

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

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
Marine Machinery and Services / Machineries et
services maritimes
11 Laurier St. / 11, rue Laurier
6C2, Place du Portage
Gatineau
Québec
K1A 0S5

Title - Sujet NPGRA Analyse Faisabilité Prop/Gen	
Solicitation No. - N° de l'invitation F7049-140167/A	Amendment No. - N° modif. 001
Client Reference No. - N° de référence du client F7049-140167	Date 2014-09-10
GETS Reference No. - N° de référence de SEAG PW-\$\$ML-044-24624	
File No. - N° de dossier 044ml.F7049-140167	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2014-09-24	
F.O.B. - F.A.B. Plant-Usine: <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: Aussant, Marc	Buyer Id - Id de l'acheteur 044ml
Telephone No. - N° de téléphone (819) 934-1386 ()	FAX No. - N° de FAX () -
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

Solicitation No. - N° de l'invitation

F7049-140167/A

Amd. No. - N° de la modif.

001

Buyer ID - Id de l'acheteur

044ml

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

F7049-140167

File No. - N° du dossier

044mlF7049-140167

CCC No./N° CCC - FMS No/ N° VME

MODIFICATION NO. 1 DE L'INVITATION

La modification no. 1 de l'invitation est émise pour publier les minutes de la conférence des soumissionnaires de ce projet.

FIN DE LA MODIFICATION NO. 1 DE L'INVITATION

Analyse des options et de la faisabilité d'une modernisation des systèmes de propulsion et de production électrique d'un navire polyvalent à grand rayon d'action (NPGRA)

HEMTV Generation and Propulsion Upgrade Feasibility and Options Analysis

BIDDER'S CONFERENCE MINUTES

A Bidder's Conference for the HEMTV Generation and Propulsion Upgrade Feasibility and Options Analysis was held on Thursday September 4, 2014, at the Canadian Coast Guard Base, 50 Discovery Drive, Dartmouth Nova-Scotia, in the Atrium Board Room. The Conference started at 09:00.

In attendance were:

NAME	POSITION	REPRESENTING
George Dorn	Business Development	Siemens
Ken Isenor	PM Siemens Canada	Siemens
Yasemin Mensha	Quality Mgr (Sales Mgr int)	Wartsila Canada Inc.
Cliff Hutka	Sales Manager	Wartsila
Tim Haggart	Project Manager	Allswater
Pierre Poulin	Consultant	PurePower
Klaus Schmidt	Application Engineer	MTU
Éric Moisan-Bouchard	Application Engineer	Wajax Power Systems
Joseph Misek	Sales Manager	MTU – North America
Louis Blouin	General Manager East Coast	Wajax Power Systems
Eric Hill	Campaigns Director	Rolls-Royce Power Engineering
Troy Roode	CCG VLE Class Manager	CCG
William Falconer	VLE	CCG
Glen Thompson	VLE Project officer	CCG
Marc Aussant	PWGSC C.A.	PWGSC Ottawa

1- Opening remarks,

The Chair welcomed all attendees to the Conference and introductions were made. The purpose of the Conference was to review the documents issued to date with respect to the RFP and to discuss any contractual and technical issues related to the project. The attendees accepted that the conference be held in English and translated as needed. The following records summarize the issues and discussions held during the conference.

2- Documentation issued to Bidders,

The Bidders confirmed that they have the Request for Proposal (RFP). The Contract Authority (CA) explained that the Bidder's Conference minutes, the questions and answers and any other change to the RFP will from now on be sent by email as advance information to all bidders that attended the Conference and subsequently will be published through a solicitation amendment on Buyandsell.gc.ca .

The Bidders ask for some additional technical documents like Structural arrangement under the machinery, Shipping route, Lifting points etc.. Canada will look at what is available and will provide through a solicitation amendments documents that are available and essential in order to bid. The CA informed that if possible any information pertaining to the solicitation will be sent by email as advance information to the Bidder's Conference attendance.

3- Procurement strategy,

As part of the VLE program the CCG wants to evaluate the feasibility of various options to upgrade the generation and propulsion system of the High Endurance Multi Task Vessel (HEMTV) (1100 Icebreaker). The actual solicitation is to contract with an engineering firm to provide this analysis. Subsequently CCG will make decision on upgrading solution and if required appropriate procurements will follow.

4- Review of the Request for Proposal (RFP),

a. Part 1 to 5 Instructions and Procedures ,

- The CA informed that due to the nature of the proposal, bid transmitted by facsimile will not be accepted. Therefore Bid Receiving Unit fax no. identified on the top page of the RFP, in the article 2 of the Part 2 Bidder Instructions and the article 08 of the

