

RETURN BIDS TO:
RETOURNER LES SOUMISSIONS À:
Bid Receiving Public Works and Government
Services Canada/Réception des soumissions
Travaux publics et Services gouvernementaux
Canada
Pacific Region
401 - 1230 Government Street
Victoria, B.C.
V8W 3X4
Bid Fax: (250) 363-3344

LETTER OF INTEREST
LETTRE D'INTÉRÊT

Comments - Commentaires
Request For Information (also known as a Letter of
Interest)

Title - Sujet Logistics Support Services	
Solicitation No. - N° de l'invitation W2B03-140007/A	Date 2013-08-15
Client Reference No. - N° de référence du client W2B03-140007	GETS Ref. No. - N° de réf. de SEAG PW-\$VIC-242-6281
File No. - N° de dossier VIC-3-36074 (242)	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2013-09-16	
Time Zone Fuseau horaire Pacific Daylight Saving Time PDT	
F.O.B. - F.A.B. Specified Herein - Précisé dans les présentes Plant-Usine: <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input checked="" type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: Szczesniak, Michal	Buyer Id - Id de l'acheteur vic242
Telephone No. - N° de téléphone (250) 363-8312 ()	FAX No. - N° de FAX () -
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction: DEPARTMENT OF NATIONAL DEFENCE BLDG 211D PO BOX 17000 STATION FORCES VICTORIA British Columbia V9A7N2 Canada	

Instructions: See Herein

Instructions: Voir aux présentes

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

Delivery Required - Livraison exigée See Herein	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

Issuing Office - Bureau de distribution
Public Works and Government Services Canada - Pacific
Region
401 - 1230 Government Street
Victoria, B. C.
V8W 3X4

Solicitation No. - N° de l'invitation

W2B03-140007/A

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

W2B03-140007

Amd. No. - N° de la modif.

File No. - N° du dossier

VIC-3-36074

Buyer ID - Id de l'acheteur

vic242

CCC No./N° CCC - FMS No/ N° VME

**Request
For
Information**

Logistics Support Services Request for Information

1. Overview

This Request for Information (RFI) is not a bidding opportunity but an avenue to allow industry to provide information upon a potential requirement. In this case, industry feedback is sought from vendors on their ability to satisfy potential deployed logistics support services for the Royal Canadian Navy (RCN), as described herein, before the issuance of a formal solicitation document.

This RFI is issued by Public Works and Government Services Canada (PWGSC) on behalf of the Department of National Defence (DND) to gather information to assist in forming a procurement strategy for supporting naval requirements in various ports around the world. DND has a requirement to obtain deployed support for the RCN in foreign ports where contracted support is required on an if and when requested basis. A requirement description is provided in Appendix A. The intended meaning of the terms “vendor”, “supplier”, “contractor”, “industry” and “agent” are interchangeable for the purposes of this RFI.

Respondents are encouraged to provide ideas and suggestions on how the eventual solicitation (pricing, evaluation components, work scope, etc.) might be structured.

Note that at this time, there is no firm requirement for procurement. A subsequent solicitation will be issued once a requirement for procurement has been finalized.

Responding to this RFI is entirely optional and is not a pre-qualification for procurement, nor a prerequisite for participation in any future solicitations from PWGSC.

2. Intent

The feedback received from this RFI will assist Canada in understanding the viability of procurement strategies being contemplated and allow revision if the industry operates differently.

This RFI may assist Canada to:

- Determine whether to proceed with the requirements/strategy as currently planned, and if so, further develop internal planning, approval and solicitation documents that may potentially lead to a solicitation;
- Refine or alter the procurement strategy, cost estimate, timelines, requirements definition, basis of payment, evaluation strategy, and other aspects of the requirement;
- Become a more “informed buyer” with an enhanced understanding of industry offerings in the areas of interest; and
- Assess potential alternative solutions that would meet the requirement.

3. Security

There is no security requirement associated with the RFI.

