

## 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

## Revision to a Request for a Standing Offer

## Révision à une demande d'offre à commandes

National Master Standing Offer (NMSO)

Offre à commandes principale et nationale (OCPN)

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

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

## Comments - Commentaires

## Vendor/Firm Name and Address

Raison sociale et adresse du  
fournisseur/de l'entrepreneur

## Issuing Office - Bureau de distribution

Electrical & Electronics Products Division  
11 Laurier St./11, rue Laurier  
7B3, Place du Portage, Phase III  
Gatineau, Québec K1A 0S5

<b>Title - Sujet</b> Security Hardware	
<b>Solicitation No. - N° de l'invitation</b> E60HN-14SECH/A	<b>Date</b> 2014-04-16
<b>Client Reference No. - N° de référence du client</b> E60HN-14SECH	<b>Amendment No. - N° modif.</b> 001
<b>File No. - N° de dossier</b> hn460.E60HN-14SECH	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$\$HN-460-64915	
<b>Date of Original Request for Standing Offer</b> 2014-03-25	
<b>Date de la demande de l'offre à commandes originale</b>	
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2014-05-05</b>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Guertin, Benoit	<b>Buyer Id - Id de l'acheteur</b> hn460
<b>Telephone No. - N° de téléphone</b> (819) 956-4479 ( )	<b>FAX No. - N° de FAX</b> ( ) -
<b>Delivery Required - Livraison exigée</b>	
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>	
<b>Security - Sécurité</b> This revision does not change the security requirements of the Offer. Cette révision ne change pas les besoins en matière de sécurité de la présente offre.	

Instructions: See Herein

Instructions: Voir aux présentes

<b>Acknowledgement copy required</b> <b>Accusé de réception requis</b>	<b>Yes - Oui</b> <input type="checkbox"/>	<b>No - Non</b> <input type="checkbox"/>
<b>The Offeror hereby acknowledges this revision to its Offer.</b> <b>Le proposant constate, par la présente, cette révision à son offre.</b>		
<b>Signature</b>	<b>Date</b>	
Name and title of person authorized to sign on behalf of offeror. (type or print) Nom et titre de la personne autorisée à signer au nom du proposant. (taper ou écrire en caractères d'imprimerie)		
<b>For the Minister - Pour le Ministre</b>		

This amendment (1) seeks to update the terms and conditions as well as answer vendors' questions.

1) At **Part 4, 1.1 Mandatory Technical Criteria**, add the following:

### **1.1.1 - Manufacturer Letters and Manufacturer's Suggested Retail Price (MSRP) Lists**

It is the Offeror's responsibility to obtain the co-operation of the highest ranking Distributor(s) and/or Manufacturer representative to ensure the Offeror submits the same MSRP list in the authorization letters as other Offerors.

If the MSRP lists from a particular Manufacturer are not consistent from each of its dealers offers, the equipment discount percentages offered cannot be evaluated fairly. For this reason PWGSC may seek clarification directly from the Manufacturer, but is not obligated. If discrepancies in the letters and/or MSRP price lists exist, PWGSC has the right to reject all or some of the Offeror submissions (specific to the MSRP in question) not meeting the requirements outlined above regardless if the Manufacturer has or has not been contacted for clarification.

Where a Distributor, and not a Manufacturer, has sole and exclusive rights to grant dealer authorizations, set national pricing and to promote and supply Manufacturer's products across Canada, the Distributor may act on behalf of the Manufacturer to provide all the necessary RFSO dealer authorization letters and MSRP list.

### 2) Question and answers

Q1. A number of the manufactures listed in tender have more than one discount. An example is the Schlage electronics I have four different discounts under that product line. Can I provide you a discount sheet per manufacture?

A1. Only one discount per manufacture/MSRP is required

Q2. You are requesting an hourly installation rate but Lock Distributors do not have installers. Is this something you would consider removing from the Tender?

A2. There is a requirement for installers. See Part 3, subsection 1.3

Q3. If we are able to offer installation services in Ontario and Quebec but not in the other provinces can we still bid ? If yes where should we indicate this ?

A3. Please see Part 3, subsection 1.3.

Q4. If our installer is authorized to sell one of the 29 manufacturers (example MEDECO therefore the MFGR letter would be in the installers name and not our name ) can we indicate this in our bid or should we exclude this specific manufacturer from our bid ?

A4. As per Annex "A", To be considered responsive, you must provide a written proof (Annex "C" from at least 23 of the manufacturers listed below that you presently have a direct account with the manufacturer, or that you are the manufacturer's exclusive Canadian agent for your region.

Q5. Regarding the rate for installation – Can we sub-contract the installation to a 3<sup>rd</sup> party? We can still charge for the installation but have it sub-contracted it out.

A5. Yes, as long as you submit a the letter indicating sub-contractor as certified by the manufacturer in question.

Q6. Can we have annex C - appendix 1.0 an 2.0 "MFGR authorizes Offeror" in word document please so we can send it to the manufacturer?

A6. Yes, send an email to the contracting authority to obtain a copy. However, please be advised that the letters are not to be modified IN ANY WAY other than filling in the blanks. A modified letter will be considered as non-compliant.

Q7. In annex A, there is a request to provide 23 written proof of the 29 listed items, some of these items are by the same manufacturer. Can they be grouped together?

A7. No.

Q8. Labour rate: is the labour rate for the national capital only or cross the country? As you know the labour rate is different depend on the location. If the labour is to be across the country should we give one price or price per province?

A8. We require one rate.

Q9. Abus, HPC, Ilco, Kaba, mass Hamilton, McKinney, master, Pannex are off the shelf items. The manufacturer doesn't sell directly to integrator they only sell to suppliers, which most of the integrator buy from. Most of the time they do not have MSRP list, how would you like us to price it?

A9. It is the offeror's responsibility to obtain the necessary documents requested in the solicitation.

Q10. How would you like to receive the price list, as some manufacturer have over 50 pages per product.

A10. Price lists can be sent electronically on a CD/DVD or USB key

Q11. In annex A, the Medeco cylinders and keys have different keyways across the country. How will the contract winner have access to all these keyways?

A11. It will be up to the Client departments with restricted keyways to inform the manufacturer.