

Request for Proposal

Atlantic Alliance of Aerospace and Defence Associations Feasibility Study For the Development of an Unmanned Systems Research Park in Atlantic Canada

Issued by the
AEROSPACE & DEFENCE INDUSTRIES ASSOCIATION OF NOVA
SCOTIA (ADIANS)

on behalf of the

Atlantic Alliance of Aerospace and Defence Associations
(AAADA)



AAADA Feasibility Study for Development of UMS Research Park in Atlantic Canada

Request for Proposal

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1. Person to Whom Enquiries Shall be Directed

Catherine MacDonald
Managing Director
Aerospace and Defence Industries Association of Nova Scotia (ADIANS)
Phone: (902) 425.0070
Email: Catherine.MacDonald@adians.ca

2. Location of Project

The project will be located throughout the Atlantic Region.

3. Project Timeline

The project is deemed to be completed upon receipt of deliverables as outlined in the SOW/RFP required for August, 2012.

4. Project Concept

The Aerospace and Defence Industries Association of Nova Scotia (ADIANS), on behalf of the Atlantic Alliance of Aerospace and Defence Associations (AAADA), is issuing this RFP to solicit competitive bids for professional services of a consultant(s) with extensive knowledge of unmanned vehicle technologies and the future prospects for these technologies in terms of both industry development, as well as, their potential to enhance the Regions' economic development opportunities in the aerospace, defence and security sector and to advance the innovation agenda.

Specifically, the purpose of the study is to determine the feasibility of developing an unmanned systems technology research park in Atlantic Canada to expand the ability of international companies to conduct research and development, product testing and systems integration in the region. The feasibility study will assess the capacity of underutilized airports and associated airport infrastructure within Atlantic Canada to be developed into an unmanned systems research and development, and flight testing centre of excellence.

5. Role of the ADIANS

The Aerospace & Defence Industries Association of Nova Scotia (ADIANS) will project manage the study and form a steering committee to oversee the project.

6. Project Objectives

The objective of the study will be to assess the viability of airports in Atlantic Canada to support the development of an unmanned systems research park. This study will help to ensure that all of the partners have a credible, rigorous and reliable set of information to determine the next steps in progress the development of this facility in Atlantic Canada. The outcomes of this project may provide incentive for further work with various prime contractors with IRB obligations to the Crown.

7. Deliverables

The study will include

- ⤴ Assessment and evaluation of local facilities;
- ⤴ Assessment of success factors of similar facilities;
- ⤴ Determination if development of a park would be commercially viable;
- ⤴ Identification of investment required to develop a unmanned systems research park;
- ⤴ Identification of potential funding partners; and
- ⤴ Proposed next steps.

8. Financial/Price Proposal re: Project Plan

Outline the pricing components as they pertain to the elements below required to complete the Study;

ITEM	TASK	START	FINISH	# OF DAYS
1	Assessment and evaluation of local facilities			
2	Assessment of success factors of similar facilities			
3	Determination if development of a park would be commercially viable			
4	Identification of investment required to develop an unmanned systems research park			
5	Identification of potential funding partners			
6	Proposed Next Steps			
Total				

The contractor shall be reimbursed for travel expenses for required travel (provide estimate of anticipated number of travel days), with the basis of these costs in accordance with current Treasury Board Travel and Living Guidelines, other direct charges (materials, supplies, components) and other incidental expenses. Also, indicate whether items are likely to be used or consumed during the course of the work. Identify any other direct charges anticipated such as long distance communication, printing etc. The total estimated price (excluding HST/GST) and the Harmonized or Goods and Services Taxes must be identified separately.

Payment will be made upon the contractor submitting invoices with supporting documentation in a form satisfactory to ADIANS.

9. Evaluation of Proposals

Specific weighting factors to be used in evaluating bids, will, among other criteria, place a premium on securing the services of a consulting company that has a strong and demonstrable knowledge of industry in the Atlantic Region, and a presence in the region.

Proposal should include company prospectus, services offered and background and experience of qualified personnel relating to similar project initiatives.

10. Submission of Proposals

Proposal must be clearly marked **Request for Proposals – Feasibility Study For the Development of an Unmanned Systems Research Park in Atlantic Canada** and received no later than 4:00 p.m. Atlantic Standard Time on Wednesday, May 2nd, 2012.

Bidders are requested to submit a sealed proposal ***containing two (2) original hard copies and one (1) electronic copy to:***

Catherine MacDonald
Managing Director
ADIANS
TD Centre
1791 Barrington Street, Suite 300
Halifax, Nova Scotia
B3J 3K9

Email: Catherine.MacDonald@adians.ca

Note to Bidders: ADIANS reserves the right to refuse any, or all submissions.

Statement of Work

**A feasibility Study
For the Development of an
Unmanned Systems Research Park in Atlantic Canada**

Preamble and Overview:

The Atlantic Alliance of Aerospace and Defence Associations, AAADA, now branded as the *Atlantic Alliance* (www.atlanticalliance.ca), is consolidating its important leadership role as the regional voice and facilitator for strategic A&D industry management and growth and its recognized effectiveness as a vehicle for harmonizing the promotion and advancement of the sector on the global stage. Operating under the tag line, ***Strength in Teamwork. Trusted Worldwide***, speaks directly to the issue that AAADA works in close collaboration with its member industry associations and regional and provincial government partners to advance the A&D Sector. Issues of strategic and regional importance for the sector and of industry-wide significance are largely the partnership domain of AAADA to lead.

