



**RETURN BIDS TO:**  
**RETOURNER LES SOUMISSIONS À:**  
Bid Receiving - PWGSC / Réception des  
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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**  
Science Procurement Directorate/Direction de  
l'acquisition  
de travaux scientifiques  
11C1, Phase III  
Place du Portage  
11 Laurier St. / 11, rue Laurier  
Gatineau, Québec K1A 0S5

<b>Title-Sujet</b> EQUINE DRUG TESTING SERVICES	
<b>Solicitation No. - N° de l'invitation</b> 01948-140569/A	<b>Amendment No. - N° modif.</b> 001
<b>Client Reference No. - N° de référence du client</b> 01948-140569	<b>Date</b> 25 JULY 2014
<b>GETS Reference No. - N° de référence de SEAG</b> PW-14-00637445	
<b>File No. - N° de dossier</b> 066ss01948-140569	<b>CCC No./N° CC - FMS NO. / N° VME</b>
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 2:00 PM</b> <b>on - le 2014-07-28</b>	<b>Time Zone</b> <b>Fuseau horaire</b> Eastern Standard Time EST
<b>F.O.B. - F.A.B</b>  Plant-Usine : <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> WILSON, HEATHER	<b>Buyer Id - Id de l'acheteur</b> 066ss
<b>Telephone No. - N° de téléphone</b> 819-956-1354	<b>FAX No. - N° de FAX</b> 819-997-2229
<b>Destination of Goods, Services and Construction:</b> <b>Destinations des biens, services et construction :</b>  Specified Herein Précisé dans les présentes	

**Instructions : See Herein**

**Instructions : voir aux présentes**

<b>Delivery Required - Livraison exigée</b> See Herein	<b>Delivery Offered - Livraison proposée</b>
<b>Vendor/Firm Name and Address</b> <b>Raison sociale et adresse du fournisseur/de l'entrepreneur</b>	
<b>Telephone No. - N° de telephone</b> <b>Facsimile No. - N° de télécopieur</b>	
<b>Name and title of person authorized to sign on behalf of Vendor/Firm</b> <b>(type or print)</b>  <b>Nom et titre de la personne autorisée à signer au nom du fournisseur/de</b> <b>l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b>	
<b>Signature</b>	<b>Date</b>

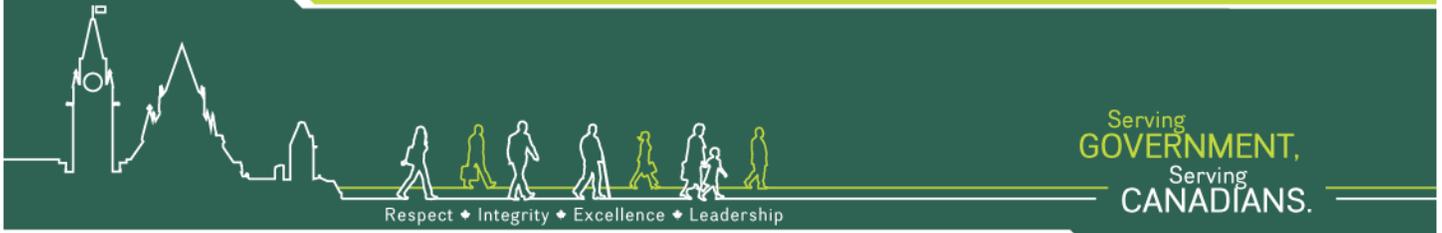


Travaux publics et  
Services gouvernementaux  
Canada

Public Works and  
Government Services  
Canada

**This amendment to the Letter of Interest is raised:**

**1) to post the Summary of Feedback and Outcomes of the Consultative Process.**



**Summary of Feedback and Outcomes  
from the  
Industry Consultative Process on  
Equine Drug Testing Services  
01948-140569**



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## 1. Introduction

Canada has a requirement for the renewal of a Contract for Equine Drug Testing Services for delivery to the Government of Canada (GC). The current Contract is set to expire in March 2015.

Canada sought Industry consultation on the development of the procurement for the requirement to explore all potential ideas and solutions. The Industry Consultative Process (“Consultative Process”) includes a Letter of Interest (LOI), one-on-one meetings, this Summary of Feedback and Outcomes and will conclude when the official Request for Proposal (RFP) is published on the Government Electronic Tendering Service (GETS), [www.buyandsell.gc.ca/tenders](http://www.buyandsell.gc.ca/tenders). In order to further maximize the benefits of the Consultative Process, a draft of the Mandatory and Point Rated Technical Evaluation Criteria and Industry Engagement Questions were included in the LOI. The draft Mandatory and Point Rated Technical Evaluation Criteria were based on the previous RFP in 2010 with a number of improvements incorporated from lessons learned during the term of the current Contract.

The information gathered through this process was considered to finalize a strategy for the Equine Drug Testing Services requirement that will both meet the needs of the Government of Canada and be coherent with Industry standard practices.

## 2. Industry Consultative Process

<b>Period</b>	May 27, 2014 and concludes with the publication of the official RFP.
<b>Participants</b>	Written responses were received in response to the Industry Engagement Questions outlined in the LOI.  The Contracting Officer and the Technical Authority reviewed the responses.