2003 Standard Instructions – Goods or Services – Competitive Requirements, does apply and must not be used.

- The CA requested all bidders to ensure that they complete all sections, annexes and appendices of the RFP, sign where appropriate and ensure that no mandatory information and documents is missing in their proposal.
- Part 2 article 5 – bidders decide the law of which province will govern the relation between the parties.
- Part 3 - the CA reiterate the importance that Proposal are structure as per instructions.
- Part 4 - article 1.1.2 –
 - 1.1.2.1 Previous Work Experience
 - The CA confirmed that more information than requested to achieve the scoring can be submitted however they will not be considered into the score decision.
 - Regarding vessel size in previous work experiences, Canada feels the sizing is fair and encourages bidders to include a vessel that may be undersized, but offers complexity in design for the other sections of point related criteria.
 - In order to qualify under the “Previous Work Experience” section of the RFP, the bidder must consider his own experience and expertise. If he worked in conjunction with a subcontractor in his past realisations, he cannot use the experience and expertise of that subcontractor against its own scoring. He can include the work of a subcontractor if he was the prime contractor for the previous work and was responsible for all the work of the subcontractor.
 - 1.1.2.3 Proposed Approach to Work
 - Suppliers vs Options – The CA explained the difference between the numbers of suppliers proposed vs the number of options. Canada is

looking to have an accurate snap shot of industry and encouraged contacting as many suppliers as possible; therefore, using one supplier to provide multiple options will score less than using multiple suppliers to supply multiple options.

- Part 5 – Certifications – The CA requested bidders to ensure that all certification are signed, dated and part of their proposal.
- Part 5 – Certifications – Article 1.6 - Restriction on Bidding – Many concerns and questions were raised by the attendance with regards to the interpretation and application of that clause. In order to provide more clarity and answers to questions raised, the CA is providing the followings;
 - o Canada has the responsibility to ensure to the most extend the actual procurement strategy will not provide unfair advantage nor create a situation of conflict of interest or appearance of conflict of interest. That is why the ‘‘Restriction on Bidding’’ clause was put in place for this requirement. Canada is well aware that no process or procedure is perfect however believes that the actual clause is well balance and ensures due diligence.
 - o What would restrict the bidder and/or any other company to bid on a any future procurement that flows out of the analysis provided through this contract are;
 - Having worked to develop, gather information and make the analysis required by the contract, essentially being awarded the actual contract. Suppliers, manufacturers, providing quotations, technical information, prices, deliveries, etc, to the contractor of the this contract will not be restricted to bid on procurement that flows out of the analysis provided through this contract.
 - Being affiliated to the bidder. Affiliation is defined in Canada Business Corporations Act, R.S.C. 1985, Chapter 4, as amended. It is to the bidder and/or affiliated to determine if he (they) are in a situation

of affiliations. The consequences of not following this rule are well delineated in the article 1.6.

- Canada will not restrict the contractor of the actual contract to work as a subcontractor for engineering development for future procurement that flows out of the analysis provided through this contract, using the grounds of the ‘‘Restriction on Bidding’’ for the following reasons;
 - Canada will monitor the development of the analysis to be used for potential future contracts and will ensure that all manufacturers or suppliers are addressed in the exact same terms,
 - Development of engineering is not required to achieve the required analysis,
 - The required analysis will not include recommendation(s) from the contractor,
 - Canada wants the work to be done and encourage competition as much as possible. At some point a judgment call has to be made. Even though there may exist a risk of conflict of interest, perception of conflict of interest, or perception of unfair advantages in this specific situation, Canada believes that adequate de-risking mitigation is in place and that these risks are very low. While the perception of conflict of interest is difficult to quantify, the actual impact from any conflict of interest is almost non-existent as Canada will be independently evaluating all information obtained herein. Canada’s position in this specific example follows the intent of the sub article 4). The attendance concurred to this statement.

b. Part 6 Resulting Contract Clauses (TPSGC / PWGSC),

- The bidders are strongly recommended to read all Standard Acquisition Clauses and Conditions (SACC) introduced into the contract by reference.

c. Annexes B to E and appendices

- Annex C – Financial Bid Presentation Sheet article C3. The Bidders are requested to ensure that they are quoting overtime premiums and not overtime rates.

d. Annex A Statement of Work

- The vessel is not in class however solutions provided by the analysis will have to be class approved.
- It was confirmed that the primary vessel for this work will be the CCGS Sir William Alexander. The Sir William's home port is Dartmouth, Nova Scotia.
- The CA ensured that Canada will work with the eventual contractor to create a template for each Supplier to populate. All suppliers will be given the same template for each system so as to facilitate a fair and accurate comparison.
- Section 1.2.1.8 Contractor must determine engine Load Profile or Emissions Profile as it pertains to acquiring the total cost of operation from suppliers. All suppliers must be provided the same load profile.
- Main engines and auxiliary engines configuration will stay the same. No Father/Son configurations or less or more engines will be entertained.
- The individual system or equipment installation and integration engineering, remediation, and installation shall be priced and incorporated into the total cost of each solution. Canada will endeavour to clearly define the integration requirements with the eventual contractor so as to fairly assign an engineering cost to all the solutions brought forth. Canada understands that depending on the eventual scope of replacement, there may be additional engineering needed for the total integration of the systems and this cost may be significant and may not be evident by this contract.
- Canada explained that the Procurement Strategy for these vessels is still being worked out and at this stage; this work should only be

viewed as a snap shot of what is available to integrate into these vessels to maintain operational readiness for a further fifteen years. By completing this work, Canada is not confirming what equipment will be replaced; only what equipment is being considered.

5- Varia,
No items discussed.

6- Closing comments.

The Chair thanked all attendees for their participation and their interest in the project and wished them all good luck. As all items on the agenda were addressed, the Bidder's Conference ended at 11:15.



Marc Aussant
PWGSC Contracting Authority
September 9, 2014

