

**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

<b>Title - Sujet</b> LEO 2 FOV SPARE PARTS	
<b>Solicitation No. - N° de l'invitation</b> W8486-141090/A	<b>Amendment No. - N° modif.</b> 001
<b>Client Reference No. - N° de référence du client</b> W8486-141090	<b>Date</b> 2014-09-15
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$\$BL-235-24643	
<b>File No. - N° de dossier</b> 235bl.W8486-141090	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2014-10-06</b>	
<b>F.O.B. - F.A.B.</b> <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input checked="" type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Baynes, Edna	<b>Buyer Id - Id de l'acheteur</b> 235bl
<b>Telephone No. - N° de téléphone</b> (819) 956-0232 ( )	<b>FAX No. - N° de FAX</b> (819) 956-0648
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>	

Instructions: See Herein

Instructions: Voir aux présentes

<b>Delivery Required - Livraison exigée</b>	<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 téléphone</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/</b> <b>de l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b>	
<b>Signature</b>	<b>Date</b>

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## 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.**