

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
Industrial Vehicles & Machinery Products Division
11 Laurier St./11, rue Laurier
6B1, Place du Portage, Phase III
Gatineau, Québec K1A 0S5

Title - Sujet REPAIR AND OVERHAUL SUPPORT ...	
Solicitation No. - N° de l'invitation W8486-11AL02/A	Amendment No. - N° modif. 006
Client Reference No. - N° de référence du client W8486-11AL02	Date 2012-04-04
GETS Reference No. - N° de référence de SEAG PW-\$\$HS-623-58442	
File No. - N° de dossier hs623.W8486-11AL02	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2012-04-10	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: Allard, Denis	Buyer Id - Id de l'acheteur hs623
Telephone No. - N° de téléphone (819) 956-4003 ()	FAX No. - N° de FAX (819) 956-5227
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

Amendment 006

This amendment is raised to provide suppliers with questions and answers, which revises Annex C - Pricing for Hourly Rates and Mark-up, Annex D - Bid Evaluation Plan and also providing Appendix 1 to Annex D - Example of the Evaluation Grid. The end date of the solicitation has been extended until April 10, 2012.

Question 1:

Ref RFP W8486-11AL02/A for R&O of Mobile Refrigeration Eqpt, Annex D, Bid Evaluation Plan, Page 11. In the present proposal, Annex D, Bid Evaluation Plan, Page 11 (SEE EXAMPLE OF EVALUATION GRID) (Appendix 1 to Annex D). Can you please confirm where we can find the example of the evaluation grid, Appendix 1 to Annex D? Is it possible to delay to solicitation closing date till April 10th or April 11th. The reason for this request is that we are involved in a few proposals at the same time and the schedule is very tight on this proposal. We understand that there has already been an extensions?

Answer:

Annex D has been revised and Appendix 1 to Annex D has been provided. See both attachments to this solicitation.

Question 2:

Refs:

A. RFP W8486-11AL02/A for R&O of Mobile Refrigeration Eqpt, Annex C, Pricing Schedule
B. RFP W8486-11AL02/A for R&O of Mobile Refrigeration Eqpt, Annex D, Bid Evaluation Plan. In the present proposal, Ref A has 6 Categories:

- 1- In-Plant R&O
- 2- Special Investigation and Technical Studies (SITS)
- 3- Technical Investigation and Engineering Support (TIES)
- 4- Field Service Representative (FSR) / Mobile Repair Party (MRP)
- 5- Contractor Supplied / Furnished parts and materials
- 6- Sub-contractor

In Ref B, Para 3.1, Mandatory Financial Evaluation Criteria Part A - Labour Cost. When explaining how to determine the Labour Cost, it is mentioned <<Determine the Labour Cost by Averaging the all inclusive hourly rates over the 5-Year period for each of the following categories. It mentions Para 1.e. Deployed Field Service Representative (DFSR) / Deployed Mobile Repair Party (DMRP). However this category is not priced in the Annex "C". Please advise where we need to include the pricing for Category 1.e DFSR/DMRP for the Mandatory Financial Evaluation Criteria?

Answer:

Annex C has been revised. See attachment to this solicitation.

Question 3:

Annex D, page 2.

Solicitation No. - N° de l'invitation

W8486-11AL02/A

Amd. No. - N° de la modif.

006

Buyer ID - Id de l'acheteur

hs623

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

W8486-11AL02

File No. - N° du dossier

hs623W8486-11AL02

CCC No./N° CCC - FMS No/ N° VME

Section 3.9 description does not match that of Annex A. Same for section 3.10, 3.11 and 3.12 they do not match that of Annex A?

Answer:

Annex D has been revised. See attachment to this solicitation.

Question 4:

While making sure we have a compliant proposal, we came up with some difficulties in cross referencing as stated in pages 11 and 12 of Annex D?

Answer:

Annex D has been revised. See attachment to this solicitation.

All the other terms and conditions remain unchanged.

