

# Industry Day FAQs (1 of 4)



Category	Frequently Asked Question	Proposed Answer
1) CCV	1.1) Can community groups receive funding or services, and Irving can use it as part of their ITB obligations?	Yes, if it falls within the eligibility criteria for approved ITB Transactions outlined by ISED in their model Terms and Conditions.
	1.2) Does Irving have an indigenous engagement strategy associated with the CSC program?	We are working directly with the local and national indigenous organizations to communicate our program requirements on CSC. We also have a broader Diversity and Inclusion policy that applies to all our programs.
	1.3) What are ITBs?	Industrial and Technological Benefits (ITB) is a national policy to ensure that Canadian Content Value is a requirement on major capital defence acquisitions.
2) CSC Program	2.1) Can you elaborate on the ship schedule?	<p>The CSC design is currently in the Preliminary Design Phase and is at least two years away from being ready to support construction of the first ship. Preparation and planning activities have begun for a potential Production Test Module to validate key design and manufacturing processes in advance of cutting steel on ship 1.</p> <p>The details of the CSC procurement schedule are currently being refined to ensure they support both design and construction activities. ISI expects to begin releasing RFPs in early 2022 and on a rolling basis.</p> <p>With high confidence, we can say we are set on delivering 15 of the Type 26 ships</p>
	2.2) How much change is expected vs the UK variant? That could tell us if there are opportunities in certain areas or lack thereof in others.	The Platform Systems on CSC are estimated to be 80% common with the Type 26 systems. On these common systems, there will still be many opportunities to participate either directly with ISI, or indirectly with another supplier.
	2.3) Will Irving acquire and deliver training systems for the CSC ship class? If so, when do you anticipate industry engagements for Training solutions?	Development of the CSC training strategy, requirements, and solution is part of ISI scope. Delivery of training beyond initial cadre training prior to ship delivery has not yet been decided.
	2.4) Upon initial commissioning of equipment, How do you see the training of the Navy being rolled out? How closely will the OEMs be involved in providing this training?	The training strategy, requirements, and solution for CSC is currently being developed. However, it is reasonable to assume that OEM's will be involved in supporting delivery of the training materials and training itself in some way.
	2.5) Considering the number of ships to be built and the tight schedule to deliver, wouldn't it make sense to tap in the immense production capacity of the soon to be third strategic partner under the National Shipbuilding Strategy (Davie), as a subcontractor, to ensure Irving's programs are a success?	ISI was selected as the builder of Canadian combat ships under the NSS and it is our intention to deliver all 15 CSC ships from the shipyard in Halifax.

# Industry Day FAQs (2 of 4)



Category	Frequently Asked Question	Proposed Answer
<b>3) Event Logistics</b>	3.1) How many people attended Virtual Industry Day?	547 participants attended the event
<b>4) Jaggaer</b>	4.1) How do I know if I signed up correctly on the Supplier Registry platform? I signed up over a month ago and have not seen any responses or emails back.	If you registered on the platform, we would have your information to disseminate information. For any issues or questions, please contact <a href="mailto:alonsoruiz.daniela@irvingshipbuilding.com">alonsoruiz.daniela@irvingshipbuilding.com</a>
<b>5) Recording and Content</b>	5.1) Is the presentation going to be made available?	Yes. The recording of the presentation as well as the ISI and BAE videos that were shared during the call are posted on ISI's website and shipsforcanada.ca
<b>6) Supplier Support</b>	6.1) Where there are cost challenges routing OEM activity from current mature supply chains towards Canadian vendors, what is the target value proposition? Is it preferable to focus on through life service support versus unit cost for each shipset of equipment (which may be prohibitively expensive)?	The evaluation of each system for direct and indirect opportunities for Canadian suppliers will include consideration of value to Canada. This includes increased technological capability and Canadian content. Programmatic elements are also considered including cost, schedule and risk of change.
<b>7) Survey</b>	7.1) The survey does not address my system, what do I do?	We are currently evaluating the 215 platform systems - we will keep you in mind for when those systems become relevant. Feel free to email your capabilities to <a href="mailto:Plamondon.Aaron@irvingshipbuilding.com">Plamondon.Aaron@irvingshipbuilding.com</a>
	7.2) Will the survey allow us to define our capabilities and expertise?	They survey has free response boxes to allow for additional detail around capabilities and expertise.
	7.3) Will Irving be sharing the survey responses from Indirect suppliers with the OEM partners?	Yes. For suppliers that have given permission to share contact information, the intent is to share this capability data gathered from the surveys and the supplier contact information. This will support the growth of these indirect opportunities.