4. Request for Information

Respondents are requested to provide complete and detailed information on the following points:

1. Please explain how industry currently provides these services (non-exhaustive list of services included in Appendix A) commercially and for the navies of other nations.
2. How is the basis of payment normally structured?
Options may include a mark-up (based on what and at what value(s)), daily fee, or other basis. If a % is used, how does this vary by good or service requested, if it does vary?
3. Keeping in mind that Canada seeks to achieve value for money and obtain fair and reasonable pricing:
 - a. How do vendors guarantee and demonstrate that the best price (or at least fair and reasonable pricing) has been obtained for each requirement?
 - b. Can pricing be competed in an effective and timely manner in ports around the world? Do vendors in foreign ports maintain supplier lists for various requirements and regularly solicit updated prices to ensure they are providing the best value to their visiting client? Please explain this process.
 - c. Where quotes may be required for individual requirements, what dollar thresholds are reasonable and what steps do vendors take to obtain and share those quotes with the client prior to acquisition?
4. What is a reasonable area of coverage under a single contract or contractual arrangement – individual zones as outlined in Appendix B, or a larger contract(s) for multiple/all zones?
5. What methods of evaluation may be used to assess both the capabilities / qualifications / resources of the vendor, and the price(s) offered using the possible basis of payment?
6. What are the industry standards for maintaining direct service providers in foreign ports versus the use of sub-contractors? How may this be factored into an evaluation?
7. How are foreign currencies handled? What is the common source(s) of exchange rates, which rates are used, and is there a mark-up applied in the industry?
8. What performance measures could be included in the solicitation and resulting contractual documents to ensure the vendor delivers items as requested? How can this be evaluated?

5. Additional Information Requests

After reviewing all of the submitted responses, additional information may be requested from individual respondents by the Procurement Authority.

6. Notes to Interested Vendors

1. This RFI does not constitute a commitment by Canada. This RFI is neither a call for tender nor a Request For Proposal (RFP), and no agreement or contract for the procurement of the requirements identified in this RFI will be entered into solely as a result of this RFI. Canada does not intend to award a contract on the basis of this RFI or otherwise pay for the information solicited. Any and all expenses incurred by the respondent in pursuing this opportunity, including the provision of information and potential visits, are at the respondent's sole risk and expense.
2. Any discussions on this requirement with project staff representing Public Works and Government Services Canada (PWGSC), DND or any other Government of Canada representative, or other personnel involved in project activities, must not be construed as an offer to purchase or as commitment by DND, PWGSC or the Government of Canada as a whole.
3. Although the response to this RFI may be provided as commercial-in-confidence and will not be provided to a third party outside of the Government of Canada, Canada reserves the right to use the information to assist in the drafting of documents including specifications, budgets, and timelines. Requirements are subject to change, which may be as a result of information provided in response to this RFI. Vendors are advised that any information submitted to Canada in response to this RFI may, or may not, be used by Canada in the development of any potential subsequent solicitation. The issuance of this RFI does not create an obligation for Canada to issue a subsequent solicitation for the procurement of the requirement identified in this RFI, and does not bind Canada legally or otherwise, to enter into any agreement or to accept or reject any suggestions.
4. There will be no short-listing of vendors for the purposes of undertaking any future work as a result of this RFI. Similarly, participation in the RFI is not a condition or prerequisite for the participation to any subsequent solicitation.
5. Respondents should identify any submitted information that is to be considered as either company confidential, proprietary or if the response contains controlled goods.

7. Enquiries

All enquiries and other communications related to this RFI must be directed exclusively to the Procurement Authority. All enquiries must be submitted to the Procurement Authority no later than seven (7) calendar days before the closing date. Enquiries received after that time may not be answered.

Care should be taken by vendors to explain each question in sufficient detail in order to enable Canada to provide an accurate answer. Technical enquiries that are of a proprietary nature must be clearly marked "proprietary" at each relevant item. Items identified as "proprietary" will be treated as such except where Canada determined that the enquiry is not of a proprietary nature. Canada may edit the questions or may request that the vendor do so, so that the proprietary nature of the question is eliminated, and the enquiry can be answered with copies to all vendors. Enquiries not submitted in a form that can be distributed to all vendors may not be answered by Canada.

Changes to the RFI may occur and will be posted on the Tenders minisite located at <http://Buyandsell.gc.ca/tenders>. It is each interested party's responsibility to verify changes, if any, on the web site.

8. Closing Date

Responses to this RFI should be submitted to the Public Works and Government Services Bid Receiving Unit by the date, time and placed indicated on Page 1 of this document.

Responses should clearly identify the solicitation number on the cover page of the information package.