ANNEX C

PRICING FOR HOURLY RATES AND MARK-UP

BASIS OF PAYMENT	YEAR 1	YEAR 2	YEAR 3	YEAR 4	YEAR 5
	To be inserted by PWGSC	To be inserted by PWGSC	To be inserted by PWGSC	To be inserted by PWGSC	To be inserted by PWGSC
1. Firm all-inclusive hourly rates for in-plant repair and Overhaul. The Contractor will be paid a firm all inclusive hourly rate indicated for each of the following categories:					
Engineer	\$	\$	\$	\$	\$
Technician	\$	\$	\$	\$	\$
Electrician	\$	\$	\$	\$	\$
Draftsman	\$	\$	\$	\$	\$
Word Processing	\$	\$	\$	\$	\$
Clerical	\$	\$	\$	\$	\$
2. Firm all-inclusive hourly rates for Special Investigation and Technical Studies. The Contractor will be paid a firm all inclusive hourly rate indicated for each of the following categories:					
Engineer	\$	\$	\$	\$	\$
Technician	\$	\$	\$	\$	\$
Electrician	\$	\$	\$	\$	\$
Draftsman	\$	\$	\$	\$	\$
Word Processing	\$	\$	\$	\$	\$
Clerical	\$	\$	\$	\$	\$
3. Firm all-inclusive hourly rates for Technical Investigation and Engineering Support. The Contractor will be paid a firm all inclusive hourly rate indicated for each of the following categories:					
Engineer	\$	\$	\$	\$	\$
Technician	\$	\$	\$	\$	\$
Electrician	\$	\$	\$	\$	\$
Draftsman	\$	\$	\$	\$	\$
Word Processing	\$	\$	\$	\$	\$
Clerical	\$	\$	\$	\$	\$

4. Firm all-inclusive hourly rates for Field Service Representative (FSR)/Mobile Repair Party (MRP). The Contractor will be paid a firm all-inclusive hourly rate indicated.	\$	\$	\$	\$	\$
5. Firm all-inclusive hourly rates for Deployed Field Service Representative (DFSR) and for Deployed Mobile Repair Party (DMRP). The Contractor will be paid a firm all-inclusive hourly rate indicated.	\$	\$	\$	\$	\$
MATERIALS, ETC.	MARK-UP	MARK-UP	MARK-UP	MARK-UP	MARK-UP
6. For Contractor Supplied/ Furnished Parts and Materials. The Contractor will be paid the actual Laid Down Cost plus the firm mark-up indicated.	%	%	%	%	%
7. Mark-up for Sub-Contractor The Contractor will be paid the actual Laid Down Cost plus the firm mark-up indicated.	%	%	%	%	%

ANNEX D

BID EVALUATION PLAN

1. Introduction

This document outlines a methodology for evaluating a bid. This Evaluation Plan shall identify all the mandatory requirements and point-rated criteria items to be evaluated, their relative weighting and how they will be scored. Your bid shall address, in written narrative, all subjects identified in the evaluation section below.

2. Technical and Financial Evaluation

The evaluation will be comprised of the following stages:

Stage 1: Evaluation of Mandatory Requirements

Stage 2: Evaluation of Point Rated Criteria

Stage 3: Financial Evaluation

Stage 4: Overall Ranking

The process and the evaluation and selection guidelines relating to each stage of the Evaluation Process are described below.

Stage 1: Evaluation of Mandatory Requirements

Canada will review each bid for compliance with the Mandatory Requirements. Bids that, in the determination of Canada, do not comply with all the Mandatory Requirements will be eliminated from further consideration in the evaluation process and will not proceed to Stage 2 of the Evaluation Process.

Narrative responses consisting of a simple statement of compliance without clear narrative details could prevent proper assessment of the bid and result in your proposal being rejected from further consideration.

For purposes of this RFP, comply and compliant mean that the Bid conforms to the Mandatory Requirements without deviation or reservation.

Mandatory requirements are evaluated on simple pass/fail basis. The treatment of mandatory requirements is very stringent. The Bid shall address the mandatory requirements specified within each of the following sections of the Statement of Work (SOW).

