



PROCUREMENT UPDATE

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OVERALL NSS PROCUREMENT STRATEGY

- Select vendors through a competitive process and/or sole source business cases 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 vendor furnished information
 - Permits early production of equipment
 - Reduces lifecycle costs

- Use 'system integrators' (and sometimes 'Supply') in an Integrated Project Team to execute the design and construction (e.g. Thales Canada, Vard Marine, Vard Electro Canada, IMECO, Genoa, Bronswerk, Joiner Systems, Alion Canada, CSC, 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
- Efforts underway to enter into long-term supply and service agreements to leverage favorable pricing and supplier performance
- 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.

EXAMPLES OF OOSV LONG LEAD ITEMS AND MATERIALS

Long Lead Items	
Propulsion and Ship Service Generators	Command and Control Systems
Azimuth Drives	Deck Equipment Cranes and A-Frames
Z-Drives and control systems	Anchor windlass
Bow Thruster	Scientific Systems – Sounders, Dynamic Positioning systems, etc.
Science winches and Launch and Recovery System	Various Pumps
Fuel Purifiers	Reverse Osmosis Desalination Plant
Sewage Treatment System	Boat handling equipment
Urea System – Tier III Environmental rules	Refrigeration Systems
Fire Suppression Systems	High Pressure Air System (25,000 psi)
Oily Water Separator	Doors, windows, hatches
Ballast Water Management System	Batteries, Switchboards
Fire Suppression Systems	Hydraulic Systems
Deck Equipment	Steering
Environmental Systems	Waste Management System

JSS PROJECT PROCUREMENT

- 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
 - Vendor Furnished Information (VFI) and LLI acquisition strategy for the Design and Production Engineering stage to support the construction and delivery of the JSS
- Requests for Information (RFI) for LLI was sent out up to obtain:
 - Material lead times
 - Preliminary Final Vendor Furnished Information
 - Pricing estimate/indication
 - Classification Society compliance confirmation
- RFPs for LLIs presently being issued



EXAMPLE OF JSS LONG LEAD ITEMS AND MATERIALS


Long Lead Items	
Diesel Engines	Miscellaneous System Pumps
Propulsion Shafting and Propeller	Reduction Gears
Replenishment at Sea and Sea Rescue Equipment	Overhead Cranes
Bow Thruster	Lifts and Elevators
Rudder and Steering Gear System	Compressors
Diesel Generators	Fuel Oil Purifier
Anchor Windlass	Waste Management System
Reverse Osmosis Desalination Plant	Command and Control systems
MAFO doors, Aircraft Hangar doors	Visual Landing Aids
Ballast Water Treatment System	Propulsion Gear Boxes
Consumables and Shop Supplies	Helicopter Support Systems
Fire Suppression Systems	Machinery and Auxiliary Equipment (Filters and oil separators)
Doors and Hatches	Mooring winches

HOW POTENTIAL SUPPLIERS CAN BECOME INVOLVED?

- How will we source potential suppliers:
 - Our Approved Supplier Database
 - Over 2,500 new suppliers registered
- Become registered under the PSPC Controlled Goods program (Required for the JSS program)
- Classification Societies for Shipbuilding
 - Material and equipment certification
 - Lloyds – coast guard vessels
 - DNV GL - JSS
- Consider becoming ISO Certified



HOW POTENTIAL SUPPLIERS CAN BECOME INVOLVED?

Dashboard Profile Help Logout

Welcome to Seaspan Supplier Portal

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.

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.



THE MODEL CONTRACT PACK AND RFP OR 'HOW TO WIN BUSINESS'

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BEFORE WE BEGIN

➤ What this is not

- This is NOT restricted to a single Project
- NO controlled data will be disclosed
- RFPs for the JSS LLI are already on the street
- RFPs for the OOSV LLI will come out in Q4 16 – Q1 17

➤ What this is

- Introduction to Seaspan's Model Contract Pack (the 'Resulting Subcontract')
- Introduction to Seaspan's Model RFP
- How to complete your Proposal

➤ Evaluation Criteria

- Set out in the RFP

TOPICS

1. Anatomy of the Model Contract Pack (on Seaspan website)
2. Anatomy of the Model RFP (on Seaspan website)
3. Proposals
 - BDRL
 - Schedule E
 - Price Analysis Sheets
 - Compliance Matrices
 - Questionnaires
4. Industrial and Regional Benefits

Anatomy of the Model Contract Pack

ANATOMY OF THE MODEL CONTRACT PACK

- The Model Contract Pack is composed of the following parts:
 - 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 – List of the purchased Equipment and Spares
 - Schedule F - Supplier's High Level Schedule of Activities
 - Schedules G1 and G2 - Financial Arrangements (plus variants), Rates, Options

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

ARTICLES OF AGREEMENT – COLLATES AND DEFINES THE VARIABLES

2

In this document, the following terms have the meanings and values given to them:

Accounts Payable Department means the Purchaser's account payable department located at 50 Pemberton Avenue, North Vancouver, British Columbia, Canada, V7P 2R2, apseaspan@seaspan.com;

Call-Off Instruction Period means the value calculated to arrive at the Composite Lead Time;

Classification Society or Class means [* insert name of Classification Society];

Composite Lead Time is [* insert number of calendar days – this must match the value in Schedule E];

Controlled Goods means the Deliverables are controlled under the jurisdiction of [* insert jurisdiction];

Customer means [* insert name of the customer];

Data Retention Period means six (6) years from the end of the Warranty Period;

Defect Rectification Period means the period between EDS and the later of (a) [* insert scheduled delivery date (DDMMYY format) for each Ship] and (b) Final Acceptance of the Equipment and/or Deliverable Software for each Ship;

Document Controller means the Purchaser's document controller located at 50 Pemberton Avenue, North Vancouver, British Columbia, Canada, V7P 2R2 [* TBD]@seaspan.com;

Effective Date of Subcontract or EDS means the last date of the last signature to the Subcontract and is shown on the signature page;

End User means [* insert name of the end user];

Equipment or System means [* insert description of the Equipment or System taken from Schedule B2], including any embedded Software;

HAT Duration is [* insert number] of Working Days – see Appendix F (Supplier's Requirements);

Industrial and Regional Benefits Obligation Value or IRB Obligation Value: not used;

Lifed Item Period means [* insert scheduled delivery date (DDMMYY format) for each Ship];