## 3. Purpose

This document summarizes the feedback received during the Industry Consultative Process and the outcome on the development of the RFP. The Basis of Payment will be the primary focus for this summary.

More details on the Basis of Payment are summarized below.

## 4. General Overview of the Industry Consultative Process Feedback

The Consultative Process provided any interested party in the Industry an opportunity to participate in the further development of the Equine Drug Testing Services solicitation by submitting comments, questions, recommendations and suggestions for improvement of the RFP.

The Basis of Payment emerged as key issue as a result of the feedback received from the Consultative Process. In response to this key issue as detailed below, changes have been implemented in the RFP and will serve to address the feedback received.

## 5. Summary of Feedback and Outcomes

### 5.1 Basis of Payment

#### Original Approach – Basis of Payment

The proposed Basis of Payment was to a Limitation of Expenditure based on the following: Analytical Laboratory Services will be paid on a firm per sample rate, inclusive of all costs associated with analysis of Official Samples, including screen testing of 100% of all samples, target testing of 25% of all samples and any associated follow-up and confirmatory analysis, as required. Research Services will be provided on an “as and when requested” basis through Task Authorization and will be paid based on a firm hourly rate.

#### Relevant Feedback

<b>TOPIC</b>	Feedback was requested as follows: 1) Can you suggest any improvements to the Basis of Payment?
<b>Summary of Feedback</b>	
Industry suggested that fluctuation in the Horse Racing Industry would best be accommodated by a more flexible Basis of Payment.	
Industry proposed the following improvements to the Basis of Payment:	
<ul style="list-style-type: none"><li>a) Inclusion of a Contract Clause allowing for the re-negotiation of per sample rates for Analytical Laboratory Services based on pre-determined conditions to be defined in the Contract;</li><li>b) Usage of tiered (variable) per sample rates for Analytical Laboratory Services based on estimated annual sample volumes; or,</li><li>c) Usage of a firm all-inclusive monthly rate for Analytical Laboratory Services and Research Services.</li></ul>	
<b>Outcome</b>	
Upon review of feedback from Industry, Canada’s original approach to the Basis of Payment could be improved by allowing for flexibility to address fluctuation in the Horse Racing Industry. Accordingly, Canada has reviewed the suggestions presented and proposes to revise the Basis of Payment as follows.	
The revised Basis of Payment will be a Limitation of Expenditure based on the following:	
(a) Analytical Laboratory Services:	
Analytical Laboratory Services will be paid based on firm per sample rates for escalating tiers of estimated annual sample volume. The firm per sample rates will be inclusive of all costs associated with analysis of Official Samples, including screen testing of 100% of all samples, target testing of 25% of all samples and any associated follow-up and confirmatory analysis, as required.	
(b) Research Services	
Research Services will be provided on an “as and when requested” basis through a Task Authorization and will be paid based on firm all-inclusive hourly rates.	

## 5.2 Other

### Original Approach – Security Requirement

Canada intends to include the following Security Requirements in the bid Solicitation. Appropriate security clearances should be pursued through the point of contact listed in article 11 of the Letter of Interest.

1. At the date of bid closing, the following conditions must be met:
  - (a) the Bidder must hold a valid Designated Organization Screening (DOS), issued by the Canadian Industrial Security Directorate (CISD), Public Works and Government Services Canada (PWGSC).
  - (b) the Bidder's proposed individuals requiring access to classified or protected information, assets or sensitive work site(s) must EACH hold a valid RELIABILITY STATUS, granted or approved by CISD/PWGSC.
  - (c) the Bidder must provide the name of all individuals who will require access to classified or protected information, assets or sensitive work sites. This information must be submitted with the bid.
2. For additional information on security requirements, bidders should consult the "[Security Requirements for PWGSC Bid Solicitations - Instructions for Bidders](http://www.tpsgc-pwgsc.gc.ca/app-acq/lc-pl/lc-pl-eng.html#a31)" (<http://www.tpsgc-pwgsc.gc.ca/app-acq/lc-pl/lc-pl-eng.html#a31>) document on the [Departmental Standard Procurement Documents](#) website.

### Relevant Feedback

<b>TOPIC</b>	Feedback was requested relative to the following items: <ol style="list-style-type: none"><li>1. Please identify any other issues, concerns and recommendations not addressed above?</li></ol>
<b>Summary of Feedback</b>	
Industry requested clarification on the Security Requirements for the Request for Proposal that were included in the Letter of Interest. Specifically, Industry requested clarification on which individuals require a valid RELIABILITY STATUS, granted or approved by CISD/PWGSC.	
<b>Outcome</b>	
Upon review, Canada has determined that there will be <u>no Security Requirements</u> applicable to the upcoming RFP.	
Accordingly, article 11 "Security Requirement" of the Letter of Interest is deleted in its entirety.	

## 6. Conclusion

Overall the feedback was positive and the suggestions were supported. Industry feedback has contributed to the improvement of the procurement process through the implementation of changes to the final RFP that addresses their key concerns.

The GC Equine Drug Testing Services team members wish to thank Industry for taking part in the Consultation Process.