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- PWGSC  
1550, Avenue d'Estimauville  
1550, D'Estimauville Avenue  
Québec  
Québec  
G1J 0C7

**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  
TPSGC/PWGSC  
601-1550, Avenue d'Estimauville  
Québec  
Québec  
G1J 0C7

Title - Sujet Aerosols & lidar		
Solicitation No. - N° de l'invitation W7701-145821/A		Amendment No. - N° modif. 003
Client Reference No. - N° de référence du client W7701-14-5821		Date 2014-04-01
GETS Reference No. - N° de référence de SEAG PW-\$QCL-028-15856		
File No. - N° de dossier QCL-3-36270 (028)	CCC No./N° CCC - FMS No./N° VME	
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2014-04-14		Time Zone Fuseau horaire Heure Avancée de l'Est HAE
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, Josée		Buyer Id - Id de l'acheteur qcl028
Telephone No. - N° de téléphone (418) 649-2932 ( )		FAX No. - N° de FAX (418) 648-2209
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

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### AMENDMENT 003

You will find below questions that were asked by a potential bidder and some amendments to the tender document. You must take into account this information upon submitting your proposal.

The purpose of the Amendement 003 is :

- 1- Amend Attachment 1 - Financial bid presentation sheet;
- 2- Amend Attachment 2 - Mandatory and point rated technical criteria
- 3- Amend Attachment 3 - Evaluation of price
- 4- Amend Annex B - Basis of Payment
- 5- Amend Solicitation period.

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#### QUESTION 1

**P. 43. 3.2 Proposed specialist in atmospheric aerosol dispersion category.** Why does Canada request that the experience in atmospheric dispersion of aerosols **and** experience in C sharp expertise reside in the same person? We feel that this combination of requests is overly restrictive, unjustified and favours the supplier of service that was used in the past. Can Canada separate the evaluation criterion so that more than one persons be used to respond to this need?

#### ANSWER 1

The evaluation criteria were established based on operational needs. An amendment has been made to the criterion 3.2.3 to consider transferable knowledge.

#### QUESTION 2

**P. 44. 3.3 Proposed Specialist – lidar conception/modification and data acquisition category.** Why does Canada request that the experience in the conception or modification of lidar systems **and** experience in the programming and data acquisition of gated intensified camera **and** experience in C++ programming reside in the same person? We feel that this combination of requests is overly restrictive, unjustified and favours the supplier of service that was used in the past. Can Canada separate the evaluation criterion so that more than one persons be used to respond to this need?

#### ANSWER 2

The evaluation criteria were established based on operational needs. An amendment has been made to the criterion 3.3.4 to consider transferable knowledge.

#### QUESTION 3

**P. 45. 3.4 Proposed resource for specialist in lidar data analysis category.** Why does Canada request that the experience on lidar inversion technique **and** experience in analysing polarimetric lidar data **and** experience in data analysis obtained with a gated intensified camera **and** experience in Matlab programming reside in the same person? We feel that this combination of requests is overly restrictive, unjustified and favours the supplier of service that was used in the past. Can Canada separate the evaluation criterion so that more than one persons be used to respond to this need?

#### ANSWER 3

The section "3.4 Proposed resource for specialist in lidar data analysis category" has been separated into two different sections, more specifically "3.4 Proposed resource for specialist in lidar data inversion category" and "3.5 Proposed resource for specialist in polarimetric lidar data analysis category".

**1. Amend Attachement 1 - Financial bid presentation sheet as follows:****ATTACHMENT 1****FINANCIAL BID PRESENTATION SHEET**

1. Firm all-inclusive rates (Applicable Taxes extra, including profit and overhead) as follows :

**Note to bidders:**

- Bidders must enter a firm all-inclusive rate (including profit and overhead) for each Labour Category and for each year of the Contract.
- If the resource works for a subcontractor, the bidder must also include the name of the subcontractor.
- The rates must include the travel and living fees for the work performed at DRDC Valcartier facility, located at 2459, de la Bravoure Road, Québec, Québec, G3J 1X5 or the work performed in Quebec city region.
- Bidders can propose more than one resource per labour category.
- The estimated percentage of effort per labour category specified in the following table are only estimates of the requirements provided in good faith for the purpose of evaluating the financial aspects of the bids and do not represent a commitment on behalf of Canada.