Maturity of the Solution means, as of the EDS, the Supplier declares that the Supplier's Solution set out in Schedule C (Supplier's Specifications) meets [* insert numeric value in words] percent ([* insert percentage value] %) of the Purchaser's Technical Requirements;

Payment Period means [* insert number] calendar days from receipt of a duly completed Payment Claim;

Point of Delivery means, with respect to the Deliverables (other than the Data Items and Services), the municipal address shown on the Covering Purchase Order;

Point of Pick Up means, with respect to the Deliverables (other than the Data Items and Services), the municipal address from which the Purchaser may pick up the Equipment, On Loan Items, SPT and Spares from the Supplier's premises located at [* insert municipal address];

Price means the Price payable by the Purchaser to the Supplier for the full and proper performance of the Work as determined by the provisions of Schedule G1 (Financial Arrangements) and, at the time of EDS, the Price is [* insert numeric value in words] [* Insert currency] ([* insert numeric value]) exclusive of Applicable Taxes;

Prime Contract means the contract between the Purchaser and the Customer reference number [* insert reference number and date], as modified or amended;

ARTICLES OF AGREEMENT - STRUCTURE OF THE SUBCONTRACT

Appendix A Subcontract Structure and Order of Precedence

Articles of Agreement		Order of Precedence
Section 14 Special Conditions		2
Appendices		1
A	Subcontract Structure and Order of Precedence	-
B	Model Sequence of Key Events	2
C	Acceptance of the Equipment	2
D	Summary of the Statement of Requirements	24
E	Authorities and Representative of the Supplier	2
F	Supplier's Requirements	22
G	Suppliers' Background IP Rights	2
H	Security Requirements	2
I	Documents Forming the Subcontract	2
J	Change Orders	23
Schedules		-
A	General Conditions	3
	Annex A – Definitions and Interpretation	3
	Annex B – General Conditions 2030, as amended	6
	Annex C – not used	8
	Annex D – General Conditions 1031-2, as amended	
	Annex E – Supplemental General Conditions 4007, as amended	4
	Attachment 1 – Canada to Own IPR in Foreground Information, as amended	5
	Attachment 2 – Custom Software, as amended	5
	Annex F – IRB Terms and Conditions (if IRB proposal required)	3
B1	End User's Requirements, VCRI and Compliance Matrix	9
B2	Purchaser's Requirements, VCRI and Compliance Matrix	10
B3	General Technical Requirements, VCRI and Compliance Matrix	11
B4	Interface Requirements, VCRI and Compliance Matrix	12
B5	ILS Requirements and Compliance Matrix	13
C	Supplier's Specifications and VCRI	20
D1	Statement of Work (SOW)	-
D2	Subcontract Data Requirements List (SDRL)	14
D3	Data Item Descriptions (DIDs)	15
E	Ship Equipment List, On Loan Items, SPT, Deliverable Software and Spares	16
F	Supplier's Level 1 Schedule	17
G1	Financial Arrangements	-
G2	Price Itemization, Charge Out Rates and Option Prices	21
Covering Purchase Order		18
		19