1.1 Compliance to Statement of Work Annex “A” and Logistic Statement of Work, Annex “B”.

Check-off Tables are provided below for each Annex

1.	Bidder must address on a paragraph-by-paragraph basis and indicate if they are “compliant” or “non-compliant” in the designated column. By indicating “Compliant”, the bidder certifies full compliance with the related requirement in the referenced SOWs.	M
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i) Mandatory Requirements of the SOW, Annex A.

Section	Mandatory Requirements	Compliant / Non-Compliant
2.1	Documents	
2.2	Precedence of Documents	
2.3	Discrepancies	
2.4	Applicability	
3.1	General	
3.2	Maximum Repair Costs (MRC)	
3.3	Minimum and Maximum Repair Units	
3.4	Repair /Condemn Decisions	
3.5.1	Government Supplied Material	
3.5.2	Contractor Supplied Parts	
3.5.3	Contractor Furnished Parts	
3.6.1	Mechanical	
3.6.2	Electrical	
3.6.3	Safety	
3.6.4	Finish	
3.6.5	Painting	
3.7	ISO Container Re-certification and identification	
3.7.1	ISO Container Re-certification	
3.7.2	ISO Container Identification	
3.8	Technical Investigation and Engineering Support (TIES)/Special Investigation and Technical Studies (SITS)/Field Service Representatives (FSR).	
3.9	Deployed Field Service Representatives (DFSRs) and Deployed Mobile Repair Parties (DMRPs)	
3.9.1	Introduction	
3.9.2	Mission and Scenarios	
3.9.3	Environment	
3.9.4	Threats	
3.10	Communication and Technical Assistance	

3.11	Documentation	
3.12	Packaging	
4.1	Contractor Engineering and Technical Resources	
4.2	Contractor Test Facility	
4.3	Contractor Publications Resources	
5.1	Quality Assurance Representative (QAR)	
5.2	Test and Inspection	
5.3	Preservation	
5.4	CSA Certification	
6.1	Project Management	
6.1.1	Project Manager	
6.1.2	Cost and Schedule Control	
6.1.3	Record of Decisions	
6.2	Requests for Technical / Assistance	
7.1	Repaired Material	
7.2	Scrap	
7.3	Documentation	

ii) Mandatory requirements of the Logistics SOW, Annex B.

Section	Mandatory Requirements	Compliant / Non-Compliant
1.2	Extent of Work	
1.3	Completion of Work	
2.1	Receipt	
2.2	Discrepancies in Receipts	
2.3	Work Control	
2.4	Cost Control	
2.5	Costing Records	
2.6	Publications	
2.7	Office Services	
2.8	Minutes of Meetings	
2.9	Plant Shutdown/Vacation Period	
3.1	Minor Repairs	
3.2	Mobile Repair Parties (MRPs)	
3.3	Equipment Turn Around Time (TAT)	
3.4	Priority Repair Request (PRR)	
3.5	Special Investigation and Technical Studies (SITS)	
4.1	Contractor Supply Accounting	
4.2	Transaction Documentation	
4.3	Preservation and Packaging Failure	
4.4	Reusable Containers	
4.5	Stocktaking	
4.6	Management of DND Owned Spares	
4.7	Embodiment Fees	
4.8	Spares Review	
4.9	Loss or Damage to DND Materiel	
4.10	Scrap - Custody and Disposal	
4.11	Transportation	

4.12	Customs & Excise	
4.13	Selection Notice Observation Message (SNOM)	
5.0	Reports	
5.1	MRP Progress Reports	
5.2	Technical Investigation (TIES) Reports	
5.3	Accident / Incident Reports	
5.4	R&O Contractor Effectiveness Report	
6.1	Warranty Consideration	
6.2	Contractor use of DND Equipment / Publication	

1.2 Quality Assurance

- a) The Bidder shall provide a Quality Assurance Plan that will meet the requirement of the contract.

1.	A copy of your Quality Assurance Plan, with references to your Quality Assurance Procedures, which must show how work, including subcontractors, will be monitored for adherence to contract quality assurance requirements as detailed in ISO 9001/2000.	M
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- b) The Bidder shall provide the job description and major responsibilities of the in-house Quality Assurance/Control representative.

