



**Return Bids to :**

**Retourner Les Soumissions à :**

Natural Resources Canada - Ressources  
naturelles Canada  
Bid Receiving Unit - Mailroom  
Unité de réception des soumissions, Salle du  
courrier  
588 rue Booth Street  
Ottawa, Ontario  
K1A 0E4

**Request for Standing Offer  
Demande d'offre à commandes**

Canada, as represented by the Minister of Natural  
Resources Canada, hereby requests a Standing Offer on  
behalf of the client identified herein.

Le Canada, représenté par le ministre des Ressources  
naturelles Canada, autorise par la présente, une offre à  
commandes au nom de client identifié ci-après

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

**Comments - Commentaires**

This document contains no security requirement  
Ce document ne comprend pas des dispositions en  
matière de sécurité

**Issuing Office - Bureau de distribution**

Procurement, Contracting and Asset Management  
Services / Services d'approvisionnement, de  
passation des marchés et de gestion des biens  
Shared Services Office  
Natural Resources Canada / Bureau des services  
partagés  
615 rue Booth Street, 4<sup>th</sup> Floor/étage  
Ottawa, Ontario  
K1A 0E9

<b>Title - Sujet</b> Delivery of Dollars to \$ense Energy Management Workshops		<b>Amendment No. and/or Questions &amp; Answers:</b>  <b>02</b>	
<b>Solicitation No. - No de l'invitation</b> <b>NRCan-5000010725A</b>		<b>Date</b> 30 July 2013	
<b>Client Reference No. - N° de reference du client</b> 5000010725			
<b>Requisition Reference No. - N° de la demande</b> 101968			
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM EDT</b> <b>on - le 29 July 2013</b>			
<b>Address Enquiries to: - Adresse toutes questions à:</b>  <b>Valerie Holmes</b>		<b>Buyer ID - Id de l'acheteur</b>  <b>AB4</b>	
<b>Telephone No. - No de telephone</b> (613) 943-3580		<b>Fax No. - No. de Fax</b> (613) 996-1024	
<b>Security - Sécurité</b> This Supply Arrangement may be used for contracts where security requirements have been identified Cet arrangement peut être utilisé pour les contrats subséquents dans lesquels les besoins en matière de sécurité.			
<i>If marked "X" please see the box to the left</i> <i>S'il ya un "X" ici, s.v.p. voir la boîte à la gauche</i>		<input checked="" type="checkbox"/> <b>Acknowledgement copy required</b> <b>Accusé de réception requis</b>	
<b>Destination - of Goods, Services and Construction:</b> <b>Destination - des biens, services et construction:</b>  Natural Resources Canada / Ressources naturelles Canada 615 rue Booth Street Ottawa, Ontario K1A 0E8			
<b>Security - Sécurité</b> This Request for Standing Offer does not include provisions for security. Cette Demande d'offre à commandes ne comprend pas des dispositions en matière de sécurité.			
<b>Vendor/Firm Name and Address</b> <b>Raison sociale et adresse du fournisseur/de l'entrepreneur</b>			
<b>Telephone No.:- No. de téléphone:</b> <b>Facsimile No.:- No. de télécopieur:</b>			
<b>Name and Title of person authorized to sign on behalf of Vendor/Firm (type or print)</b> <b>Nom et titre de la personne autorisée à signer au nom du fournisseur/de l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b>			
_____ <b>Signature</b>		_____ <b>Date</b>	



The following are questions received against this bid solicitation:

**Question #11:**

Part 4, Section 1, specifies that the Offeror must propose a minimum of two (2) trainers and two (2) assistant trainers; Mandatory Requirements M2.1 to M7.1 may include more than two (2) individual trainers to satisfy the experience requirements of R1.1 to R6.1. Point Rated Requirements R7.1 (Training Delivery) and R14.1 (Reference) show that only two (2) trainers are evaluated towards the maximum number of points available. If information is submitted for R7.1 and R14.1 for all named trainers in the Mandatory Requirements, how will the Project Authority decide which of these trainers will be evaluated? Or, alternatively, for which of the trainers named in the M2.1 to M7.1 criteria should the Offeror provide information in R7.1 and R14.1?

**Answer #11:**

The Offeror should provide the required information on **all** trainers named in the Mandatory Requirements (M2.1 to M7.1). The Project Authority will identify the two (2) best based on the Points Breakdown structure. Only the maximum number of points can be awarded. Rating the minimum number of trainers required ensures access, competition and fairness to all suppliers. Note that the Offeror can also include those additional trainers and assistant trainers as part of requirement R15.1 (Strategy for Recruitment).

The Offeror should provide information in Point Rated Requirements R7.1 and R14.1 for **all** trainers named in the Mandatory Requirements M2.1 to M7.1. For example, for requirements R7.1, the two trainers with the most projects (6-12) since January 1, 2010 will be awarded the most points for that Point Rated Requirement.

**Question #12:**

Will a proposed resource who has attained a post-secondary certificate for a 3-year program issued by a School of Applied Sciences, Apprenticeship, Skilled Trades and Technology (such as an Electrician or Stationary Engineer) plus accreditation as a Certified Energy Manager (CEM) be considered as "compliant" for item M10.1?

**Answer #12:**

No. To be considered compliant for Mandatory Requirement M10.1, the required level of education is a University degree or college diploma in the disciplines as outlined in the Mandatory Requirement for M10.1 and the considered designations or the equivalent as established by a recognized Canadian academic credentials assessment service, if obtained outside Canada at the following link: <http://www.cicic.ca/indexe.stm>

**Question #13:**

Annex "B" - Basis of Payment, Section A1: If we are only bidding on one (1) region, should we still use the total number of workshops for all regions for the total pricing calculation? If not, Section SW5 is incomplete as it does not provide the number of workshops on a region by region basis split into the four (4) categories.

**Answer #13:**

If Bidders are bidding on a specific region(s), then their pricing schedule must be for those regions only. There is no need to provide pricing for regions they are not bidding on.

**Question #14:**

Annex "B" - Basis of Payment, Section A2: If we are only bidding on one (1) region, should we still use the total number of customized workshops for all regions for the pricing? If not, Section SW5 is incomplete as it does not provide the number of customized workshops on a region by region basis.

**Answer #14:**

Please refer to Answer 13 above.

**Question #15:**

Part 4 - Section 2 - Basis of Selection: How will the "price" be determined for the proponent? For example, will it be the sum of the initial period and all options for both standard delivery plus the same for all customized items?

**Answer #15:**

Yes

**Question #16:**

Part 4 - Section 2 - Basis of Selection: Is the maximum score for Technical and the Maximum for Price determined on a region by region basis or overall for all regions?

**Answer #16:**

It will be determined by region.