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DND-11/14702 ACAN-Human Intelligence Training (HUMINT) for Canadian Forces Members - ACAN

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Header

Reference Number	232099
Solicitation Number	DND-11/14702
Organization Name	Department of National Defence / Ministère de la Défense Nationale Director Services Contracting (D Svcs C)

Source ID FD.DP.ON.10884.C79308

Associated Components No

Dates

Published 2011-11-17

Revised

Closing 2011-12-01 02:00 PM Eastern Standard Time EST

Details

Category Educational and Training Services

GSINS U099AB: CROSS-CULTURAL TRAINING

Region of Delivery Ontario

Region of Opportunity Canada

Agreement Type None

Tender Type Advance Contract Award Notice (ACAN)

Estimated Value

Solicitation Method

Notice Description

DND-11/14702 ACAN-Human Intelligence Training (HUMINT) for Canadian Forces Members

The Department of National Defence (DND) has a requirement for CF members to be instructed on Human Intelligence Training (HUMINT) recruiting methods and strategies.

The purpose of this Advance Contract Award Notice (ACAN) is to signal the government's intention to award a contract to HuMINT Consulting Group Inc. of Nepean, Ontario. Before awarding a contract, however, the government would like to provide other suppliers with the opportunity to demonstrate that they are capable of satisfying the requirements set out in this Notice, by submitting a statement of capabilities during the 15 calendar day posting period.

If no other supplier submits, on or before the closing date, a statement of capabilities meeting the requirements set out in the ACAN, a contract will be awarded to the pre-selected supplier.

Requirement

The Department of National Defence has a requirement for the provision of one, 5-day Proactive Source Recruitment Course: The Pitch (3p9©) to select

Canadian Force (CF) members.

The Contractor is to provide training that focuses on implementing the three foundational principles and nine phases of a tailored pitch into the design and execution of an effective Human Intelligence (HUMINT) recruitment method and strategy.

There is to be one, 5-day, 7.5 hours per day, course serial provided during the contract. The number of students per each serial is estimated to be up to 15 candidates.

The training curriculum includes but is not limited to:

- a. DISC Personality Assessment of the primary training audience (PTA): understanding one's own and other team members. Personality traits help build team cohesion and match handlers to sources\agents;
- b. Neuro-Linguistic Communication: how to better communicate with others;
- c. Crafting a Pitch (3p9©): designing and delivering a recruitment approach;
- d. Socio-psychological Assessments: understanding an individual's values and identifying how best to use those values in recruitment operations;
- e. Psychology of influence and persuasion;
- f. Changing mind theories; and
- g. Risk management.

A variety of trainer facilitation techniques must be utilized including but not limited to: breakout sessions, role-playing, use of multi-media and scenarios with actors. Actors are to be provided by the Contractor.

The Contractor must:

- a. Develop a customized workbook that contains all of the relevant course material;
- b. Provide a copy of the workbook to each participant; and
- c. Provide a certificate to each participant after successful completion of the course.

All training, printed material, and instruction must be delivered in either official language of Canada.

DND, will provide the necessary equipment for conducting the course. This will include a multi-media projector and a suitable screen for the class size. Chief of Defence Intelligence (CDI) will also provide external speakers for the multi-media projector as well as an easel, flip charts and paper, markers, and power cords.

Essential Qualifications

To fulfill the requirements of the contract the person or firm must have the following qualifications and experience:

- Extensive experience providing Proactive Source Recruitment Course Training
- Holds the Proprietary rights to training materials (copyrights and intellectual property rights to manuals, workbooks and textbooks)
- Ability to provide training, printed material and instruction in either official language

Justification for the Pre-Selected Supplier

HuMINT Consulting Group Inc. is the only known company offering the training and owns all of the copyrights and related intellectual property rights in its manuals, workbooks and textbooks ("Core training Materials"). As such, the proposed contractor is the only person capable of performing the work.

The Department of National Defence intends to award a contract with an estimated value of \$34,705.00 (HST included) to HuMINT Consulting Group Inc. for a contract period ending 31 March 2012.

You are hereby notified that DND intends to solicit a bid and negotiate with one firm only as identified above. Although the Department considers the above skill sets to be unique, any contractor that has the identified qualifications is encouraged to advise the contracting authority.

Suppliers who consider themselves fully qualified and available to meet the specified requirements may submit a statement of capabilities in writing to the Contracting Authority identified in this Notice on or before the closing date of this Notice. The statement of capabilities must clearly demonstrate how the supplier meets the advertised requirements.

Suppliers that have submitted a response will be notified in writing of the DND decision to continue with the non-competitive procurement or to tender the requirement.

The closing date and time for accepting statements of capabilities is 01December, 2011, 2:00 pm EST. Responses are to clearly indicate the Solicitation Number, closing date and time.

Inquiries and statements of capabilities are to be directed to:

Director of Service Contracting (D Svcs C)
Department of National Defence
National Defence Headquarters
MGen George R. Pearkes Bldg
101 Colonel By Drive
Ottawa, Ontario K1A0K2

Attention: Tracy Stringer
Fax: (613) 992-6506
Email: Tracy.Stringer@forces.gc.ca

Solicitation Number: DND-11/14702
Closing Date: 01December, 2:00 pm

An Advance Contract Award Notice (ACAN) allows departments and agencies to post a notice, for no less than fifteen calendar days, indicating to the supplier community that it intends to award a goods, service or construction contract to a pre-determined contractor. If no other suppliers submit, on or before the closing date, a statement of capabilities that meet the requirements set out in the ACAN, the competitive requirements of the government's contracting policy have been met. Following notification to suppliers not successful in demonstrating that their statement of capabilities meets the requirements set out in the ACAN, the contract may then be awarded using the Treasury Board's electronic bidding authorities.

If other potential suppliers submit statement of capabilities during the fifteen calendar posting period, and meet the requirements set out in the ACAN, the department or agency must proceed to a full tendering process on either the government's electronic tendering service or through traditional means, in order to award a contract.

Contact(s)

Contracting Authority

Name	Tracy Stringer
Address	National Defence Headquarters 101 Colonel By Drive
City	Ottawa
State / Province	ON
Country	Canada
Postal Code	K1A 0K2
Phone	613-947-2193
Fax	613-992-6506
Email	tracy.stringer@forces.gc.ca
Website URL	

Client Agency

Name	Tracy Stringer
Address	Major-General George R. Pearkes Bldg 101 Colonel By Drive
City	Ottawa
State / Province	ON
Postal Code	
Phone	(613)555-5555
Fax	
Email	
Website URL	

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