1.	The job description must reflect direct responsibility with respect to performing quality assurance work	M
2.	The job description must reflect an Organization Chart showing the position of the QA representative in your organization	M

- c) The Bidder shall provide adequate in-house office to the DND QA representative.

1.	Propose an office type facility that could satisfy the requirement imposed by a DND QA representative needed in performing his/her duties while at the contractor's facility	M
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1.3 Hazardous Material

1.	The Bidder shall <u>certify</u> that it will handle, transport, and dispose of all waste and hazardous waste generated as a result of the contract in accordance with the current Federal and provincial environmental regulations	M
2.	The Bid shall adequately explain how this is to be monitored and managed.	M

1.4 Compliance to Certification

The bidder shall comply with all certifications mentioned in the RFP document.

1.	The Bidder is required to state and indicate that they will comply with this mandatory requirement.	M
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Stage 2: Evaluation of Point Rated Criteria

Bidder's responses to point rated criteria will be evaluated on the extent to which they meet the requirements. For each Bid that has proceeded to Stage 2, Canada will evaluate, and score the information provided by the Bidder in response to the Point Rated Criteria provided below.

2.1 Point Rated Criteria

Proposals will be evaluated against the following criteria.

Item	Criteria	Points
1	Company Experience	20
2	Facility	20
3	Organization and Personnel	
	3.1 Project Manager	10
	3.2 Engineering Personnel	15
	3.3 Technical Electrician	15
	3.4 Refrigeration Mechanical Technician	15
4	Sub-contracting	10
5	Compliance with Special Instructions for R&O Contractors, A-LM-184-001/JS-001	
	5.1 Logistical Procedures	10
	5.2 Cost and Control Management	10
6	Capability	15
7	Configuration Management	10
8	Technical Data Management	10
9	Rick Management Plan	10
	TOTAL POINTS	170

SCORING METHODOLOGY FOR RATED CRITERIA

Bids receiving a score of less **than 75% (128.0 points)** on the overall point-rated criteria will be given no further consideration.

1. Company Experience (Max 20 points)

The company and facilities at which the work will be performed should have directly related experience including contracts for work on mobile refrigeration equipment. The narrative provided shall include background details to establish capabilities regarding volume, quality and expertise.

Bidders should indicate the number of years of experience in Mobile Refrigeration Equipment R&O and **shall submit proof** of the experience, **such as** a project description and overview (start year, finish year, value, etc.). The experience must be recent (within the last 10 years) and the description must establish the pertinence between the past project and the work to complete in this RFP.

1.	The Bidder has 0 to 1 year of experience in Mobile Refrigeration Equipment R&O and has submitted at least one relevant example of recent projects.	5
2.	The Bidder has 1 to 3 years of experience in Mobile Refrigeration Equipment R&O and has submitted at least one relevant example of recent projects.	10
3.	The Bidder has 3 to 5 years of experience in Mobile Refrigeration Equipment R&O and has submitted at least one relevant example of recent projects.	15
4.	The Bidder has over 5 years of experience in Mobile Refrigeration Equipment R&O and has submitted at least one relevant example of recent projects.	20

2. Facility (Max 20 Points)

This evaluation is for the overall facility and equipment capacity notwithstanding of location or status (in-house/sub-contracting).

Bidders are to identify their owned/leased facilities and locations where the work will be performed. Provide description, size and layout of work areas, storage facilities and a list of machinery, repair, tooling and test equipment that will be available for work to be performed at the time of contract award. Provide details confirming that the facilities comply with regulations governed by all levels of government and environmental requirements by award of a R&O contract.