**Firm all-inclusive hourly rates for the following periods:****Labour Categories**

from April 1, 2014 to March 31, 2015    from April 1, 2015 to March 31, 2016

from April 1, 2016 to March 31, 2017    from April 1, 2017 to March 31, 2018

**Project Manager**

Estimated percentage of effort = 5%

Name: \_\_\_\_\_    \_\_\_\_\_ \$ / hour    \_\_\_\_\_ \$ / hour    \_\_\_\_\_ \$ / hour    \_\_\_\_\_ \$ / hour

**Specialist - atmospheric aerosol dispersion**

Estimated percentage of effort = 20%

Name: \_\_\_\_\_    \_\_\_\_\_ \$ / hour    \_\_\_\_\_ \$ / hour    \_\_\_\_\_ \$ / hour    \_\_\_\_\_ \$ / hour

**Specialist in lidar data inversion (estimated percentage of effort : 27.5%)**

Name: \_\_\_\_\_    \_\_\_\_\_ \$ / hour    \_\_\_\_\_ \$ / hour    \_\_\_\_\_ \$ / hour    \_\_\_\_\_ \$ / hour

**Specialist - lidar data analysis**

Estimated percentage of effort = 55%

**Specialist in polarimetric lidar data analysis**

\_\_\_\_\_ \$ / hour    \_\_\_\_\_ \$ / hour    \_\_\_\_\_ \$ / hour    \_\_\_\_\_ \$ / hour

Solicitation No. - N° de l'invitation

W7701-145821/A

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

W7701-14-5821

Amd. No. - N° de la modif.

003

File No. - N° du dossier

QCL-3-36270

Buyer ID - Id de l'acheteur

qc1028

CCC No./N° CCC - FMS No/ N° VME

**Firm all- inclusive hourly rates for the following periods:**

**Labour Categories**

**from April 1, 2014 to March 31, 2015**  
**from April 1, 2015 to March 31, 2016**

**from April 1, 2016 to March 31, 2017**

**from April 1, 2017 to March 31, 2018**

**(estimated percentage of effort:  
27.5%)**

**Specialist - lidar**

**conception/modification and data**

Estimated percentage of effort = 20%

\_\_\_\_\_ \$ / hour

\_\_\_\_\_ \$ / hour

\_\_\_\_\_ \$ / hour

\_\_\_\_\_ \$ / hour

Name: \_\_\_\_\_

Name: \_\_\_\_\_

**2. EQUIPMENT:** at laid down cost without markup

**3. MATERIALS AND SUPPLIES:** at laid down cost without markup

**4. TRAVEL & LIVING:**

(a) Canada will not accept any travel and living expenses incurred by the Contractor in the performance of the Work, for:

(i) services provided within the Québec City Region (including Defence Research and Development Canada, Valcartier facility), and

(ii) any travel between the Contractor's place of business and the Québec City Region (including Defence Research and Development Canada, Valcartier facility).

(b) For services to be provided outside the Québec City Region, the Contractor will be reimbursed its authorized travel and living expenses reasonably and properly incurred in the performance of the Work, at cost, without any allowance for profit and/or administrative overhead, in accordance with the meal, private vehicle and incidental expenses provided in Appendices B, C and D of the Treasury Board Travel Directive ([http://www.tbs-sct.gc.ca/pubs\\_pol/hrpubs/TBM\\_113/td-dv\\_e.asp](http://www.tbs-sct.gc.ca/pubs_pol/hrpubs/TBM_113/td-dv_e.asp)), and with the other provisions of the directive referring to "travellers", rather than those referring to "employees".

(c) Canada will not accept any travel and living expenses incurred by the Contractor as a consequence of any relocation of personnel required to satisfy the terms of this Contract.

(d) All travel must have prior authorization of the Technical Authority. All payments are subject to government audit.

**TOTAL ESTIMATED COST TO A LIMITATION OF EXPENDITURE: 600,000.00\$**  
**(Applicable Taxes extra)**

**2. Amend Attachement 2 - Mandatory and point rated technical criteria as follows:****ATTACHMENT 2****MANDATORY AND POINT RATED TECHNICAL CRITERIA****Attachment 2****Mandatory and Point Rated Technical Criteria****Instructions:**

In order to allow the evaluation team to properly evaluate each technical evaluation criteria (mandatory and rated), the bidder must clearly indicate the name of the proposed resources for each labour category required. Each resource will be evaluated with respect to the criteria related to the labour category for which it is proposed.