Commercial

Purchaser's Technical Requirements

Supplier's Solution

Tasks and Documents

Physical Items

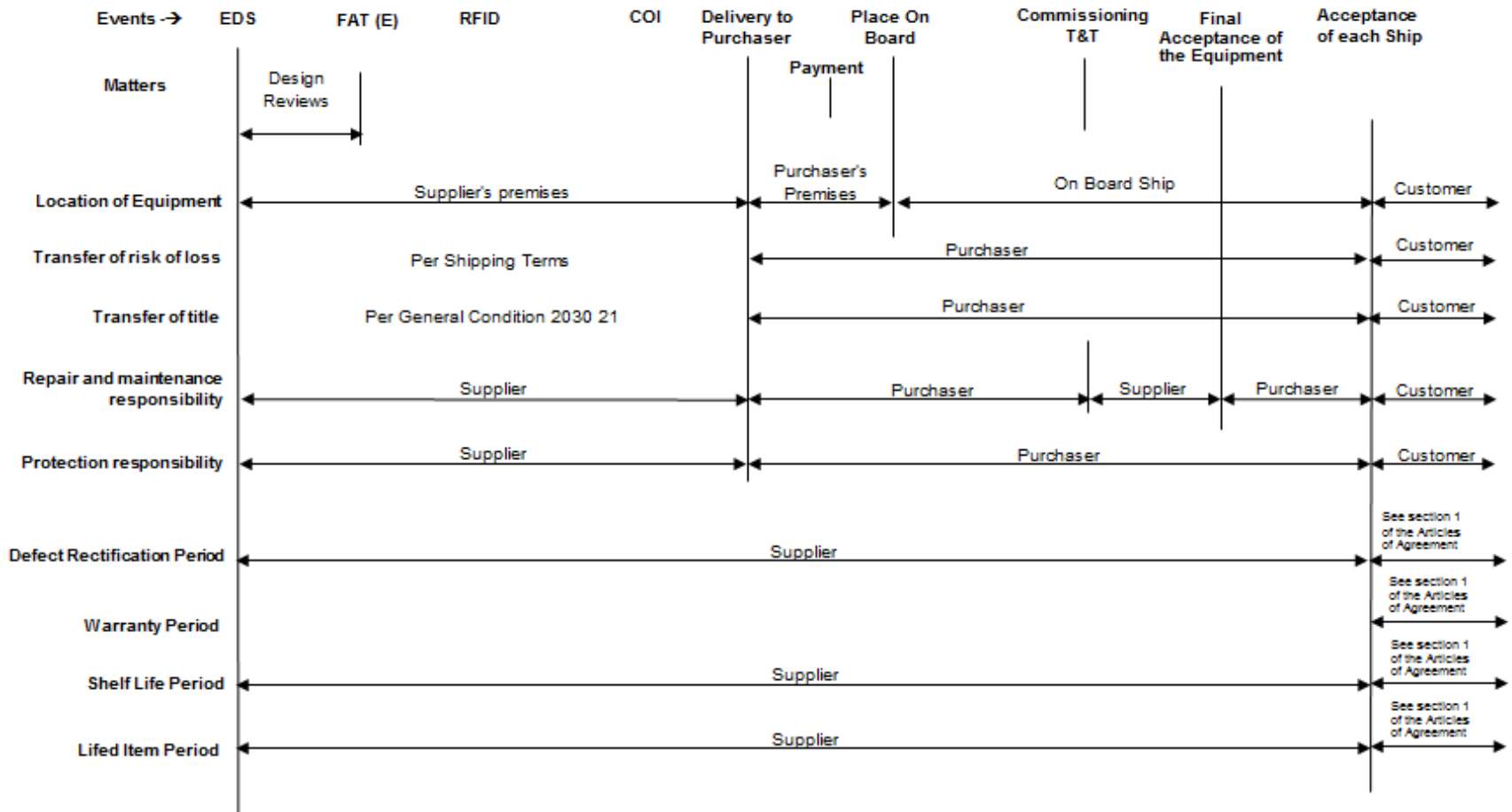
High Level Schedule of Activities

Finance

Purchasing

ARTICLES OF AGREEMENT - MODEL SEQUENCE OF EVENTS

Appendix B
Model Sequence of Key Events



ARTICLES OF AGREEMENT – ACCEPTANCE

**Appendix C
Acceptance of the Equipment
Acceptance Events**

PROVISIONAL ACCEPTANCE	Data	Compliant Engineering Data Items (Part 3 of Schedule D2)	ALL ACCEPTANCE EVENTS LISTED IN THIS APPENDIX C ARE REQUIRED UNLESS SPECIFICALLY STATED OTHERWISE IN PART 3 (ENGINEERING) AND PART 7 (COMMISSIONING, TEST & TRIALS) OF SCHEDULE D1 (SOW).
	Design Reviews	Successful System Requirements Review Successful System Design Review Software Specification Review Successful Preliminary Design Review Successful Detailed Design Review Successful Test Readiness Review - FAT	
	FATs	Compliant VCRI Compliant FAT(E) Schedule Compliant Master Record Index Check Successful Physical Configuration Audit Successful Functional Configuration Audit Successful FAT(E) event Compliant FAT(E) Report Defects and observations cleared and completed to the satisfaction of the Purchaser acting reasonably	
	Inspection	Discretionary inspection of Equipment by the Purchaser's QC at the Supplier's manufacturing site following FAT(E)	
	HATs	Compliant HAT(E) Schedule Successful Test Readiness Review – HAT(E) Successful HAT(E) event Compliant HAT(E) Report Successful Test readiness Review – HAT(S) Compliant HAT(S) Schedule Successful HAT(S) Compliant HAT(S) Report Defects and observations cleared and completed to the satisfaction of the Purchaser acting reasonably	
	SATs	Compliant SAT(E) Schedule Successful Test Readiness Review – SAT(E) Successful SAT(E) event Compliant SAT(E) Report Successful Test readiness Review – SAT(S) Compliant SAT(S) Schedule Successful SAT(S) Compliant SAT(S) Report Defects and observations cleared and completed to the satisfaction of the Purchaser acting reasonably	

ARTICLES OF AGREEMENT – SUMMARY OF THE REQUIREMENTS

Appendix D Summary of the Statement of Requirements



Commercial			
Subcontract type?	[*]	Issued Property?	[Y/N]
Performance Bond?	[Y/N]	Parent Company Guarantee?	[Y/N]
		Dependencies?	[Y/N]
		Export Control License #	[*]
		TP Beneficiary?	[Y/N]
		INCOTERMS	[*]
Engineering			
SRR?	[Y/N]	SDR?	[Y/N]
DDR?	[Y/N]	MRI Check	[Y/N]
CDR?	[Y/N]	PDR?	[Y/N]
		SSR?	[Y/N]
		PCA?	[Y/N]
		TRR FAT?	[Y/N]
		MRI Check?	[Y/N]
		FCA?	[Y/N]
		FAT?	[Y/N]
Operations			
Installation on Ship?	[Y/N]	Supervision of installation on Ship?	[Y/N]
Training of Purchaser's staff	[Y/N]	Number of staff?	[*]
Location of training?	[*]	Installation Audit?	[Y/N]
		Duration of course?	[*]
		Support to Purchaser?	[Y/N]
		Purchaser's Premises	[Y/N]
Commissioning, Test & Trials			
Training of Purchaser's staff?	[Y/N]	Number of staff?	[*]
Setting To Work?	[Y/N]	Duration?	[Y/N]
HAT?	[Y/N]	Duration?	[*]
SAT?	[Y/N]	Duration?	[*]
Location of Training?	[*]	Duration of course?	[*]
		Number of Supplier staff?	[Y/N]
		Number of Supplier staff?	[*]
		Number of Supplier staff?	[*]
		Office space required?	[Y/N]
		Office space required?	[Y/N]
		Office space required?	[Y/N]
		Support to Commissioning?	[*]
		Special storage requirements?	[Y/N]
ILS/Support – Training (all durations are in Working Days)			
Ship Operator training?	[Y/N]	Duration?	[*]
Ship Maintenance training?	[*]	Duration?	[*]
Base Maintenance?	[*]	Duration?	[*]
Instructor Training?	[*]	Duration?	[*]
Location of training?	[*]	# of candidates?	[*]
		# of candidates?	[*]
		# of candidates?	[*]
		# of instructors?	[*]
		Training Aids and Devices?	[Y/N]
Equipment, Deliverable Software, On Loan Items, Spares etc...			
Equipment?	[Y/N]	On Loan Items?	[Y/N]
Commissioning Spares?	[Y/N]	HAT(E) Spares?	[Y/N]
COB Spares	[Y/N]	COB STTE?	[Y/N]
		Special Production Tooling?	[Y/N]
		SAT(E) Spares?	[Y/N]
		Base Spares?	[Y/N]
		Deliverable Software	[Y/N]
		Shore Test Facilities?	N
		Base STTE?	[Y/N]

ARTICLES OF AGREEMENT – SUPPLIER’S REQUIREMENTS (1)

Appendix F Supplier's Requirements

A. Issued Property

- 1 At the written request of the Supplier, the Purchaser has provided the Issued Property listed below in support of the Work or to be incorporated into the Equipment:



	Description	Serial #	Ver. #	Date	Value \$CAD	Location	Special Instructions
1	[*]	[*]	[*]	[*DDMMYY]	[*]	[*]	[*]



ARTICLES OF AGREEMENT – SUPPLIER’S REQUIREMENTS (2)