1.	Bidder should indicate if they have a facility area of less than 999 sq ft that contains reclaim, recycle equipment and specialized refrigeration tools. They must also have refrigerant cylinders and storage practices that meet provincial guidelines.	1
2.	Bidder should indicate if they have a facility area of 1,000 to 4,999 sq ft that contains reclaim, recycle equipment and specialized refrigeration tools. They must also have refrigerant cylinders and storage practices that meet provincial guidelines.	10
3.	Bidder should indicate if they have a facility area of 5,000 to 9,999 sq ft that contains reclaim, recycle equipment and specialized refrigeration tools. They must also have refrigerant cylinders and storage practices that meet provincial guidelines.	15
4.	Bidder should indicate if they have a facility area over 10,000 sq ft that contains reclaim, recycle equipment and specialized refrigeration tools. They must also have refrigerant cylinders and storage practices that meet provincial guidelines.	20

3. Organization and Personnel

The Bidder should provide specific qualifications and experience of the personnel expected to perform work under the contract, including personnel's name, any relevant training and expertise in the area required relating to repair and overhaul of diesel engine driven generator sets. **A Curriculum Vitae (CV) must be submitted for all proposed personnel of this section.**

3.1. Project Manager (Max 10 points)

The Bidder should provide a list of organizational roles and responsibilities and identify a project manager (single point of contact) for the contract.

1.	The Bidder provides the company's <u>organizational chart</u> and identifies a PM.	2
2.	The Bidder provides the company's and <u>team's organization chart</u> and identifies a PM with a minimum of two (2) years experience in R&O contracts.	5
3.	The Bidder provides the company's and team's organizational chart and identifies a PM with a minimum of five (5) years experience in R&O contracts.	7.5
4.	The Bidder provides the company's and team's organizational chart and identifies a PM with five (5) years experience in R&O contracts of which three (3) years have been in military R&O contracts.	10

3.2. Engineering Personnel (Max 15 Points)

The Bidder should demonstrate that they have access to a qualified engineering personnel (electrical and refrigeration mechanical) to support the contract.

1.	The Bidder has one Professional Engineer.	2.5
2.	The Bidder has at least one (1) Professional Refrigeration Mechanical Engineer and one (1) Professional Electrical Engineer.	5
3.	The Bidder has engineering and design staff of more than two and up to five personnel including the engineering personnel outlined in 2. above.	10
4.	The Bidder has engineering and design staff of more than five personnel including the personnel outlined in 2. above	15

3.3. Electrical Technician (Max: 15 points)

1.	The technical staff includes at least one (1) fully licensed electrician registered with a provincial association.	2.5
2.	The technical staff includes three (3) to five (5) electricians, with at least three (3) fully licensed and registered with a provincial association.	5
3.	The technical staff includes three (3) to five (5) electricians, with at least three (3) fully licensed and registered with a provincial association, and a designated electrical foreman.	10
4.	The technical staff includes more than five (5) electricians with at least 75% of electricians fully licensed and registered with a provincial association, and a designated electrical foreman.	15

3.4. Refrigeration Mechanical Technician (Max: 15 points)

1.	The technical staff includes at least one (1) fully licensed refrigeration mechanical technician registered with a provincial association.	2.5
2.	The technical staff includes three (3) to five (5) refrigeration mechanical technicians, with at least three (3) fully licensed and registered with a provincial association.	5
3.	The technical staff includes three (3) to five (5) refrigeration mechanical technicians, with at least three (3) fully licensed and registered with a provincial association, and a designated refrigeration mechanical foreman.	10
4.	The technical staff includes more than five (5) refrigeration mechanical technicians with at least 75% of the mechanics fully licensed and registered with a provincial association, and a designated refrigeration mechanical foreman	15

4. Sub-contracting (Max 10 Points)

Identify potential subcontractors and the work that will be performed by these subcontractors. Provide details on how quotes will be solicited, how subcontractors will be selected and how the quality and delivery schedules of subcontracted work will be monitored. Outline any previous experience with proposed subcontractors.