More than one resource can be proposed for a labour category. If a bidder cannot propose a resource for each mandatory labour category mentioned, then sub-contractor could be identified.

Bidder should clearly indicate the experience of the resources in terms of months of experience in relevant activity sectors to the different technical evaluation criteria. Moreover, it should be possible to verify the provided information within the curriculum vitae. For each of the relevant experience to technical evaluation criteria, the bidder should describe the projects/studies realized by the proposed resource. The description should provide sufficient detail to allow a complete evaluation of the criteria. If it is impossible to demonstrate the experience of the proposed resources or of the bidder, the bid will be considered non-responsive (if it is a mandatory technical criterion), or no point will be awarded for insufficiently demonstrated experience (if it is a technical rated criterion).

Here are examples of information that should be provided for each presented project or study:

- a) a description of the project or of the study (including title, objectives and scope);
- b) the period of the project or of the study and the exact duration of the involvement of the resource in the project (month and year of start / month and year of end)
- c) the description of the role and responsibilities of the proposed resource in the project/study
- d) a full description of the work for the resource and the results obtained
- e) software solutions involved in the project/study (if applicable), programming language (if applicable)

Please note that the same type of information should be provided to describe the experience of the bidder.

**A. Mandatory Technical Criteria**

At bid closing time, the Bidder must comply with the following mandatory technical criteria and provide the necessary documentation to support compliance. Any bid which fails to meet the following mandatory technical criteria will be declared non-responsive. Each criterion should be addressed separately.

Criteria	Description
1	<p>The bidder must propose at least one (1) resource for each of the following labour category:</p> <p>(a) Project Manager</p> <p>(b) Specialist - atmospheric aerosol dispersion</p>

- (c) Specialist – lidar data analysis  
 (d) Specialist - lidar conception/modification and data acquisition

Note: A given resource can be proposed for more than one labour category.

## B. Point Rated Technical Criteria

Point Rated Technical Criteria	Evaluation scale	Max	Min
<b>1. BIDDERS' EXPERIENCE</b>		<b>20</b>	<b>10</b>
<b>1.1 Bidder's experience with research and development projects</b>	<p>a) The bidder has a minimum of 4 years of experience in executing and managing research and development projects (20 points)</p> <p>b) The bidder has a minimum of 3 years of experience in executing and managing research and development projects (15 points)</p> <p>c) The bidder has a minimum of 2 years of experience in executing and managing research and development projects (10 points)</p> <p>d) The bidder has less than 2 years of experience in executing and managing research and development projects (0 point)</p>	20	10
<b>2. MANAGEMENT PROPOSAL</b>		<b>10</b>	<b>5</b>
<b>2.1 The Bidder should describe how it proposes to control the management of the tasks with respect to assessing priorities, work overload, assignment and availability of resources.</b>	<p>The bidder proposes an excellent comprehensive plan for managing its staff and tasks. The plan ensures very effective management of staff and authorized tasks. In addition, relevant planning and control tools are proposed. 10 pts.</p> <p>The bidder proposes a plan for managing its staff and tasks. The plan ensures management of staff and authorized tasks. 5 pts.</p> <p>The bidder do not proposes a plan for managing its staff and tasks. 0 pts.</p>	10	5
<b>3. PROPOSED RESOURCES (per labour category)</b>		<b>240-215</b>	<b>155 145</b>

<p>More than one resource can be proposed per category. In this case, each resource will be evaluated individually and must get the minimum score. The overall scores obtained by each resource in the given category will be added and then divided by the number of resources available to obtain an average. The average will be the rating assigned to the bidder.</p> <p>The experience gained during study period may be accepted if its relevance to the criteria is sufficient demonstrated.</p> <p>Several sub-criteria of this section aim to evaluate the background education of the resources. To be acceptable to the evaluation team, the diploma must come from a recognized* Canadian university, or college, or the equivalent as established by a recognized* Canadian academic credentials assessment service,* if obtained outside Canada.</p> <p>*The list of recognized organizations can be found on the Canadian Information Centre for International Credentials Web site at <a href="http://www.cicic.ca/">http://www.cicic.ca/</a></p>			
<b>3.1 Proposed resources in the project management labour category</b>		<b>25</b>	<b>5</b>
<b>3.1.1</b> Training of the proposed resource.	a) Bachelor degree (or higher diploma) in science, engineering (10 pts) b) Other bachelor degree (or higher diploma) in project management or in business administration (5 pt) c) Any other situation (0 pt)	10	0
<b>3.1.2</b> Experience of the resource in R&D project management.	a) At least 24 months of experience in this field (15 pts) a) 12 to 23 months of experience in this field (10 pts) b) 6 to 11 months experience in this field (5 pts) c) Less than 6 months experience in this field (0)	15	5
<b>3.2 Proposed specialist in atmospheric aerosol dispersion category</b>		<b>55</b>	<b>20</b>
<b>3.2.1</b> Training of the proposed resource.	a) PhD or Master Degree in physic, physic engineering or electrical engineering (15 pts) b) Bachelor degree in physic, physic engineering or	15	5