9. Procurement Authority

Michal Szczesniak
Public Works and Government Services Canada
Acquisitions, Victoria
Telephone: 1.250.363.8312
E-mail: michal.szczesniak@pwgsc-tpsgc.gc.ca

Appendix A: Requirement Description

To provide deployed logistics support services to IROQUOIS, HALIFAX, PROTECTEUR, KINGSTON, VICTORIA and miscellaneous classes of naval vessels assigned to Maritime Forces Pacific, Maritime Forces Atlantic and assigned support staff, deployed within the geographical areas defined in Appendix B. Goods and services may be requested in various ports or other locations throughout the specified geographical area. Service are to be provided on an if and when required basis.

Deployed logistical support services to include, but are not be limited to, the provision of the following goods and / or services:

- a. Customs Clearance
- b. Interpreter Services
- c. Refuse Coordination
- d. Collection, Holding and Transfer (CHT)/Sewage Removal
- e. Waste Oil and Aggregate Water Removal
- f. Disposal of Hazardous Materials
- g. Fresh Potable Water
- h. Pilots, Tugboats, Line Handlers and Berthing Services
- i. Cargo Lighterage
- j. Crane Services
- k. Brows (Gangways)
- l. Cargo Drayage/Free Time/Demurrage/Detention
- m. Water Taxi Service
- n. Vehicle Rental
- o. Bus Services
- p. Paint Float Rental
- q. Forklift Services
- r. Telephone Service
- s. Internet
- t. Fenders
- u. Administration/Coordination of Airport Services
- v. Administration/Coordination of Passenger Handling
- w. Electrical and Steam Connections and Service
- x. Cable TV Connections and Service
- y. Provision of Force Protection Services
- z. Coordination of Laundry and Dry Cleaning
- aa. Coordination of Banking/Currency Requirements
- ab. Fuel (possible that fuel will be tendered individually)
- ac. Containment Booms
- ad. Coordination of Local Repair for Vessel/Unit Equipment
- ae. Coordination of Accommodations
- af. Rations
- ag. Repair and Maintenance Period – Small Repair Services

Appendix B: Geographical Area

Zone 1 – United States West Coast. The United States (U.S.) West Coast includes all U.S. ports on the Pacific Ocean and within all adjoining bodies of water, including the Bering Sea and the Gulf of Alaska, Washington, Oregon, and Californian coastal waters, and the waters surrounding the Hawaiian Islands. Typical ports include, but are not limited to Dutch Harbor, Seattle, Everett, Portland, San Francisco, San Diego, and Pearl Harbor.

Zone 2 – Mexican and Central American West Coast. The Mexican and Central American West Coast includes all those ports on the Pacific Ocean and all adjoining bodies of water from the U.S. Mexican border to southern Panama, including the Gulf of California and the Golfo de Panama. Typical ports include, but are not limited to Manzanillo, Panama City, Rodman and Balboa.

Zone 3 – South American West Coast. The South American West Coast includes all those ports on the Pacific Ocean and all adjoining bodies of water from the northern point of the west coast of Columbia to the southern west coast of Chile, including the Galapagos Islands and the Golfo de Isla Santa Clara. Typical ports include, but are not limited to Quavaquil and Valparaiso.

Zone 4 – South Pacific Coast. The South Pacific Coast includes all those ports on the South Pacific and all adjoining bodies of water (e.g. Tasman Sea, Coral Sea, Solomon Sea, Arufa Sea, Timor Sea) including ports in Australia, New Zealand, New Caledonia, Fiji, including the Mariana Islands, the Marshall Islands, and Caroline Island. Typical ports include, but are not limited to Guam, Sidney, Darwin, and Auckland.

Zone 5 – Japanese, South Korean and Chinese Coasts: The Japanese, South Korean and Chinese Coasts include all Japanese, South Korean, the People's Republic of China and the Republic of China's ports on the North Pacific Ocean and all adjoining bodies of water (e.g. Sea of Japan, Yellow Sea, South China Sea, Formasa Straight and East China Sea), including for Taiwan. Typical ports include, but are not limited to Yokosuka, Shanghai and Hong Kong.

Zone 6 – South West Pacific Coasts. The South West Pacific Coasts include all ports on the South West Pacific Ocean and all adjoining bodies of water (e.g. South China Sea, Philippine Sea, Strait of Malacca, Andaman Sea, and the Bay of Bengal) from the Northern point of the East Coast of Vietnam to the East Coast of India as far south as, and including, Madras. This includes New Guinea, Philippines, Vietnam, Thailand, Singapore, Cambodia, Malaysia, Indonesia, East Timor, Brunei, and Burma. Typical ports include, but are not limited to, Singapore and Phuket.