1.	The Bidder does not demonstrate the company has experience of subcontracting process and only provides the names of its subcontractors.	1
2.	The Bidder stated the risks associated with managing the subcontracting process in addition to identifying names and roles of its subcontractors	5
3.	The Bidder stated the risks associated with managing subcontractors and cited past experience in resolving or mitigating the issues and provides names and roles of its subcontractors	7.5
4.	The Bidder stated the issues based on cited past experience in resolving or mitigating the issues and also has submitted minimal "<40% of the work" use of subcontractors in the production plan or has no plans to use subcontractors.	10

5. Compliance with Special Instructions for Repair and Overhaul Contractors, A-LM-184-001/JS-001 (Max 30 points)

5.1. Logistical Procedures (Max 10 Points)

The bidder provide specific evidence, in a narrative, that their company has the ability to meet, or is performing, or has performed all procedures applicable to the contract in accordance with A-LM-184-001/SJ-001.

1.	The Bidder has basic awareness of the logistic procedures as described in A-LM-184-001/SJ-001. Bidder should refer to A-LM-184-001/SJ-001 for further logistical procedures.	2
2.	The Bidder stated the logistics procedures as described in A-LM-184-001/SJ-001 and provided evidence of abilities.	5
3.	The Bidder stated the logistic procedures as described in A-LM-184-001/SJ-001 and cited past experience in implementing DND logistic procedures.	7.5
4.	The Bidder stated the logistic procedures as described in A-LM-184-001/SJ-001, cited past experience in implementing DND logistic procedures and currently has a well-established in-house logistical team implementing the DND logistic	10

	procedures.	
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5.2. Cost and Control (Max 10 points)

Indicate how costs and scheduled control of the R&O, modifications and additional tasks will be met and managed.

1.	The Bidder provided details of the interrelationship between the company cost accounting system and the cost control system, as described in A-LM-184-001/SJ-001.	2
2.	The Bidder explain capability of collecting and segregating actual costs on an ongoing basis.	5
3.	The Bidder provides details of the interrelationship between the company cost accounting system and the cost control system, and of how costs and scheduled control of the R&O, modifications and additional tasks will be met and managed.	7.5
4.	The Bidder provide details of the work to be managed and the interrelationship between the tasks and various role of personnel involved in cost control process	10

6. Capability (Max 15 Points)

Provide a narrative production plan that demonstrates how the bidder will monitor the R&O by outlining each process to be conducted during the production process. The production plan must also demonstrate that the routine turnaround time (TAT) of forty-five (45) days can be met. A flow chart can accompany the explanation.

1.	The Bidder provided only a production management plan.	2
2.	The Bidder provided a plan but only explained few of the processes.	5
3.	The Bidder provided a plan and explanation of the each process, how each process is executed and the respective organizational responsibilities with approximate timelines of individual R&O stages, concurrent activity, necessary to meeting the 45 day turn around time requirement.	10
4.	In addition to the details provided in 3. above, the bidder also provided an example of a production plan executed in the last 5 years.	15

7. Configuration Management (Max 10 Points)

The Bidder should provide a configuration management (CM) Plan demonstrating how they intend to manage the configuration of mobile refrigeration equipment.

1.	The Bidder has a basic knowledge of configuration management requirements.	2.5
2.	The Bidder has a CM plan but the plan provided does not completely address the four fundamental parts of configuration management, which are organization, responsibilities, reports and control	5
3.	The Bidder presents a plan that addresses the four fundamental parts of configuration management and how it will be handled for the project.	7.5
4.	In addition to the information provide in 3. above, the Bidder also has at least one (1) year experience in CM on a military Project.	10

8. Technical Data Management (Max 10 points)

The Bidder shall demonstrate that it has the capability to handle and update technical data for the contract.

1.	The Bidder has the capability but does not have any in-house technical data capability, or Computer Aided Design (CAD) systems and uses Subcontractors for this requirement.	1
2.	The Bidder has in-house technical data capability and CAD system.	5
3.	The Bidder has in-house technical data and CAD system and has at least two (2) years experience in production of technical data for various contracts.	7.5
4.	The Bidder has in-house technical data capability and CAD system, and has more than two (2) years experience in providing technical data for military projects.	10

9. Risk Management Plan (Max 10 Points)

Provide a risk management plan that addresses the risks inherent in the program, and includes a risk assessment, risk prioritization and mitigation. The plan should include how the risks will be managed through the contract and the frequency of updates.