	electrical engineering (10 pts) c) Other engineering bachelor degree (5 pt). d) Any other situation (0 pt)		
<b>3.2.2</b> Experience in atmospheric dispersion of aerosols.	a) The proposed resource has conducted 3 studies on atmospheric dispersion of aerosols (30 points) b) The proposed resource has conducted 2 studies on atmospheric dispersion of aerosols (20 points) c) The proposed resource has conducted 1 studies on atmospheric dispersion of aerosols (10 points) d) The proposed resource has conducted 0 studies on atmospheric dispersion of aerosols (0 points)  Note: For study, we mean research work leading to a scientific report or to a publication in the scientific literature.	30	10
<b>3.2.3</b> Experience in C sharp or in C++.	a) The proposed resource has more than 24 months of experience programming in C sharp programming (10 points) <b>or in C++</b> b) The proposed resource person has between 12 and 23 months of experience programming in C sharp programming <b>or in C++</b> (5 points) c) The proposed resource person has less than 12 months of experience programming in C sharp programming <b>or in C++</b> (0 point).	10	5
<b>3.3 Proposed Specialist – lidar conception/modification and data acquisition category</b>		<b>70</b>	<b>30</b>
<b>3.3.1</b> Training of the proposed resource	a) PhD or Master Degree in physic, physic engineering or electrical engineering (15 pts) b) Bachelor degree in physic, physic engineering or electrical engineering (10 pts) c) Other engineering bachelor degree (5 pt)	15	5



	d) Any other situation (0 pt)		
<b>3.3.2</b> Experience in the conception or modification of lidar systems.	a) The proposed resource has conceived or modified lidar systems in a minimum of 2 completed projects (20 points) b) The proposed resource has conceived or modified lidar systems in a minimum of 1 completed project (10 points) c) The proposed resource has not conceived/modified lidar systems in any completed project ( 0 point).	20	10
<b>3.3.3</b> Experience in the programming and data acquisition of gated intensified camera (ICCD).	a) The proposed resource has directly worked on the programming of ICCD camera in a minimum of 2 completed project (20 points) b) The proposed resource has directly worked on the programming of ICCD camera in a minimum of 1 completed project (10 points) c) The proposed resource person has not worked directly on the programming of ICCD camera in any completed project ( 0 point)	20	10
<b>3.3.4</b> Experience in C++ programming <b>or in C sharp</b> .	a) The proposed resource has more than 36 months experience programming in C++ programming <b>or in C sharp</b> (15 points) b) The proposed resource person has between 24 and 36 months of experience programming in C++ programming <b>or in C sharp</b> (10 points) c) The proposed resource person has between 12 and 23 months of experience programming in C++ programming <b>or in C sharp</b> (5 points) d) The proposed resource person has less than 12 months of experience programming in C++ programming <b>or in C sharp</b> (0 point)	15	5
<b>3.4 Proposed resource for specialist in lidar data inversion category</b>		<b>40</b>	<b>15</b>
<del><b>Proposed resource for specialist in lidar data analysis category</b></del>		<del><b>65</b></del>	<del><b>25</b></del>
<b>3.4.1</b> Training of the	a) PhD or Master Degree in physic, physic engineering	15	5