B. On Site Requirements for Each Ship

1	2	3	4	5	6	7	8	9
			Number of Supplier Personnel					
	Description of Activity	Duration	Number of personnel:	# personnel on site	Storage space	Weight Kilos	Workshop Space	Utilities
1	Installation of the Equipment on board a Ship (if required)	[*]	[*]	[*]	[*]	[*]	[*]	[*]
2	Setting the Equipment to Work (if required)	[*]	[*]	[*]	[*]	[*]	[*]	[*]
3	HAT(E)	[*]	[*]	[*]	[*]	[*]	[*]	[*]
4	HAT(S) (if required)	[*]	[*]	[*]	[*]	[*]	[*]	[*]
5	SAT(E)	[*]	[*]	[*]	[*]	[*]	[*]	[*]
6	SAT(S) (if required)	[*]	[*]	[*]	[*]	[*]	[*]	[*]
7	Demonstration at Sea	[*]	[*]	[*]	[*]	[*]	[*]	[*]
8	Other tests and trials	[*]	[*]	[*]	[*]	[*]	[*]	[*]

ARTICLES OF AGREEMENT – BACKGROUND INTELLECTUAL PROPERTY

Appendix G Supplier's Background IP Rights

- 1 1 The Supplier declares the following IP Rights relating to the Equipment and Deliverable Software as of the EDS. The declaration must also include Background Information and Background IP Rights owned, controlled or licensed by the Supplier's lower tier suppliers (i.e. Sub-subcontractors).

+

#	Title / Description	Serial #	Artefact Type	Originator of Artefact	Format of Artefact	IP Designation	IP Rights	Description of Rights	Export Approval	Further Info

ARTICLES OF AGREEMENT – DOCUMENTS FORMING THE SUBCONTRACT

Appendix I Documents Forming the Subcontract

- 1 The following documents form a part of the Subcontract.
- 2 If a document is invoked without limitation within one of the documents listed below, that referenced document is applicable in its entirety.
- 3 The Supplier shall not substitute or replace a referenced document with an issue date and/or revision date that is different to that invoked unless first approved, in writing, by the Purchaser's Subcontract Authority.
- 4 In the event of a conflict between a document listed below and an invoked document, the Supplier shall promptly Notify the Purchaser in accordance with Part 2 (Project Management) of Schedule D1 (SOW) requesting clarification of the potential conflict and direction if appropriate.

	Rev	Document reference
Articles of Agreement (including Annexes A to K inclusive)	1	[1]
Schedule A: General Conditions	1	[1]
Schedule B1: End User's Requirements, VCRI and Compliance Matrix	1	[1]
Schedule B2: Purchaser's Requirements, VCRI and Compliance Matrix	1	[1]
Schedule B3: General Technical Requirements, VCRI and Compliance Matrix	1	[1]
Schedule B4: Interface Requirements, VCRI and Compliance Matrix	1	[1]
Schedule B5: ILS Requirements and Compliance Matrix	1	[1]
Schedule C: Supplier's Specifications and VCRI	[1]	[1]
Schedule D1: Statement of Work	NA	[1]
Part 1: Introduction	1	[1]
Part 2: Project Management	1	[1]
Part 3: Engineering	1	[1]
Part 4: Integrated Logistics Support	1	[1]
Part 5: Quality Assurance	1	[1]
Part 6: Operations	1	[1]
Part 7: Commissioning, Test & Trials	1	[1]
Part 8: Finance	1	[1]
Part 9: Security	1	[1]
Part 10: HSE	1	[1]
Part 11: Industrial and Regional Benefits	1	[1]
Part 12: Logistics	1	[1]
Part 13: IT/IM	1	[1]
Schedule D2: SDRLs	NA	NA

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

B1 – END USER’S TECHNICAL REQUIREMENTS

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	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

B2 – PURCHASER’S TECHNICAL REQUIREMENTS

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	Compliant	Noted	Acceptance Events							Criteria	Condition	Remarks Comments	Reqd By	Test Type	Customer Approval	
					Yes	No	D/R	FAT	ET	SBT	HAT	SAT	CT							
B2-71	-		1.2.3.4	Two options for propeller shaft bearings and stern tubes are under consideration. One is oil lubricated bearings with an oil filled external stern tube and the other is water lubricated bearings with or without an external stern tube.	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑	☑

B3 THROUGH B5 TECHNICAL REQUIREMENTS

➤ 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

Supplier’s Solution to the Technical Requirements

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						

SCHEDULE D1 (SOW), D2 (SDRL) AND SCHEDULE D3 (DIDS)

Example: Operations SOW

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...):

SOWS, SDRLS AND DIDS (CONT.)

Example: Operations SDRL

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.		PoD	Purchaser's Ref #	Remarks
									xH	S			
SECTION A - GENERAL													
1-49	Reserved	-	-	-	-	-	-	-	-	-	-	-	-
SECTION B – THE DESIGN PHASE													
50	OPS201	OPS201	Installation Instructions	D1.P6.50	30	-	3MEDS	-	-	-	DC	VSY-11	-
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-11	-
101	OPS203	OPS203	Test Report	D1.P6.106	30	-	AR	AR	-	S	DC	VSY-11	-



SOW, SDRL AND DIDS (CONT.)

EXAMPLE: Operations DID

Installation Instructions

OPS201

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
- 5 ~~safety~~ notices and warnings.

SCHEDULE F – HIGH LEVEL SUPPLIER’S SCHEDULE

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 G1 - FINANCIAL ARRANGEMENTS (MILESTONE EXAMPLE)

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."

SCHEDULE G2 – PRICE ITEMIZATION, ETC...

Schedule G2 Price Itemization, Charge Out Rates and Option Prices

G2.50 **Charge Out Rates** **Section B... Charge Out Rates, Travel and Escalation**

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].

SCHEDULE G2 – PRICE ITEMIZATION, ETC...

Schedule G2 Price Itemization, Charge Out Rates and Option Prices

Section C.2.2 Options

G2.100 Options

- 1 One or more of the Options listed below may be exercised by Canada or the Purchaser by Notification to the Supplier before the expiry of the indicated Validity Dates - Options
- 2 Options are to be stated in original currencies. If mixed currencies are used, the Supplier shall indicate percentages of each currency for each Option.