# Industry Day FAQs (3 of 4)



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8) System-Specific	8.1) Although a new platform, how are the platform systems scrutinized against current RCN technical requirements? For example, equipment meeting Green Procurement strategy, or other performance policies that are already in place.	All systems to be incorporated into CSC will meet the technical and performance requirements determined by the warship designer and the customer.
	8.2) Is ISI interested in product X?	We are constantly evaluating the range of support options for systems, whether it is increasing ITB for a known major equipment OEM or partnering with domestic supplier for end-to-end system delivery  We are currently evaluating the 215 platform systems - we will keep you in mind for when those systems become relevant. Feel free to email your capabilities to <a href="mailto:Plamondon.Aaron@irvingshipbuilding.com">Plamondon.Aaron@irvingshipbuilding.com</a>
	8.3) Is there a full bill of materials that are already set in stone for this project?	The CSC Program is still in Preliminary Design and the bill of materials available with ISI is commensurate with this phase of activity.
	8.4) Once the equipment is supplied by the qualified supplier, what future ILS components will the supplier be responsive to and what does the Life Cycle Management of that supplied equipment look like under a long-term sustainability-based model? (i.e., Third level “In Service Support” contract, will this be a separate bid process for equipment support or will it be bid with initial provisioning of the equipment?)	Initial Procurement activities within ISI are focused on design and ship-build phases and do not include supportability elements.
	8.5) What certifications and requirements do I need? What security requirements will be needed?	Requirements (including security) and certifications are specific to the nature of the systems being considered. We are currently evaluating the 215 platform systems and will communicate detailed security requirements as part of the RFP process.  Generally, since these platform systems have military and national security significance, suppliers may be required to be registered for the <a href="#">Canadian Controlled Goods Program</a> and the <a href="#">Contract Security Program</a> . We recommend suppliers register for both programs in preparation for the RFP process – there is no direct cost to register.
	8.6) Will you be looking for equipment that is in keeping with the RCN’s “Digital Navy Strategy”? Should it be at least a consideration?	Requirements for the systems will be made known to those companies demonstrating the requisite capabilities.

# Industry Day FAQs (4 of 4)



Category	Frequently Asked Question	Proposed Answer
<b>9) Vendor Selection Approach</b>	9.1) Am I too small to be bidding on work for aerospace and defense companies (Irving)	No company is too small, we are exploring the Canadian Industrial Base, which includes small organizations
	9.2) Does Fleetway's procurement services and Irving's other shipyards go through Irving, or do they have their own system?	Fleetway, and other separate companies have their own Procurement systems.
	9.3) How do I connect with current Type 26 suppliers?	We can supply a contact name for each Type 26 supplier. Please request a specific component.
	9.4) How do I get noticed by ISI?	Be on the lookout for RFI communications, sign up on Jaggaer, complete the Qualtrics survey, complete follow up calls (if requested)  We believe a lot of the match making with major equipment OEMs has already happened, but for those who may be unaware of who the OEM is and would like ISI to open that channel, we can certainly help with that.
	9.5) Is the Vendor Performance Management by PSPC taken into consideration for CSC procurements. What is their specific advice for a Canadian small/medium sized company like ours to succeed in this process?	Any existing vendor performance information available to ISI through this process will be considered. A focus for small/medium business could be to demonstrate how your existing capability matches the technical requirements expected for CSC and further, how your technology development / investment strategy in Canada will expand over time to meet the increased demands of this program (concurrent ships, etc.).
	9.6) It is nice to see Canadian suppliers being given the opportunity to bid on some requirements. Can you tell us what happened to some of the original suppliers, for example Detegasa?	Information related to existing or previous suppliers will not be made available.
	9.7) When will Jaggaer go live with RFQs and RFPs, and when will System X be up for supply?	The details of the CSC procurement schedule are currently being refined to ensure they support both design and construction activities. ISI expects to begin releasing RFPs in early 2022, on a rolling basis