proposed resource.	<p>or electrical engineering (15 pts).</p> <p>b) Bachelor degree in physic, physic engineering or electrical engineering (10 pts).</p> <p>c) Other engineering bachelor degree (5 pts).</p> <p>d) Any other situation (0 pt)</p>		
<b>3.4.2</b> Experience on lidar inversion technique.	<p>a) The proposed resource has conducted 3 studies on lidar inversion technique (15 points)</p> <p>b) The proposed resource has conducted 2 studies on lidar inversion technique (10 points)</p> <p>c) The proposed resource has conducted 1 study on on lidar inversion technique (5 points)</p> <p>d) The proposed resource has conducted 0 study on lidar inversion technique (0 point)</p> <p>Note: For study, we mean research work leading to a scientific report or to a publication in the scientific literature.</p>	15	5
<del><b>3.4.3</b> Experience in analysing polarimetric lidar data.</del>	<p><del>a) The proposed resource has conducted 3 studies on polarimetric lidar data analysis (15 points)</del></p> <p><del>b) The proposed resource has conducted 2 studies on polarimetric lidar data analysis (10 points)</del></p> <p><del>c) The proposed resource has conducted 1 study on polarimetric lidar data analysis (5 points)</del></p> <p><del>d) The proposed resource has conducted 0 study on lidar inversion technique (0 point)</del></p> <p><del>Note: For study, we mean research work leading to a scientific report or to a publication in the scientific literature.</del></p>	15	5
<b>3.4.4</b> Experience in data analysis obtained with a gated intensified camera (G-ICCD)	<p>a) The proposed resource has directly worked on data analysis obtained with a G-ICCD camera in a minimum of 2 completed project (10 points)</p> <p>b) The proposed resource has directly worked data analysis obtained with a G-ICCD camera in a minimum of 1 completed project (5 points)</p> <p>c) The proposed resource person has not worked directly data analysis</p>	10	5

	obtained with a G-ICCD camera in any completed project (0 point)		
<b>3.4.35</b> Experience in Matlab programming.	a) The proposed resource has more than 24 months of experience programming in Matlab programming (10 points) b) The proposed resource person has between 12 and 23 months of experience programming in Matlab programming (5 points) c) The proposed resource person has less than 12 months of experience programming in Matlab programming (0 point)	10	5
<b>3.5 Proposed resource for specialist in polarimetric lidar data analysis category</b>		<b>50</b>	<b>20</b>
<b>3.5.1</b> Training of the proposed resource.	a) PhD or Master Degree in physic, physic engineering or electrical engineering (15 pts). b) Bachelor degree in physic, physic engineering or electrical engineering (10 pts). c) Other engineering bachelor degree (5 pts). d) Any other situation (0 pt)	15	5
<b>3.5.2</b> Experience in analysing polarimetric lidar data.	a) The proposed resource has conducted 3 studies on polarimetric lidar data analysis (15 points) b) The proposed resource has conducted 2 studies on polarimetric lidar data analysis (10points) c) The proposed resource has conducted 1 study on polarimetric lidar data analysis (5 points) d) The proposed resource has conducted 0 study on lidar inversion technique ( 0 point) Note: For study, we mean research work leading to a scientific report or to a publication in the scientific literature.	15	5
<b>3.5.3</b> Experience in data analysis obtained with a gated intensified camera (G-ICCD)	a) The proposed resource has directly worked on data analysis obtained with a G-ICCD camera in a minimum of 2 completed project ( 10 points)	10	5

	b) The proposed resource has directly worked data analysis obtained with a G-ICCD camera in a minimum of 1 completed project (5 points) c) The proposed resource person has not worked directly data analysis obtained with a G-ICCD camera in any completed project (0 point)		
<b>3.5.4</b> Experience in Matlab programming.	a) The proposed resource has more than 24 months of experience programming in Matlab programming (10 points) b) The proposed resource person has between 12 and 23 months of experience programming in Matlab programming (5 points) c) The proposed resource person has less than 12 months of experience programming in Matlab programming (0 point)	10	5
<b>4. TECHNICAL PROPOSAL</b>		30	10
<b>4.1</b> Demonstrated understanding of context, scope and objectives  The demonstration of understanding of the context, scope and objectives should be complete and not limited to the description in the "Statement of Work". The bidder should use his own words to provide a convincing demonstration of his understanding of the context, scope and objectives.	a) The demonstration of understanding of the context, scope and objectives exceeds the requirements (15 points) b) The demonstration of understanding of the context, scope and objectives meets the requirements (10 points) c) The demonstration of understanding of the context, scope and objectives barely meets the requirements (5 points) d) The demonstration of understanding of the context, scope and objectives is absolutely insufficient (0 points)	15	5
<b>4.2 Identification of risks</b>  The bidder should mention the risks that could compromise the project and propose a method to manage said	a) The main risk factors and risk-management methods are identified and the propose method to manage said risks exceeds the requirements (15 points)  b) The main risk factors and risk-management methods are	15	5

risks. The factors described should be suitable, and the risk-management method realistic.	<p>identified and the propose method to manage said risks meets the requirements (10 points)</p> <p>c) Risk factors and risk-management methods are identified for some tasks and barely meet the requirements (5 points)</p> <p>d) Risk factors and risk-management methods are poorly identified or do not meet the requirements (0 points)</p>		
TOTAL		<b>300</b> <del>275</del>	<b>195</b> <del>185</del>