A feasibility study for the development of an unmanned systems research park in Atlantic Canada is such an issue of strategic importance and regional significance.

The AAADA is seeking a consultant(s) with extensive knowledge of unmanned vehicle technologies and the future prospects for these technologies in terms of both industry development, as well as, their potential to enhance the Regions' economic development opportunities in the aerospace, defence and security sector and to advance the innovation agenda.

The AAADA is seeking to better understand the potential for unmanned vehicle technologies, particularly, unmanned aerial vehicle (UAV) technologies to enhance R&D opportunities within the Region and to create collaborative opportunities within the Region's growing aerospace, defence and security sector. Knowledge of global developments in these technologies, knowledge of the regulatory issues and developing trends within these enabling legislation and regulatory regimes, familiarity with Atlantic and European companies and organizations working and developing recognized expertise and excellence in this sector are important prerequisites for this project.

Specifically, the purpose of the study is to determine the feasibility of developing an unmanned systems technology research park in Atlantic Canada to expand the ability of international companies to conduct research and development, product testing and systems integration in the region. The feasibility study will assess the capacity of underutilized airports and associated airport infrastructure within Atlantic Canada to be

developed into an unmanned systems research and development, and flight testing centre of excellence.

AAADA is leading this project through its Nova Scotia industry affiliate the Aerospace and Defence Industries Association of Nova Scotia (ADIANS) with funding provided through the Atlantic Canada Opportunities Agency (ACOA) under the Atlantic Innovation Fund.

Purpose:

The purpose of the study is to determine the feasibility of developing an unmanned systems technology research park in Atlantic Canada to expand the ability of international companies to conduct research and development, product testing and systems integration. The feasibility study will assess the capacity of underutilized airports within Atlantic Canada to be developed into an unmanned systems research and development, and flight testing centres.

Background:

The unmanned systems sector has grown substantially over the past decade. According to a recent report by the Teal Group, UAS spending will almost double over the next decade from current worldwide UAS expenditures of \$5.9 billion annually to \$11.3 billion, totalling just over \$94 billion in the next ten years. International companies conducting significant research and development in unmanned systems have IRB obligations to Canada and may be interested in capitalizing on the on the increase IRB credits relating to R&D efforts.

Within Atlantic Canada there are numerous under-utilized airports located in Nova Scotia, New Brunswick, Newfoundland and Prince Edward Island. These airports all have facilities, as well an unencumbered airspace, which could potentially be developed to support unmanned system research. The first step in assessing the potential would be to conduct a feasibility study to assess both the facilities and the potential market demand for an unmanned systems technology research park in Atlantic Canada.

Should the study determine an unmanned systems technology research park is viable, the development of it would have direct economic benefits to Atlantic Canada, including

1. **Attracting R&D activities related to aerospace and defence in particular those with IRB obligations** – Should the study determine that a facility is viable it could attract strategic investments in the region.
2. **Creation of knowledge intense jobs in an emerging sector** – The jobs associated with an R&D facility would be technical, higher paying jobs.
3. **Potential to leverage Atlantic Canada's post-secondary institutions in training and R&D in the unmanned systems sector** As an R&D centre,

potential clients could leverage Atlantic Canadian Universities and conversely Atlantic Canadian post-secondary institutions could also avail of the facilities to conduct testing and research.

4. **Expansion of an existing capacity at Goose Bay to provide a comprehensive testing ability in Canada facility.** Unmanned systems in development stages are ranked 1-9 technology readiness levels and the spaces that they can be test flown are ranked accordingly. The airport at Goose Bay can fly larger more advanced systems in the 8 through 9 test stages. The facility being considered would be more appropriate to stages 1-4 which would expand the testing ability already resident in Atlantic Canada.

Objectives:

The objective of the study will be to assess the viability of airports in Atlantic Canada to support the development of an unmanned systems research park. This study will help to ensure that all of the partners have a credible, rigorous and reliable set of information to determine the next steps in progress the development of this facility in Atlantic Canada. The outcomes of this project may provide incentive for further work with various prime contractors with IRB obligations to the Crown.

Deliverables: Aerospace and defence industries association of Nova Scotia ADIANS, will project manage the study and form a steering committee to oversee the project. The study will include

- ⤴ Assessment and evaluation of local facilities;
- ⤴ Assessment of success factors of similar facilities;
- ⤴ Determination if development of a park would be commercially viable;
- ⤴ Identification of investment required to develop a unmanned systems research park;
- ⤴ Identification of potential funding partners; and
- ⤴ Proposed next steps.

The successful consultant shall;

- ⤴ Begin the proposed study immediately upon acceptance of their proposal.
- ⤴ Meet with the Project Team within five (5) working days following contract award, in order to review their proposal, receive direction and guidance, and present preliminary observations.
- ⤴ Provide to the Project Team six (6) copies of a Draft Final Report prior to mid-August following contract award and shall meet with the Project Team to review this draft and receive guidance.

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- ⤴ Expect to have further regular meetings with the Project Team to review progress as required. The need for and timing of such meetings shall be determined by the Project Team.
- ⤴ Provide six (6) hard copies of a Final Report, one electronic copy in PDF format and one electronic presentation summary of the report highlights, incorporating any changes suggested by the Project Team, within three (3) weeks following presentation of the Draft Final Report. The need for revisions to the Draft Final Report shall be at the discretion of the Project Team.