

RETURN BIDS TO:
RETOURNER LES SOUMISSIONS À:
Bid Receiving - PWGSC / Réception des soumissions -
TPSGC
11 Laurier St. / 11, rue Laurier
Place du Portage, Phase III
Core 0A1 / Noyau 0A1
Gatineau, Québec K1A 0S5
Bid Fax: (819) 997-9776

SOLICITATION AMENDMENT
MODIFICATION DE L'INVITATION

The referenced document is hereby revised; unless otherwise indicated, all other terms and conditions of the Solicitation remain the same.

Ce document est par la présente révisé; sauf indication contraire, les modalités de l'invitation demeurent les mêmes.

Comments - Commentaires

Vendor/Firm Name and Address
Raison sociale et adresse du
fournisseur/de l'entrepreneur

Issuing Office - Bureau de distribution
Acquisition Branch, STAMS, ITSPD / Direction
générale des acquisitions, SGAST, DASIT
Computer Hardware Division
Div. de l'équipement informatique
Place du Portage, Phase III, 4C2
11 Laurier Street/11, rue Laurier
Gatineau
Québec
K1A 0S5

Title - Sujet IP 4000 PRINTER MAINTENANCE	
Solicitation No. - N° de l'invitation EN869-121155/B	Amendment No. - N° modif. 003
Client Reference No. - N° de référence du client 20121155	Date 2012-09-26
GETS Reference No. - N° de référence de SEAG PW-\$SEJ-404-24728	
File No. - N° de dossier 404ej.EN869-121155	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2012-10-05	Time Zone Fuseau horaire Eastern Daylight Saving Time EDT
F.O.B. - F.A.B. Plant-Usine: <input type="checkbox"/> Destination: <input checked="" type="checkbox"/> Other-Autre: <input type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: Roy-Laflèche, Johanne	Buyer Id - Id de l'acheteur 404ej
Telephone No. - N° de téléphone (819) 956-1142 ()	FAX No. - N° de FAX (819) 956-1156
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction:	

Instructions: See Herein

Instructions: Voir aux présentes

Delivery Required - Livraison exigée	Delivery Offered - Livraison proposée
Vendor/Firm Name and Address Raison sociale et adresse du fournisseur/de l'entrepreneur	
Telephone No. - N° de téléphone Facsimile No. - N° de télécopieur	
Name and title of person authorized to sign on behalf of Vendor/Firm (type or print) Nom et titre de la personne autorisée à signer au nom du fournisseur/ de l'entrepreneur (taper ou écrire en caractères d'imprimerie)	
Signature	Date

QUESTIONS AND ANSWERS

QUESTION 11:

With reference to question/answer 1: To further clarify is the 800027-0 ; 3900 folder Stacker being used? The skip clutches on 800027-0 are difficult to source from the OEM as supply is near zero. The recommended action is to replace the stacker unit. If the units are operational mode, what is the planned upgrade timelines?

ANSWER 11:

There is no planned upgrade timeline.

QUESTION 12:

With Reference to Question/Answer 3. To further clarify:

The timeline of transfer is short vs award date. Would the Federal Government consider a transition period of 60 to 90 days if there is a provider change? The time period would allow for a transition plan with the least amount of impact to the client environment between service providers to allow for an new contract implementation process of Inspection- to review the prior service providers service maintenance program , to review and inspect each unit to verify if OEM repairs where completed to ensure all units operational status , and full introduction to the client staff of all bidder staff.

ANSWER 12:

The Crown will not consider a transition period. The awarded service provider must be able to perform all services stipulated in the RFP on contact award.

QUESTION 13:

With Reference to Question/Answer 4 To further clarify:

Please confirm. the total qty's per machine for linear foot in Annex B. From the answer are we to assume 1,600,000 Linear foot per month per unit. In addition 2 units working together would be 3,200,000 Liner foot per line. Can Annex B be edited to show the count? This is a key piece of information based on inclusive consumable requested in RFP to be in scope.

ANSWER 13:

The Crown can not confirm the total quantity per machine as the print volume fluctuates. The Crown has put in place a Direct Deposit campaign to reduce the overall cheque volume along with a major reduction in white paper print. Therefore it is difficult to predict accurate linear foot count. As stated in Annex B an estimated 800,000 liner feet should used per engine for costing. Please refer to Annex A section 7. Annex B will not be edited.

QUESTION 14:

With Reference to Question/Answer 5 To further clarify:

With the closure of the Dartmouth centre, what impact is there been of linear foot on the other centres and is this volume indicated in Annex B?

ANSWER 14:

The Dartmouth workload has been transferred to Winnipeg and Quebec. At the same time the Crown has put in place a Direct Deposit campaign to reduce the overall cheque volume along with a major reduction in white paper print. Therefore it is difficult to predict accurate linear foot count.