**3. Amend Attachment 3 - Evaluation of Price, as follows:****ATTACHMENT 3  
EVALUATION OF PRICE**

For evaluation purposes only, the price of the bid will be determined as follows :

**1 - Financial Bid**

Bidders must submit their financial bid in accordance with Attachment 1 Financial Bid Presentation Sheet.

**2 - Calculation of bid price**

The bid price will be calculated as follows :

**Bid price = Cost of labour**

The Total Bid Price will be calculated as set out in section 3 below

The Bid Price will be evaluated on the basis of the following estimated level of effort :

1- Project Manager	5%
2- Specialist - atmospheric aerosol dispersion	20%
<del>3- Specialist – lidar data analysis</del>	<del>55%</del>
<b>3- Specialist in lidar data inversion</b>	<b>27.5%</b>
<b>4- Specialist in polarimetric lidar data analysis</b>	<b>27.5%</b>
<del>5- 4- Specialist - lidar conception/modification and data</del>	20%

**3 - Cost of labour :**

To establish labour costs, the effort available in terms of hours (see last column in Table 4.1, below) must be determined. The effort available for each resource category will be calculated as follows:

$$\text{Effort available} = \frac{[\text{Total anticipated available funding}] \times [\text{Approximate percentage use}]}{[\text{Average hourly rate for the resource category}]}$$

The cost of labour for a given category (for a given bid) is then obtained by multiplying the effort available by the average hourly rate provided for the given category (for a given bid).

Lastly, the cost of labour is calculated by adding the labour costs per category for a given bid.

For example:

- Anticipated funding for the work = \$600,000
- Percentage of use for "PM" = 5%
- If the average hourly rate for bid A = \$100, that for bid B = \$75 and that for bid C = \$90, then the average hourly rate for the resource category = \$88.33.

Therefore,

- Effort available  $\$600,000 \times 0.05 / \$88.33 = 339.64$  hours

and

- Labour costs for PM, bid a  
=339.64 hours x \$100 =33 964.00\$.
- Labour costs for PM, bid b  
=339.64 hours x \$75 = 25 473.00\$
- Labour costs for PM, bid c  
=339.64 hours x \$90 = 30 567.60\$

#### 4 - Sample calculations for the price of the three bids

Table 4.1 - Sample calculations for the three bids

Resource category	% of use	Rate A	Price for A	Rate B	Price for B	Rate C	Price for C	Qty
1- Project Manager	5%	\$90.00	\$31,764.71	\$75.00	\$26,470.59	\$90.00	\$31,764.71	352.9
2- Specialist - atmospheric aerosol dispersion	20%	\$60.00	\$100 465.12	\$75.00	\$125,581.40	\$80.00	\$133,953.49	1674.4
<b>3- Specialist in lidar data inversion</b>	<b>27.5</b>	\$90.00	<b>\$189 574.47</b>	\$75.00	<b>\$157 978.73</b>	\$70.00	<b>\$147 446.81</b>	<b>2106.4</b>
<del>3- Specialist - lidar data analysis</del>	<del>55%</del>		<del>\$379 148.94</del>		<del>\$315,957.45</del>		<del>\$294,893.62</del>	<del>4212.8</del>
<b>4- Specialist in polarimetric lidar data analysis</b>	<b>27.5</b>	<b>\$90.00</b>	<b>\$189 574.47</b>	<b>\$75.00</b>	<b>\$157 978.73</b>	<b>\$70.00</b>	<b>\$147 446.81</b>	<b>2106.4</b>
<del>5-4- Specialist - lidar conception/modification and data</del>	20%	\$60.00	\$110 769.23	\$75.00	\$138,461.54	\$60.00	\$110,769.23	1846.2
<b>TOTAL :</b>			<b>\$622 147.99</b>		<b>\$606,470.98</b>		<b>\$571,381.04</b>	

The "percentages of use" listed in the table are provided solely for the purpose of determining the estimated price for each bid. They represent approximate needs, provided in good faith, and should not be considered as a contractual guarantee.