Option	Description	Option Price	Validity Date - Options 17:00 hrs. Pacific Time
<p>Phase 1 The Design Phase</p>	<p>Fixed Firm Price (FFP) in original currencies for:</p> <ol style="list-style-type: none"> 1. the Licensing of the Supplier's IP rights as described in Schedule A (General Conditions) for the Design Phase and Build Phase; 2. Services as described in each Part of Schedule D1 (SOW) under the titles: Section A – General, and Section B – The Design Phase; 3. Data Items as described in each Part of Schedule D1 (SOW), Schedule D2 (SDRL) and Schedule D3 (DIDs) under the titles in each Part: Section A – General, and Section B - The Design Phase; 4. Deliverable Software (if any) as set out in Schedule E (Ship Equipment, On Loan Items, SPT, Deliverable Software and Spares); 5. Build Slots to support delivery of the Equipment, Deliverable Software and Spares listed in Schedule E (Ship Equipment, On Loan Items, SPT, Deliverable Software and Spares) by the following Delivery Dates: <ul style="list-style-type: none"> (a) for Ship 1: [* DDMMYY]; (b) for Ship 2: [* DDMMYY]; and (c) for Ship 3: [* DDMMYY]; 6. Warranty, as described in Schedule A (General Conditions) for the Services performed and Deliverable Software and Data Items delivered under Phase 1 for the Warranty Period defined in section 1 of the Articles of Agreement; 7. unconditional, legally binding, irrevocable Options open for acceptance by the Purchaser, in writing, up to 17:00 hrs. Pacific Time on the following dates: <ul style="list-style-type: none"> Option 1: Phase 2 - The Build Phase for Ship 1: [* DDMMYY]; Option 2: Phase 3 - The Build Phase for Ship 1 and Ship 2: [* DDMMYY] and [* DDMMYY]; Option 3: Phase 4 - The Build Phase for Ship 3: [* DDMMYY]; 8. sections 1 to 7 above are to be Priced and proposed on the basis of the terms and conditions set out in the Articles of Agreement and Schedule A (General Conditions); 9. Supplier's Level 1 Schedule (Schedule F) for Phases 1 to 4 inclusive; and 10. the Proposal shall be irrevocable and remain open for acceptance by the Purchaser for a period not less than one hundred and twenty (120) calendar days following the Proposal Closing Date and Time 	-	-

Anatomy of the Request for Proposal

THE RFP

The RFP provides the Bidder with instructions on what Goods and/or Services VSY is going to market for.

➤ The focus here is on the main areas:

- Conditions
- Attachments
- Instructions to Bidders
- How to complete the Proposal documents (BDRL)
- BDRL Response

ATTACHMENTS

The RFP consist of the following:

➤ Conditions

- Section 1 – Introduction and Statement of Requirements
- Section 2 – Proposal Preparation
- Section 3 – Competitive Selection Process
- Section 4 – Instructions
 - Attachment A - Statement of Requirements
 - Attachment B - Bidder's Data Requirements List
 - Attachment C - General Questionnaire
 - Attachment D - Software Questionnaire
 - Attachment E - Integrated Logistic Support Capabilities Questionnaire
 - Attachment F - (CCV Form)
 - Attachment G - Enquiry Form

➤ Bidder's Data Requirements List (BDRL)

- Price Analysis Sheet
- Schedule E
- Compliance Matrices
- Completed Questionnaires

INSTRUCTIONS TO BIDDERS

Instructions for the completion of the RFP

SECTION 4 – INSTRUCTIONS

42. General

42.1 The Bidder is reminded:

42.1.1 to complete and return the RFP Acknowledgment Form;

42.1.2 at this stage, the RFP is intended to lead to the placement of the Resulting Subcontract for Phase 1 – The Design Phase only (see Attachment A to this RFP (Statement of Requirements for the RFP)) (however, to support the Proposal evaluation process, pricing data, and completed VCRI's, compliance matrices and questionnaires must also be provided for any Build Phase that may be awarded subsequently under the same Resulting Subcontract);

42.1.3 in the event that the Bidder is required to disclose the Technical Requirements to its lower tier suppliers in order to support its Proposal, it must, prior to any disclosure, comply with section 3.4.

42.1.4 in the event that the Proposal contains any classified or restricted data, the Bidder must comply with section 15; and

42.1.5 all pricing information provided may be subject to audit by the Government of Canada (see section 14.2 of the Resulting Subcontract).

42.2 The Proposal must be made strictly in accordance with this RFP, the composition and format of which is detailed in these instructions. Failure to observe these requirements may result in the Proposal or part thereof being excluded from consideration by the Purchaser.

42.3 With the exception of the Bidder's covering letter and to the greatest extent possible, the Bidder's company logo, name or identification relating to employees, agents, lower tier suppliers, companies or similar shall not be included in its response to this RFP.

Proposal

HOW TO COMPLETE THE PROPOSAL DOCUMENTS

The Bidder's Data Requirements List (BDRL) lays out how the Proposal is to be submitted.

Bidders please note the documents to be used for submitting your Bid are found in the Form of Proposal folder provided. Ensure you complete all the documents found in the folder and submit in the native format (eg. Excel or word) DO NOT submit in your own format or in PDF.

ATTACHMENT B – BIDDER'S DATA REQUIREMENTS LIST

The Bidder must submit the following documents forming the Proposal:

Volume	Cover	Requirements
Volume 0	Cover	Covering letter, executive summary and qualifications and experience;
Volume 1	Introduction	(a) completed Compliance Matrix for Part 1 (Introduction) of Schedule D1 (SOW), Schedule D2 (SDRL) and Schedule D3 (DIDs);
Volume 2	Project Management	(a) completed End Use Certificates and Non-Disclosure Agreements (only if required to prepare the Proposal); (b) completed Attachment H (General Questionnaire) of the RFP; (c) completed Compliance Matrix for Part 2 (Project Management) of Schedule D1 (SOW), Schedule D2 (SDRL) and Schedule D3 (DIDs); (d) inclusion of Supplier's Level 1 Schedules for Phases 1 to 4 of the Project (see Schedule F of the Resulting Subcontract) (this is an intentional repeat of section (h) under Technical); and (e) any other supporting documentation.
Volume 3	Engineering	(a) declaration as to Maturity of the Solution (see section 1 of the Articles of Agreement); (b) completed Schedules B1 to B4 inclusive (VCRI and Compliance Matrices) of the Resulting Subcontract; (c) inclusion of Supplier's Specifications; (d) completed VCRI for Schedule C (Supplier's Specifications and VCRI) of the Resulting Subcontract; (e) completed Software Questionnaire (see Section A to Attachment F of this RFP); (f) completed Equipment Security Questionnaire (see Section B to Attachment F of this RFP); (g) completed Compliance Matrices for Part 3 (Engineering) and Part 7 (Commissioning, Test & Trials) of Schedule D1 (SOW), Schedule D2 (SDRL) and Schedule D3 (DIDs); (h) inclusion of Supplier's Level 1 Schedules for Phases 1 to 4 of the Project (see Schedule F of the Resulting Subcontract); and (i) any supporting technical documentation
Volume 4	ILS	(a) declaration as to Maturity of the Solution (see section 1 of the Articles of Agreement) (this is an intentional repeat of section (a) under Technical); (b) completed Attachment G of this RFP (ILS Support Capabilities Questionnaire) and required supporting documentation, specifically including manuals/publications; (c) completed Compliance Matrix for Part 4 (ILS) of Schedule D1 (SOW), Schedule D2 (SDRL) and Schedule D3 (DIDs); (d) inclusion of Supplier's Level 1 Schedules for Phases 1 to 4 of the Project (see Schedule F of the Resulting Subcontract) (this is an intentional repeat of section (h) under Technical); and (e) any other supporting ILS documentation;
Volume 5	Quality Assurance	(a) completed Compliance Matrix for Part 5 (Quality Assurance) of Schedule D1 (SOW), Schedule D2 (SDRL) and Schedule D3 (DIDs);

HOW TO COMPLETE THE PROPOSAL DOCUMENTS

Volume 6	Operations	(a) completed Compliance Matrix for Part 6 (Operations) of Schedule D1 (SOW), Schedule D2 (SDRL) and Schedule D3 (DIDs);
Volume 7	Commissioning	(a) completed Compliance Matrix for Part 5 (Commissioning) of Schedule D1 (SOW), Schedule D2 (SDRL) and Schedule D3 (DIDs);
Volume 8	Finance	(a) completed Price Analysis Sheets (PAS); (b) completed Schedule E (Ship Equipment List, On Loan Items, SPT and Spares); (c) completed Price Roll Up; (d) completed Schedule G1 (Financial Arrangements) Milestone Payment Plan; (e) completed Section B of Schedule G2 (Charge Out Rates); (f) proposed escalation indices after first two (2) years;; (g) completed Pricing of Section C of Schedule G2 (Options) (h) completed Compliance Matrix for Part 8 (Finance) of Schedule D1 (SOW), Schedule D2 (SDRL) and Schedule D3 (DIDs); and (i) any other financial information relating to the Bidder.
Volume 9	Security	(a) completed Compliance Matrix for Part 9 (Security) of Schedule D1 (SOW), Schedule D2 (SDRL) and Schedule D3 (DIDs);
Volume 10	Health, Safety & Environment	(a) completed Compliance Matrix for Part 10 (Health, Safety & Environment) of Schedule D1 (SOW), Schedule D2 (SDRL) and Schedule D3 (DIDs);
Volume 11	Industrial and Regional Benefits	(a) completed Attachment I of this RFP (CCV Form); (b) completed Compliance Matrix for Part 11 (IRB) of Schedule D1 (SOW), Schedule D2 (SDRL) and Schedule D3 (DIDs); and (c) any other supporting documentation.
Volume 12	Logistics	(a) completed Compliance Matrix for Part 12 (Logistics) of Schedule D1 (SOW), Schedule D2 (SDRL) and Schedule D3 (DIDs);
Volume 13	IT IM	(a) completed Compliance Matrix for Part 13 (IT IM) of Schedule D1 (SOW), Schedule D2 (SDRL) and Schedule D3 (DIDs);
Volume 14	Alternative	Repeat structure of Volumes 2 to 13 inclusive

SCHEDULE E – LISTS OF EQUIPMENT, SOFTWARE AND SPARES

Lead Times (all in calendar days)															
Negotiation Time															
Manufacturing Time															
Shipping Lead Time															
Customs Clearance Lead Time															
Composite Lead Time															

SHIP 1	SWBS:	[*]													
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	

SLIN	Deliverable to Purchaser's Warehouse	Breakdown Structure of the Equipment						Description of the Equipment						
		Level						Description (NATO name if codified)	Supplier's Part Number	Supplier's CAGE Code	OEM Part Number	OEM Model Number	OEM CAGE Code	NATO Stock Number
		1	2	3	4	5	6							
1	Winch, General Purpose	x	[*]	[*]	[*]	[*]	[*]	[*]	[*]	[*]	[*]	[*]	[*]	[*]
2	GP Winch Fixed Sheave,		x											
3	GP Winch Flagging Sheave,			x										

PRICE ANALYSIS SHEETS

The Pricing Analysis Sheet is broken up between a Design and Build Phase

Price Analysis Sheet - Phase 1 - The Design Phase SOW

Equipment: [* Description of the Equipment]

SWBS #: [*]

PRICE BASIS: Fixed Firm Price (original currencies)

SUPPLIER N: [*]
 QUOTE DATE: [*]
 QUOTE REF: [*]

INSTRUCTION: If more than one person works at a task, then multiple man hour rates must be recorded. Please add columns as required see example E, F, G and H items highlighted in blue. (You can alter the Headings for these columns and add columns as required). The rates must reflect the Rate Table set out in section B of Schedule G2 of the Subcontract. Note no blended rates are allowed. The Travel hours cost and travel costs are the costs for all parties traveling. VSY