1.	The Bidder has the basic knowledge of the risk issues.	2.5
2.	The Bidder understands the risks involved in an R&O contract.	5
3.	The Bidder understands the risks in an R&O contract, and has prioritized the risk with a risk mitigation plan.	7.5
4.	The Bidder provides all that in 3. above and can demonstrate a risk mitigation plan currently implemented on another R&O Project.	10

Stage 3: Financial Evaluation

3.1 Mandatory Financial Evaluation Criteria

The financial bid must be in accordance with the Basis of Payment in Part 7 and Annex C Pricing. The evaluated price of the Bid will be determined as follows:

Part A – Labour Cost

1. Determine the Labour Cost by averaging the all inclusive hourly rates over the 5-year period for each of the following categories:
 - a. In-plant R&O;
 - b. Special Investigation and Technical Studies (SITS);
 - c. Technical Investigation and Engineering Support (TIES); and
 - d. Field Service Representative (FSR) / Mobile Repair Party (MRP).
 - e. Deployed Field Service Representative (DFSR) / Deployed Mobile Repair Party (DMRP)
2. Determine the weighted cost per category: (Labour Cost per category) x (weight in %)
 - a. In-plant R&O: Average all inclusive hourly rate x 85 percent;

- b. SITS: Average all inclusive hourly rate X 2 percent;
- c. TIES: Average all inclusive hourly rate X 2 percent;
- d. FSR/MRP: Average all inclusive hourly rate X 10 percent; and
- e. DFSR/DMRP: Average all inclusive hourly rate X 1 percent.

The sum of all weighed cost per category will determine the Total Cost of Part A.

Part B – Sub-Contracting & Material Cost

For evaluation purposes:

- The Sub-contracting estimated amount equals 40% of the Total Cost of all five categories determined above (Total Cost for all five (5) categories X 40 percent), and
 - The parts and material estimated amount equals 30% of the Total Cost of all five categories determined above (Total Cost for all five (5) categories X 30 percent).
1. The total cost of sub-contracting is determined as follows:
(average mark-up rate over the 5-year period) x (Sub-contracting estimated amount)
 2. The total cost of parts and material:
(average mark-up rate over the 5-year period) x (Parts and material estimated amount)
 3. The sum of the total cost of sub-contracting and total cost of parts and material will determine the cost of Part B

The sum of Part A and Part B will determine the evaluated price of the bid.

SEE EXAMPLE OF EVALUATION GRID (Appendix 1 to Annex D)

The following is a list of Plans and Certifications and checklists to be provided as part of the Technical Evaluation. This list may not be all-inclusive.

A. Initialed Checklists for RFP, Annex “A” and Annex “B”.

B Mandatory Requirements

1 Quality Assurance Plan or copy of ISO 9001/2000 Certification. Refer to article 1.2 in this document.

1 Hazardous Material Certification. Refer to article 1.3 in this document.

_____ Name & Title	_____ Signature
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C Rated Requirements

1. Subcontractors Certification. Refer to article 2.4 in this document.

The Bidder shall certify that all the work to be performed by a subcontractor shall be in accordance with the terms and conditions of any resulting contract.

_____ Name & Title	_____ Signature
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2. Logistical Procedures. Refer to article 5.1 in this document.

Bidder shall state the company has the ability to meet or perform in accordance with A-LM-184-001/SJ-001.

_____ Name & Title	_____ Signature
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3. Risk Management Plan. Refer to article 2.9 in this document.
4. Configuration Management Plan. Refer to article 2.7 in this document.
5. Facility Location and List of testing, tooling and repair equipment. Refer to article 2.2 in this document.
6. Capability - Production Plan. Refer to article 2.6 in this document.

Education/Experience Certification

1. Bids, to be considered responsive, must contain the following certification:

"The Bidder hereby certifies that all statements made with respect to education and experience are true and that any person proposed by the Bidder to perform the Work or part

of the Work is either an employee of the Bidder or under a written agreement to provide services to the Bidder."

