ☐ N/A

*3. Will your business accept back expired product(s)?

☐ Yes ☐ No ☐ N/A

APPROVED SUPPLIER STATUS

➤ How long does the approval process take?

- Five cross functional approvals – 5/10 business days.

➤ What happens when I become approved?

- A member of the procurement team will be in touch to make you aware of any upcoming RFP activities pertaining to the Goods/Services listed in your profile.
- Introductory meetings enabled.
- Assigned a commodity buyer to the account.

➤ What if I need to get in contact with someone about my registration?

- Please contact one of the following, who will ensure your query is resolved:

Agnes Raj Senior Procurement Clerk

araj@seaspan.com

Grant Langley Procurement Specialist

glangley@seaspan.com



INDUSTRIAL AND REGIONAL BENEFITS (IRB)

Jamie McKinnon

Manager – Procurement, New Construction

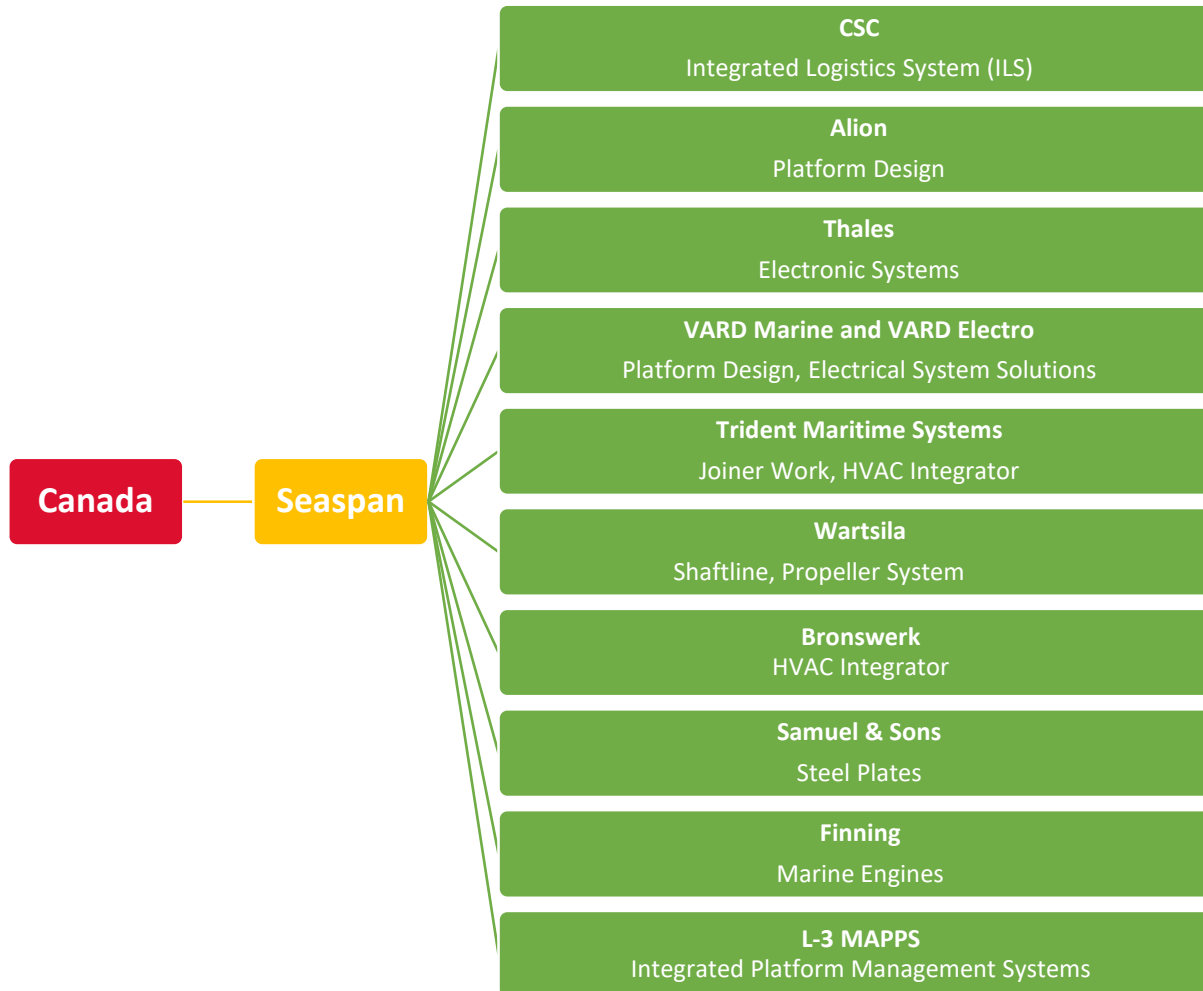
jmckinnon@seaspan.com



What is IRB?

- Canada's Industrial and Regional Benefits (IRB) Policy ensures that Canadian industry **benefits** from Government defence and security procurement. The IRB Policy requires companies to undertake business activities in Canada **valued at minimum 100 percent of the value of the defence or security contract** they have been awarded by the Government of Canada. The IRB obligation is a **contractual commitment** and part of the **overall** government procurement contract. IRB policies are a common part of global defence and security procurements and are practiced in one form or another in **48** countries around the world.
- The IRB Policy was transformed into the Industrial Technological Benefits (**ITB**) Policy in 2014. However, Seaspan's current projects and programs are **governed by the IRB policy**.

IRB Eligible Parties



CONTACTS

ISED team for NSS Non-Combat Package:

Nathalie Couture, Deputy Director,
nathalie.couture@canada.ca
 Melissa Hanna, Project Officer,
melissa.hanna@canada.ca

Seaspan IRB Team:

Susan Jin, IRB Manager, sjin@seaspan.com

Regional Development Agencies:

ACOA (Atlantic): Kyle Tucker
kyle.tucker@canada.ca
 CED-Q (Quebec): Marmion, Vincent,
vincent.marmion3@canada.ca
 FedDev (S. Ontario): Harold Deck,
harold.deck@canada.ca
 FedNor (N. Ontario): Natalie Brabant,
natalie.brabant@canada.ca
 WD (Western): Jennifer Leng,
jennifer.leng@canada.ca

Eligible Party IRB Contacts:

CSC: Peter Nutt, pnutt@csc.com
 Alion: Russell Peters, RPeters@alionscience.com
 Thales: Karen Chase, karen.chase@ca.thalesgroup.com
 Vard: Geoff McAllister, Geoff.McAllister@vard.com
 Trident Maritime Systems: Zack Papachristou,
zpapachristou@joinersystems.com
 Wartsila: Mark Keneford, mark.keneford@wartsila.com
 Bronswerk: Angelo Taibi, angelo.taibi@bronswerkgroup.com
 Samuel Sons: Steve Dunstall, Steve.Dunstall@Samuel.com
 Finning: Ryan Kisko, rkisko@finning.com
 L-3 MAPPS: Jean St-Pierre, jean.st-pierre@l-3com.com