SWBS #	SOW Reference	Activity	Year		2016		2017		1	2	3	4	5	6	7	8	9
			\$100.00	\$120.00	\$110.00	\$125.00											
			Senior Engineer (example)	Engineer (example)	Senior Engineer (example)	Engineer (example)											
				Manhours	Labour Cost	Other Direct Cost	Travel Hours	Travel Hour Cost	Travel Cost	Total Cost	Profit/Fee	Total					
[* Name of Equipment] [* SWBS number]																	
Part 1 Introduction SOW, SDRs and DRs Section A General and Section B - The Design Phase																	
SWBS #	D1.P1.2	Example Scope	18	15	11	11	105 hrs	\$12,350.00	\$ -	20 hrs	\$ 2,000.00	\$ 15,000.00	\$ 29,350.00	10%	\$ 32,285.00		
SWBS #	D1.P1.2	Scope	[*]	[*]	[*]	[*]								#VALUE!	[*]	#VALUE!	
SWBS #	D1.P1.3	Draft Hours	[*]	[*]	[*]	[*]								#VALUE!	[*]	#VALUE!	
SWBS #	D1.P1.4	General Requirements for Draft Hours	[*]	[*]	[*]	[*]								#VALUE!	[*]	#VALUE!	
SWBS #	D1.P1.5	Control Instructions	[*]	[*]	[*]	[*]								#VALUE!	[*]	#VALUE!	
SWBS #	D1.P1.6	Use of Existing Data	[*]	[*]	[*]	[*]								#VALUE!	[*]	#VALUE!	
SWBS #	D1.P1.7	Draft Hour Covers Skel	[*]	[*]	[*]	[*]								#VALUE!	[*]	#VALUE!	
SWBS #	D1.P1.8	Draft Hour Review	[*]	[*]	[*]	[*]								#VALUE!	[*]	#VALUE!	
SWBS #	D1.P1.9	Assessment of Draft Hours	[*]	[*]	[*]	[*]								#VALUE!	[*]	#VALUE!	
SWBS #	D1.P1.10	Point of Delivery	[*]	[*]	[*]	[*]								#VALUE!	[*]	#VALUE!	
SWBS #	D1.P1.11	Draft Hours Delivered Under Subcontract Change Order	[*]	[*]	[*]	[*]								#VALUE!	[*]	#VALUE!	
SWBS #	D1.P1.12	Draft Hour Update	[*]	[*]	[*]	[*]								#VALUE!	[*]	#VALUE!	

COMPLIANCE MATRICES

Compliance Matrix SOW - Phase 1 - The Design Phase



Equipment:		[* Description of the Equipment]			
SWBS #		[* insert SWBS number]			
SWBS #	SOW Reference	Activity	Compliance Matrix		Comments
	Part 2	Project Management SOW, SDRLs and DIDs	[*]	[*]	
		Section A General and Section B - The Design Phase	[*]	[*]	
SWBS #	D1.P2.2	Project Management	[*]	[*]	
SWBS #	D1.P2.3	Representative of the Supplier	[*]	[*]	
SWBS #	D1.P2.4	Change to Representative of the Supplier	[*]	[*]	
SWBS #	D1.P2.5	Correspondence	[*]	[*]	
SWBS #	D1.P2.6	Parent Company Guarantee	[*]	[*]	
SWBS #	D1.P2.7	Proof of Insurace	[*]	[*]	
SWBS #	D1.P2.8	Ambiguities, Inconsistancies or Conflits Advice	[*]	[*]	
SWBS #	D1.P2.9	Direction or Instruction	[*]	[*]	
SWBS #	D1.P2.10	PFX and CFX	[*]	[*]	
SWBS #	D1.P2.11	Obsolescence Advise	[*]	[*]	
SWBS #	D1.P2.12	Discontinuance Advice	[*]	[*]	
SWBS #	D1.P2.13	Hold, Witness and Review Point Advice	[*]	[*]	

SOFTWARE QUESTIONNAIRE

Section A... Equipment Software Questionnaire

Item #	Question	Response Yes/No
Q1	Does your Equipment contain embedded Software?	Insert Yes or No
	If 'No', the questionnaire is complete. Please sign below.	
	If 'Yes', please complete the rest of the questionnaire:	
Q2	Is the Software Off the Shelf (OTS)?	Insert Yes or No
	If 'Yes', go to Q3.	
	If 'No', go to Q5	
	Off the Shelf Software	
Q3	Provide a detailed description:	Insert detailed description
Q4	What validation and verification was carried out on the Software?	Insert validation and verification activities
Q5	How much tailoring would be required, in % terms to satisfy the Technical Requirements?	%
	If 0%, then go to Q9	
	If > than 1%, please give brief description of what is required:	Insert brief description
	Bespoke and Modified OTS Software	
Q6	What is the estimated number of lines of code required to complete the Software to satisfy the Technical Requirements?	Insert number of lines of code
Q7	Provide a description of the Intended Software life cycle including validation and verification?	Insert description
Q8	What experiences have you in writing Software in this arena? Provide examples:	Insert experience and examples
	General	
Q9	Is the Software implementing any safety functions?	Insert Yes or No
	If 'Yes', please describe what is being implemented and how:	Insert description
Q10	What interfaces does the Software have? Give full name and release for all interfaces:	Insert description of interfaces
Q11	Are you ISO 9001 accredited?	Insert Yes or No
Q12	What is your CMMI level?	Insert level
Q13	Provide any other relevant information:	Insert other relevant information



INDUSTRIAL AND REGIONAL BENEFITS (IRB)

Susan Jin
Manger, IRB and VP
sjin@seaspan.com



WHAT IS IRB?

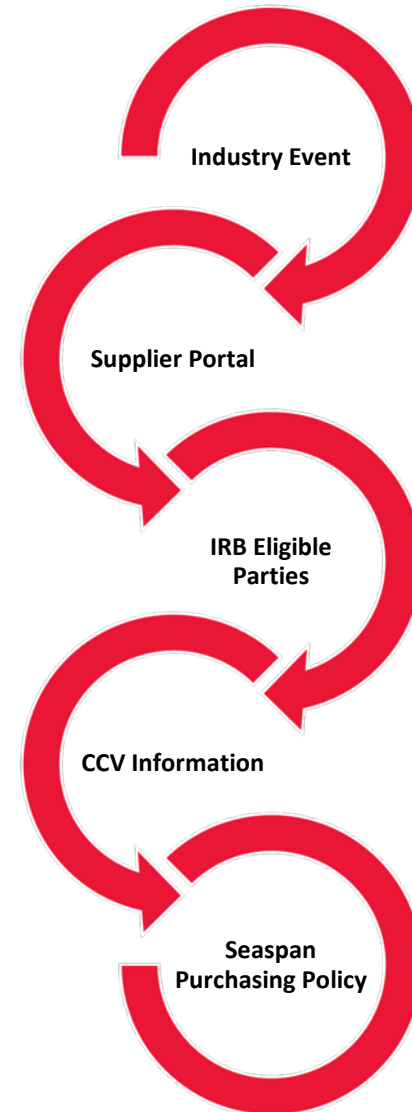
- Canada's Industrial and Regional Benefits (IRB) Policy ensures that Canadian industry **benefits** from Government defence and security procurement. The IRB Policy requires companies to undertake business activities in Canada **valued at 100 percent of the value of the defence or security contract** 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.
- On Feb 5th 2014, a new Defence Procurement Strategy (DPS) was announced, under DPS, the IRB Policy transformed into the Industrial Technological Benefits (**ITB**) Policy. However, Seaspan's current projects and programs will remain **governed by the IRB policy**.

