

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
Armoured Vehicles Support/Soutien des véhicules
blindés
11 Laurier St./11, rue Laurier
Place du Portage Phase III 6C1
Gatineau
Québec
K1A 0S5

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|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------|----------------------------------------------------------------------------------|
| Title - Sujet LEO 2 FOV SPARE PARTS | | |
| Solicitation No. - N° de l'invitation W8486-141090/A | | Amendment No. - N° modif. 001 |
| Client Reference No. - N° de référence du client W8486-141090 | | Date 2014-09-15 |
| GETS Reference No. - N° de référence de SEAG PW-\$\$BL-235-24643 | | |
| File No. - N° de dossier 235bl.W8486-141090 | CCC No./N° CCC - FMS No./N° VME | |
| Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2014-10-06 | | Time Zone Fuseau horaire Eastern Daylight Saving Time EDT |
| 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: Baynes, Edna | | Buyer Id - Id de l'acheteur 235bl |
| Telephone No. - N° de téléphone (819) 956-0232 () | | FAX No. - N° de FAX (819) 956-0648 |
| 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 |

LEO 2 FOV SPARE PARTS

This Amendment is raised to provide clarification to the following question:

Question: As a Canadian subcontractor, located in Canada we request to be on equal footing with foreign contractors and we should not include Duty, Freight in from Europe to Canada, Brokerage, and Airport, Port Handling in our price. This way you will be able to compare our selling price on with prices received from Europe.

Another option is asking all suppliers to quote FOB Destination, the military bases in Canada including all cost.

Answer: Due to the nature of Leopard 2 spare parts requirements most bidders are located outside Canada. In order to be able to meet Canada's requirements, Canada cannot ignore the fact that Leopard 2 spare parts are not manufactured in Canada.

Canada has considered other evaluation methods for Leopard 2 spare parts requirements. The only other acceptable evaluation method would involve adding Canadian customs duties payable by Canada to the prices submitted by foreign-based bidders (for evaluation purposes) while assessing bids on an FOB destination basis. However, evaluating the bid prices FOB destination is not considered a reasonable method when shipping FOB destination does not meet Canada's operational requirements. In addition, this method would force Canada to abandon its current item-by-item evaluation method since:

- a) calculating the Canadian customs duties item by item is not feasible considering the number of solicitations for these requirements as well as the number of line items per solicitation; and
- b) determining competitive shipping costs require certainty about the line-items in resulting contract(s), which is not the case in an item-by-item evaluation model.

Unfortunately, switching to an aggregate evaluation method is neither advantageous to Canada nor the bidders for the following reasons:

- i) it would be detrimental to competition as it would result in fewer responsive bids overall and in particular from Canadian bidders;
- ii) only one bidder would be awarded a contract under any given solicitation while the bidders would have to bid on all items to be responsive;
- iii) it would jeopardize Canada's operational requirements as it would increase the risk of receiving no responsive bids; and
- iv) it would increase the cost for these spares parts.

The existing evaluation method not only allows Canadian bidders to bid on the line items of their choice (as few as one) but also allows them to specify a FCA shipping point outside Canada. As a result, it provides the best balance between meeting Canada's requirements and considerations for Canadian importers.

THE SOLICITATION REMAINS UNCHANGED.