Signature

Date

2. Canada reserves the right to verify the above certification and to declare the bid non-responsive for any of the following reasons:

- (a) unverifiable or untrue statement;
- (b) unavailability of any person proposed on whose statement of education and experience Canada relied to evaluate the bid and award the Contract.

Appendix 1 to Annex D

Part A								
	Firm All Inclusive Hourly Rate					Average	Weight	Weighed Cost
In-Plant R&O	\$ 65.25	\$ 67.43	\$ 69.50	\$ 72.37	\$ 75.15	\$ 69.94	85	\$ 5,944.90
SITS	\$ 79.90	\$ 82.10	\$ 84.63	\$ 87.51	\$ 89.76	\$ 84.78	2	\$ 169.56
TIES	\$ 79.90	\$ 82.10	\$ 84.63	\$ 87.51	\$ 89.76	\$ 84.78	2	\$ 169.56
FSR/MRP	\$ 85.41	\$ 86.62	\$ 88.43	\$ 90.57	\$ 92.38	\$ 88.68	10	\$ 886.80
DFSR/DMRP	\$ 93.21	\$ 95.69	\$ 98.34	\$ 100.45	\$ 102.95	\$ 98.13	1	\$ 98.13
Total Cost for Part A								\$ 7,268.95
Part B								
Sub-Contracting								
Total Cost of all five (5) categories in Part A x 40%	Firm Mark-up					Average	Total Cost of Sub-Contracting	
\$ 2,907.58	21.00%	21.50%	22.70%	23.40%	25.80%	22.88%	\$ 665.25	
Parts and Material								
Total Cost of all five (5) categories in Part A x 30%	Firm Mark-up					Average	Total Cost of Parts and Material	
\$ 2,180.69	19.20%	20.40%	21.70%	22.50%	23.60%	21.48%	\$ 468.41	
Total Cost for Part B							\$ 1,133.66	
Evaluated Price of the Bid							\$ 8,402.61	

The firm all inclusive hourly rates and firm mark-ups are provided for the purpose of this example only.

Part A

In-Plant R&O: $\$65.25 + \$67.43 + \$69.50 + \$72.37 + \$75.15 = \349.70
 $\$349.70 / 5 = \69.94
 $\$69.94 \times 85 = \5944.90

SITS: $\$79.90 + \$82.10 + \$84.63 + \$87.51 + \$89.76 = \423.90
 $\$423.90 / 5 = \84.78
 $\$84.78 \times 2 = \169.56

TIES: $\$79.90 + \$82.10 + \$84.63 + \$87.51 + \$89.76 = \423.90
 $\$423.90 / 5 = \84.78
 $\$84.78 \times 2 = \169.56

FSR/MRP: $\$85.41 + \$86.62 + \$88.43 + \$90.57 + \$92.38 = \443.41
 $\$443.41 / 5 = \88.68
 $\$88.68 \times 10 = \886.80

DFSR/DMRP: $\$93.21 + \$95.69 + \$98.34 + \$100.45 + \$102.95 = \490.64
 $\$490.64 / 5 = \98.13
 $\$98.13 \times 1 = \98.13

Total Cost for Part A: $\$5944.90 + \$169.56 + \$169.56 + \$886.80 + \$98.13 = \$7,268.95$

Appendix 1 to Annex D

Part B

Sub-Contracting: $\$7,268.95 \times 40\% = \$2,907.58$
 $21.00\% + 21.50\% + 22.70\% + 23.40\% + 25.80\% = 114.40\%$
 $114.40\% / 5 = 22.88\%$
 $\$2,907.58 \times 22.88\% = \665.25

Parts and Material: $\$7,268.95 \times 30\% = \$2,180.69$
 $19.20\% + 20.40\% + 21.70\% + 22.50\% + 23.60\% = 107.40\%$
 $107.40\% / 5 = 21.48\%$
 $\$2,180.69 \times 21.48\% = \468.41

Total Cost for Part B: $\$665.25 + \$468.41 = \$1,133.66$

Evaluated Price of the Bid: $\$7,268.95 + \$1,133.66 = \$8,402.61$