CANADA/SEASPAN'S IRB OBJECTIVES

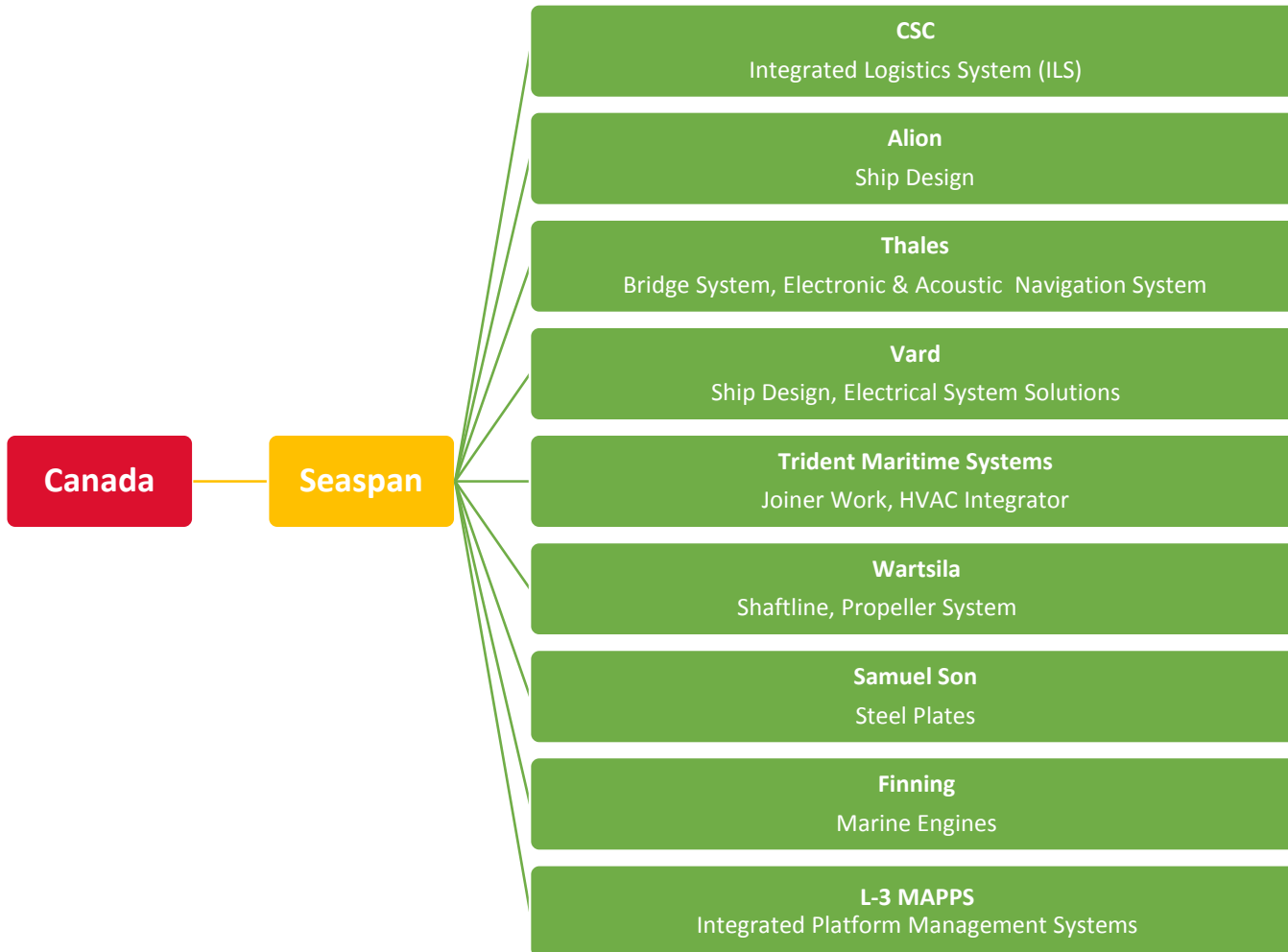
- **Long-lasting impacts** on **Canadian industry** in capabilities, knowledge, advanced technologies and markets;
- Enhancement of Canadian capability to **undertake other work of a similar nature**;
- Long term quality improvements to the capability, capacity, international competitiveness and growth potential of Canadian Firms **in all regions**;
- Participation of Canadian **Small and Medium Businesses (SMB)** to increase their competitiveness and export market access;
- Maximize High Quality, low risk, **Direct IRB activities** associated with the delivery of the Work on the Project;
- Participation of Canadian Industry in high quality, low risk **Indirect IRB activities** as the same level of technology or higher as the work on the project.

SEASPAN IRB PROGRAM OVERVIEW

- Seaspan currently has IRB obligations under the **NSS** projects at Vancouver Shipyards (VSY), **FELEX** and **VISSC** projects at Victoria Shipyards (VSL) with an average achievement rate of **100%**;
- Seaspan IRB function oversees IRB programs at the corporate level with system and processes in place to ensure the success of Canada's IRB policy.
- Industrial and Regional Benefits requirements are incorporated in the Model Contract Pack.
- Depends on the supply scope, you may be required to: 1) accept Canada's IRB terms and conditions flow down and all the reporting duties, or 2) provide your Canadian Content Value information



IRB ELIGIBLE PARTIES



CONTACTS

ISED team for NSPS Non-Combat Package:	Seaspan IRB Team:
--	-------------------

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Nathalie.Couture@ic.gc.ca
 Richard Lincoln, IRB Manager,
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Susan Jin, IRB Manager, sjin@seaspan.com
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Regional Development Agencies:	Eligible Party IRB Contacts:
--------------------------------	------------------------------

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