QUESTION 15:

With Reference to Question/Answer 7 To further clarify:

Will PWGSC - The Federal Government of Canada remove the OEM certifications form based on the above consideration for RFP EN869-121155/B ?

The OEM Certification Form creates a monopoly that allows a large corporation to be the exclusive provider of a good or service. The OEM Certification Form is bad for PWGSC because it restricts free trade, which allows the market itself to set prices. The Federal Government of Canada was correct to re-release the RFP from its original release a year ago as an ACAN to an open bid however the OEM certification is in fact a ACAN process itself and should be removed. In effect you are demanding that we obtain OEM's permission to compete, and no OEM will not willingly provide that. Even if a company employs resources who have been trained and certified by the OEM, the OEM will revoke this certification unless they are in employment directly with them.

By allowing the OEM certification form to stand within the RFP it ignores other companies who have capabilities through experienced resources, direct parts supply and software to service or procure the equipment. This allows large companies to maintain a domination and price fixing on the market place. The OEM certification form enables this monopolistic practice! Not only can monopolies raise prices, they can also supply inferior products and service. Monopolies are also bad for an economy because the manufacturer has no incentive to innovate, provide "new and improved" products or pricing.

The alternate solution is to remove the form and require a bidder to described scenarios of training , Service transitions, timelines and risk mitigation thus allowing competition, innovations and the market to set price to allow the Federal Government of Canada to have a preferred pricing and quality product or service.

The RFP EN869-121155/B currently allows for a more detailed response - Removing the OEM Certification is possible based on the RFP response items found in the following:

- ANNEX A STATEMENT OF WORK 2.1.6 Service Technicians.
- ANNEX A STATEMENT OF WORK 2.5 Field Engineering Changes
- ANNEX A STATEMENT OF WORK 3.0 (3.1; 3.2; 3.3) REPLACEMENT PARTS
- APPENDIX A EVALUATION OF MANDATORY CRITERIA

Will PWGSC - The Federal Government of Canada remove the OEM certifications form based on the above consideration for RFP EN869-121155/B ?

ANSWER 15:

PWGSC agrees to remove the OEM certification. Vendor service technicians do not need to be OEM certified. However as these printers are critical to our mandate and have been maintained under OEM since their acquisition PWGSC require a validation process to ensure they will be kept to an OEM standard.

By removing the OEM certification, Appendix A will also be edited to include the following evaluation criteria:

M7: Must provide current reference sites (which PWGSC may contact) for which they provide maintenance and support services on IP4000 ID1 and IP4000 ID2 print lines.

M8: Must detail and at the discretion of PWGSC, demonstrate how they would obtain and implement an IP4000 firmware upgrade.

DELETE: APPENDIX A

INSERT: APPENDIX A1 attached hereto.

DELETE: Form 3 - OEM Certification Form

ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME.

APPENDIX A1

EVALUATION OF MANDATORY CRITERIA

Proposals will be evaluated in accordance with the mandatory evaluation criteria as detailed herein. Bidders are advised to address each requirement in sufficient depth to permit a complete requisite analysis and assessment by the evaluation team. Proposals failing to adequately respond to the mandatory evaluation criteria will be excluded from further consideration.

Mandatory Criteria	How the Criteria is met	Met / Not Met
M1. Must clearly demonstrate 5 years direct "hands on" experience in preventive and remedial maintenance services on InfoPrint IP4000 High Speed roll feed print lines.		
M2. Must demonstrate 5 years experience participating in a large-scale print centres and organizations similar in size as PWGSC.		
M3. Must demonstrate ability to acquire, install and maintain all consumables, hardware, software, firmware and electrical components associated with InfoPrint IP4000 print lines including their internal control unit.		
M4. Must possess ability to provide a minimum of 2 (two) IP4000 trained technician's onsite within 2 hours at our Winnipeg, MB, and Quebec City, QC locations.		
M5. Must demonstrate ability to provide 2nd and 3rd level technical support to their onsite technicians and to PWGSC's Technical Authority.		
M6. Must demonstrate ability to maintain and support 24x7 centralized call centres.		

Solicitation No. - N° de l'invitation

EN869-121155/B

Client Ref. No. - N° de réf. du client

20121155

Amd. No. - N° de la modif.

003

File No. - N° du dossier

404ejEN869-121155

Buyer ID - Id de l'acheteur

404ej

CCC No./N° CCC - FMS No/ N° VME

M7: Must provide current reference sites (which PWGSC may contact) for which they provide maintenance and support services on IP4000 ID1 and IP4000 ID2 print lines.		
M8: Must detail and at the discretion of PWGSC, demonstrate how they would obtain and implement an IP4000 firmware upgrade.		