These rates are provided as an example only and must not be interpreted as an indicator of the experience of the labour categories.

	Evaluated Price	Points (total)	Calculation	\$/points	Range
A	\$622 147.99	75 points	\$622 147.99/ 75	8 295.31	3rd
B	\$606 470.98	82 points	\$606 470.98/ 82	7 395.99	2nd
C	\$571 381.04	82 points	\$571 381.04/ 82	6 968.06	<b>1st (winner)</b>

**4. Amend ANNEX B - Basis of Payment, as follows:****ANNEX B****BASIS OF PAYMENT****(to be completed by Canada at Contract award)**

1. Firm all-inclusive rates (Applicable Taxes extra, including profit and overhead) as follows :

**Firm all- inclusive hourly rates for the following periods:****Labour Categories**

<b>from April 1, 2014 to March 31, 2015</b>	<b>from April 1, 2015 to March 31, 2016</b>	<b>from April 1, 2016 to March 31, 2017</b>	<b>from April 1, 2017 to March 31, 2018</b>
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**Project Manager**

Estimated percentage of effort = 5%

_____ \$ / hour	_____ \$ / hour	_____ \$ / hour	_____ \$ / hour
-----------------	-----------------	-----------------	-----------------

Name: \_\_\_\_\_

**Specialist - atmospheric aerosol dispersion**

Estimated percentage of effort = 20%

_____ \$ / hour	_____ \$ / hour	_____ \$ / hour	_____ \$ / hour
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Name: \_\_\_\_\_

**Specialist in lidar data inversion  
(estimated percentage of effort :  
27.5%)**

_____ \$ / hour	_____ \$ / hour	_____ \$ / hour	_____ \$ / hour
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Name: \_\_\_\_\_

**Specialist - lidar data analysis**

Estimated percentage of effort = 55%

**Specialist in polarimetric lidar data analysis****(estimated percentage of effort:  
27.5%)****Specialist - lidar****conception/modification and data**

Estimated percentage of effort = 20%

_____ \$ / hour	_____ \$ / hour	_____ \$ / hour	_____ \$ / hour
-----------------	-----------------	-----------------	-----------------

Name: \_\_\_\_\_

Name: \_\_\_\_\_

2. **EQUIPMENT:** at laid down cost without markup

3. **MATERIALS AND SUPPLIES:** at laid down cost without markup



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#### 4. TRAVEL & LIVING:

- (a) Canada will not accept any travel and living expenses incurred by the Contractor in the performance of the Work, for:
- (i) services provided within the Québec City Region (including Defence Research and Development Canada, Valcartier facility), and
  - (ii) any travel between the Contractor's place of business and the Québec City Region (including Defence Research and Development Canada, Valcartier facility).
- (b) For services to be provided outside the Québec City Region, the Contractor will be reimbursed its authorized travel and living expenses reasonably and properly incurred in the performance of the Work, at cost, without any allowance for profit and/or administrative overhead, in accordance with the meal, private vehicle and incidental expenses provided in Appendices B, C and D of the Treasury Board Travel Directive ([http://www.tbs-sct.gc.ca/pubs\\_pol/hrpubs/TBM\\_113/td-dv\\_e.asp](http://www.tbs-sct.gc.ca/pubs_pol/hrpubs/TBM_113/td-dv_e.asp)), and with the other provisions of the directive referring to "travellers", rather than those referring to "employees".
- (c) Canada will not accept any travel and living expenses incurred by the Contractor as a consequence of any relocation of personnel required to satisfy the terms of this Contract.
- (d) All travel must have prior authorization of the Technical Authority. All payments are subject to government audit.

**TOTAL ESTIMATED COST TO A LIMITATION OF EXPENDITURE: 600,000.00\$**  
**(Applicable Taxes extra)**

#### 5. CLOSING DATE EXTENSION

FROM: April 7, 2014, 14:00 EDT

TO: **April 14, 2014, 14:00 HR EDT**

If your tender has already been forwarded and you wish to revise it, the revision should be mailed in a sealed envelope and reach the undersigned or send a fax before the new closing date. The tender number and the new closing date are to be shown on the outside of the sealed envelope.

ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME.