

**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 0B2 / Noyau 0B2**  
**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**  
Communication Procurement Directorate/Direction de  
l'approvisionnement en communication  
360 Albert St. / 360, rue Albert  
12th Floor / 12ième étage  
Ottawa  
Ontario  
K1A 0S5

<b>Title - Sujet</b> Video Production Services	
<b>Solicitation No. - N° de l'invitation</b> M7594-146021/A	<b>Amendment No. - N° modif.</b> 002
<b>Client Reference No. - N° de référence du client</b> M7594-14-6021	<b>Date</b> 2015-01-28
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$\$CX-026-66566	
<b>File No. - N° de dossier</b> cx026.M7594-146021	<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 2015-02-03</b>	<b>Time Zone</b> <b>Fuseau horaire</b> Eastern Standard Time EST
<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> Andruchow(CX Div.), Cassandra	<b>Buyer Id - Id de l'acheteur</b> cx026
<b>Telephone No. - N° de téléphone</b> (613) 993-7846 ( )	<b>FAX No. - N° de FAX</b> (613) 991-5870
<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>

Solicitation No. - N° de l'invitation

M7594-146021/A

Amd. No. - N° de la modif.

002

Buyer ID - Id de l'acheteur

cx026

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

M7594-14-6021

File No. - N° du dossier

cx026M7594-146021

CCC No./N° CCC - FMS No/ N° VME

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### **Amendment 002**

This amendment is raised in order to A) address questions received as of January 27, 2015, B) modify section 4.1.2 Financial Evaluation, and C) modify section 4.2 Basis of Selection:

#### **A) Questions:**

**Question 2:** What is the anticipated average value for each of these contracts?

**Answer 2:** Over the past two years, project value averaged between \$4,000 and \$6,000 for one task but could go up to \$10,000 for one single project.

**Question 3:** How many vendors do you anticipate selecting?

**Answer 3:** One

**Question 4:** How many contracts per year, on average, are put out to vendors?

**Answer 4:** The RCMP National Communication Services (NCS) have, on average, produced five videos a year for the past 3 years with a similar contract. However, more demands had to be handled through a different process or with internal resources. This process is being run with the expectation that NCS will now be better able to respond to increased demand from its internal partners but we cannot make any guarantee of work nor can we guarantee that all demands from our partners will be handled through this contract.

**Question 5:** Are there regions for contracts? If so how many regions? On average, how many contracts per region per year?

**Answer 5:** This contract is not region based. It is meant to serve the needs of RCMP National Communication Services and its internal partners which are mainly based in the National Capital Region. Some work may require travel to other regions.

**Question 6:** Being based in Toronto and understanding that travel costs might be a factor working against winning call-up RFP's, are there any details that you can give us about work that has taken place in the Greater Toronto Area in the past? If any, how likely is this to be part of future requirements?

**Answer 6:** RCMP National Communication Services serve internal clients mainly based in the National Capital Region (Ottawa) and has not yet been responsible for video production in Toronto through similar contracts in the past two years. It is unlikely, but not impossible, that there will be work required in the Toronto area.

**Question 7:** Is electronic submission of an RFP response an option?

**Answer 7:** No, PWGSC does not accept electronic submissions.

**Question 8:** In the 'Work Description' (page 38) you talk about the cancellation of work, sometimes on the same day it is scheduled. Could you please clarify how your compensation works for these types of situations?

**Answer 8:** In the event that a Task is cancelled for the convenience of Canada, the termination provisions of the applicable general conditions will apply. In this case, General Conditions 2010B (2014-09-25) - Professional Services (Medium Complexity) would apply. Please refer to subsection 25 Termination for Convenience for additional information.

**Question 9:** Will there be a requirement or opportunity to create other elements from the projects i.e. photography stills or assets for social media?

**Answer 9:** That is not impossible but the need has not yet surfaced.

**Question 10:** Will all of the concepts be pre-determined (i.e. will the scripts for the videos be written) for these videos or will there be an opportunity to improve the script or influence the projects creative approach, look and feel?

**Answer 10:** Most concepts are pre-determined, especially for video messages to audiences - like a Public Service Announcement or video Message for employees. When projects require more creativity, the supplier's ideas are more than welcome.

Please note that the project manager is always in close contact with the supplier and welcomes any advice at the onset of a project or even during filming if the director feels improvements are needed.

Scenarios and approach are typically determined by the Communication Strategists responsible for the files as they know what their clients and audiences need or want. The decision to go for a video product is also often part of a larger communication strategy that should encompass analyzed risks, opportunities and messaging for target audiences. Cultural challenges may also be at play, depending on the audience, and RCMP strategists understand those well. Scripts are pre-written by a speech writer and reviewed by senior management and clients to comply with RCMP guidelines or direction in terms of messaging. Adjustments to the script may be needed during filming at which point, those are discussed between the Director and the Project Manager.

National Communication Services value the power of collaboration in creative work - the relationship between the creative team behind the camera and the communications staff is especially important for a successful delivery. However, given the sometimes delicate nature of the files/topics or the relationships with our high profile clients, the important thing to remember is that the Project Manager is the main decision maker.

**Question 11:** You state that the shoot site will be predetermined by the RCMP sometimes without full notice, will travel time be taken into consideration when announcing shoots?

**Answer 11:** Yes. Please note that shoots mainly take place in the National Capital Region (Ottawa). If there is a requirement for the crew to film elsewhere, there would be discussion with the supplier throughout planning stages.

**Question 12:** Does the RCMP operate on a cloud based system or would videos need to be submitted manually?

**Answer 12:** Ideally, videos should be submitted through an .ftp site. If there is a need for the RCMP to provide stills or other files, that is also the preferred way to send them to the supplier.

**Question 13:** In ANNEX A: Statement of work - Description of work, the following is stated: Contractor should be aware that the operational nature of the RCMP's work may require the cancelation of the taping of a video with very little to no advance notice (cancelation could occur anytime up to and including the day of filming.)

Our cancellation policy is a minimum 24hr. notice. Less than that requires full payment of quote for the job. Is the client agreeable to this?

**Answer 13:** Canada is not agreeable to this. In the event that a Task is cancelled for the convenience of Canada, the termination provisions of the applicable general conditions will apply. In this case, General Conditions 2010B (2014-09-25) - Professional Services (Medium Complexity) would apply. Please refer to subsection 25 Termination for Convenience for additional information.

**Question 14:** Regarding the Basis of Selection Section 4.2, how is the numerator calculated in the price per point selection of the bid? Of the 60 rates to be submitted as per Annex B, which ones will form the numerator or "price" in the price per point division?

**Answer 14:** Please note that a revision has been made to 4.1.2 Financial Evaluation to clarify how the price for evaluation is calculated. For each of the responsive bids, the average hourly rates per category will be added to obtain the Total Price for Evaluation. This price will be used to calculate the Price Per Point.

B) At Part 4, 4.1.2 Financial Evaluation,

**DELETE:** in its entirety

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#### 4.1.2 Financial Evaluation

##### 4.1.2.1 Mandatory Financial Criteria

The price of the bid will be evaluated in Canadian dollars, Applicable Taxes excluded, FOB destination, Canadian customs duties and excise taxes included.

##### 4.1.2.1.1 Calculation of average rate

The figures below are for demonstration purposes only and do not represent current or expected rates for video production services.

The financial proposal will be calculated as follows:

**Step 1:** For each Bidder, an average rate per category of service will be calculated using the rates submitted for each of the periods of the contract.

##### Example of Step 1: Bidder A

Category of Service	INITIAL CONTRACT PERIOD	OPTION PERIOD 1	OPTION PERIOD 2	OPTION PERIOD 3	OPTION PERIOD 4	AVERAGE RATE
Producer	\$80/hour	\$80/hour	\$80/hour	\$90/hour	\$90/hour	\$84/hour
Director/Field Producer	\$80/hour	\$80/hour	\$80/hour	\$90/hour	\$90/hour	\$84/hour
Senior Camera Operator	\$75/hour	\$75/hour	\$75/hour	\$85/hour	\$85/hour	\$79/hour
Audio Technician w ENG/EFP Equipment	\$75/hour	\$75/hour	\$75/hour	\$85/hour	\$85/hour	\$79/hour
Teleprompter Operator with QTR Equipment	\$70/hour	\$70/hour	\$70/hour	\$80/hour	\$80/hour	\$74/hour
Sony 800 HD Camera Pkg	\$130/hour	\$130/hour	\$130/hour	\$130/hour	\$130/hour	\$130/hour
Grip/Lighting package	\$40/hour	\$40/hour	\$40/hour	\$40/hour	\$40/hour	\$40/hour
Senior Editor	\$75/hour	\$75/hour	\$75/hour	\$85/hour	\$85/hour	\$79/hour
Non Linear Digital Editing Suite	\$70/hour	\$70/hour	\$70/hour	\$70/hour	\$70/hour	\$70/hour
Closed captioning (XML format)	\$20/minute	\$20/minute	\$20/minute	\$25/minute	\$25/minute	\$22/minute
Sony PFD DLA 50 Optical Disc (flat rate)	\$150	\$150	\$150	\$150	\$150	\$150
File Transfer to FTP Site (flat rate)	\$150	\$150	\$150	\$150	\$150	\$150

## Bidder B

Category of Service	INITIAL CONTRACT PERIOD	OPTION PERIOD 1	OPTION PERIOD 2	OPTION PERIOD 3	OPTION PERIOD 4	AVERAGE RATE
Producer	\$60/hour	\$60/hour	\$65/hour	\$65/hour	\$70/hour	\$64/hour
Director/Field Producer	\$70/hour	\$70/hour	\$75/hour	\$75/hour	\$80/hour	\$74/hour
Senior Camera Operator	\$65/hour	\$65/hour	\$70/hour	\$70/hour	\$75/hour	\$69/hour
Audio Technician w ENG/EFP Equipment	\$65/hour	\$65/hour	\$70/hour	\$70/hour	\$75/hour	\$69/hour
Teleprompter Operator with QTR Equipment	\$70/hour	\$70/hour	\$75/hour	\$75/hour	\$80/hour	\$74/hour
Sony 800 HD Camera Pkg	\$100/hour	\$100/hour	\$105/hour	\$105/hour	\$110/hour	\$104/hour
Grip/Lighting package	\$15/hour	\$15/hour	\$20/hour	\$20/hour	\$25/hour	\$19/hour
Senior Editor	\$60/hour	\$60/hour	\$65/hour	\$65/hour	\$70/hour	\$64/hour
Non Linear Digital Editing Suite	\$55/hour	\$55/hour	\$60/hour	\$60/hour	\$65/hour	\$59/hour
Closed captioning (XML format)	\$20/minute	\$20/minute	\$22/minute	\$22/minute	\$25/minute	\$21.80/minute
Sony PFD DLA 50 Optical Disc (flat rate)	\$80	\$80	\$85	\$85	\$90	\$84
File Transfer to FTP Site (flat rate)	\$100	\$100	\$110	\$110	\$110	\$106

## Bidder C

Category of Service	INITIAL CONTRACT PERIOD	OPTION PERIOD 1	OPTION PERIOD 2	OPTION PERIOD 3	OPTION PERIOD 4	AVERAGE RATE
Producer	\$40/hour	\$40/hour	\$40/hour	\$40/hour	\$40/hour	\$40/hour
Director/Field Producer	\$40/hour	\$40/hour	\$40/hour	\$40/hour	\$40/hour	\$40/hour
Senior Camera Operator	\$30/hour	\$30/hour	\$30/hour	\$30/hour	\$30/hour	\$30/hour
Audio Technician w ENG/EFP Equipment	\$30/hour	\$30/hour	\$30/hour	\$30/hour	\$30/hour	\$30/hour
Teleprompter Operator with QTR Equipment	\$30/hour	\$30/hour	\$30/hour	\$30/hour	\$30/hour	\$30/hour
Sony 800 HD Camera Pkg	\$50/hour	\$50/hour	\$50/hour	\$50/hour	\$50/hour	\$50/hour
Grip/Lighting package	\$50/hour	\$50/hour	\$50/hour	\$50/hour	\$50/hour	\$50/hour
Senior Editor	\$40/hour	\$40/hour	\$40/hour	\$40/hour	\$40/hour	\$40/hour
Non Linear Digital Editing Suite	\$40/hour	\$40/hour	\$40/hour	\$40/hour	\$40/hour	\$40/hour
Closed captioning (XML format)	\$10/minute	\$10/minute	\$10/minute	\$10/minute	\$10/minute	\$10/minute
Sony PFD DLA 50 Optical Disc (flat rate)	\$75	\$75	\$75	\$75	\$75	\$75
File Transfer to FTP Site (flat rate)	\$60	\$60	\$60	\$60	\$60	\$60

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002  
File No. - N° du dossier  
cx026M7594-146021

Buyer ID - Id de l'acheteur  
cx026  
CCC No./N° CCC - FMS No/ N° VME

## Bidder D

Category of Service	INITIAL CONTRACT PERIOD	OPTION PERIOD 1	OPTION PERIOD 2	OPTION PERIOD 3	OPTION PERIOD 4	AVERAGE RATE
Producer	\$100/hour	\$100/hour	\$100/hour	\$100/hour	\$100/hour	\$100/hour
Director/Field Producer	\$100/hour	\$100/hour	\$100/hour	\$100/hour	\$100/hour	\$100/hour
Senior Camera Operator	\$90/hour	\$90/hour	\$90/hour	\$90/hour	\$90/hour	\$90/hour
Audio Technician w ENG/EFP Equipment	\$90/hour	\$90/hour	\$90/hour	\$90/hour	\$90/hour	\$90/hour
Teleprompter Operator with QTR Equipment	\$90/hour	\$90/hour	\$90/hour	\$90/hour	\$90/hour	\$90/hour
Sony 800 HD Camera Pkg	\$150/hour	\$150/hour	\$150/hour	\$150/hour	\$150/hour	\$150/hour
Grip/Lighting package	\$60/hour	\$60/hour	\$60/hour	\$60/hour	\$60/hour	\$60/hour
Senior Editor	\$100/hour	\$100/hour	\$100/hour	\$100/hour	\$100/hour	\$100/hour
Non Linear Digital Editing Suite	\$100/hour	\$100/hour	\$100/hour	\$100/hour	\$100/hour	\$100/hour
Closed captioning (XML format)	\$50/minute	\$50/minute	\$50/minute	\$50/minute	\$50/minute	\$50/minute
Sony PFD DLA 50 Optical Disc (flat rate)	\$160	\$160	\$160	\$160	\$160	\$160
File Transfer to FTP Site (flat rate)	\$120	\$120	\$120	\$120	\$120	\$120

## Bidder E

Category of Service	INITIAL CONTRACT PERIOD	OPTION PERIOD 1	OPTION PERIOD 2	OPTION PERIOD 3	OPTION PERIOD 4	AVERAGE RATE
Producer	\$75/hour	\$75/hour	\$80/hour	\$80/hour	\$80/hour	\$78/hour
Director/Field Producer	\$70/hour	\$70/hour	\$75/hour	\$75/hour	\$75/hour	\$73/hour
Senior Camera Operator	\$70/hour	\$70/hour	\$75/hour	\$75/hour	\$75/hour	\$73/hour
Audio Technician w ENG/EFP Equipment	\$70/hour	\$70/hour	\$75/hour	\$75/hour	\$75/hour	\$73/hour
Teleprompter Operator with QTR Equipment	\$70/hour	\$70/hour	\$75/hour	\$75/hour	\$75/hour	\$73/hour
Sony 800 HD Camera Pkg	\$50/hour	\$50/hour	\$60/hour	\$60/hour	\$60/hour	\$56/hour
Grip/Lighting package	\$50/hour	\$50/hour	\$60/hour	\$60/hour	\$60/hour	\$56/hour
Senior Editor	\$70/hour	\$70/hour	\$75/hour	\$75/hour	\$75/hour	\$73/hour
Non Linear Digital Editing Suite	\$70/hour	\$70/hour	\$80/hour	\$80/hour	\$80/hour	\$76/hour
Closed captioning (XML format)	\$20/minute	\$20/minute	\$20/minute	\$20/minute	\$20/minute	\$20/minute
Sony PFD DLA 50 Optical Disc (flat rate)	\$100	\$100	\$110	\$110	\$110	\$106
File Transfer to FTP Site (flat rate)	\$100	\$100	\$110	\$110	\$110	\$106



**Step 2:** The highest and lowest average rate per category of service will be removed prior to calculation the overall average rate per category. If there are three or fewer bidders, no hourly rates will be removed.

**Example of Step 2:**

Category of Service	Bidder A Average rate	Bidder B Average rate	Bidder C Average rate	Bidder D Average rate	Bidder E Average rate	Overall Average
Producer	\$84/hour	\$64/hour	\$40/hour	\$100/hour	\$78/hour	\$73.20/hour
Director/Field Producer	\$84/hour	\$74/hour	\$40/hour	\$100/hour	\$73/hour	\$74.20/hour
Senior Camera Operator	\$79/hour	\$69/hour	\$30/hour	\$90/hour	\$73/hour	\$68.20/hour
Audio Technician w ENG/EFP Equipment	\$79/hour	\$69/hour	\$30/hour	\$90/hour	\$73/hour	\$68.20/hour
Teleprompter Operator with QTR Equipment	\$74/hour	\$74/hour	\$30/hour	\$90/hour	\$73/hour	\$68.20/hour
Sony 800 HD Camera Pkg	\$130/hour	\$104/hour	\$50/hour	\$150/hour	\$56/hour	\$98/hour
Grip/Lighting package	\$40/hour	\$19/hour	\$50/hour	\$60/hour	\$56/hour	\$45/hour
Senior Editor	\$79/hour	\$64/hour	\$40/hour	\$100/hour	\$73/hour	\$71.20/hour
Non Linear Digital Editing Suite	\$70/hour	\$59/hour	\$40/hour	\$100/hour	\$76/hour	\$69/hour
Closed captioning (XML format)	\$22/minute	\$21.80/ minute	\$10/minute	\$50/minute	\$20/minute	\$24.76/minute
Sony PFD DLA 50 Optical Disc (flat rate)	\$150	\$84	\$75	\$160	\$106	\$115
File Transfer to FTP Site (flat rate)	\$150	\$106	\$60	\$120	\$106	\$108.40

**Step 3:** If any Bidder's average hourly rate per category is more than 50% below or 100% above the overall average of a category of service, its bid will be considered non-responsive.

**Example of Step 3:**

Category of Service	Bidder A Average Hourly rate	Bidder B Average Hourly rate	Bidder C Average Hourly rate	Bidder D Average Hourly rate	Bidder E Average Hourly rate	Overall Average	Minimum Responsive Hourly Rate	Maximum Responsive Hourly Rate
Producer	\$84/hour	\$64/hour	\$40/hour	\$100/hour	\$78/hour	\$73.20/hour	\$36.60/ hour	\$146.40/ hour
Director/Field Producer	\$84/hour	\$74/hour	\$40/hour	\$100/hour	\$73/hour	\$74.20/hour	\$37.10/ hour	\$148.40/ hour
Senior Camera Operator	\$79/hour	\$69/hour	\$30/hour	\$90/hour	\$73/hour	\$68.20/hour	\$34.10/ hour	\$136.40/ hour
Audio Technician w ENG/EFP Equipment	\$79/hour	\$69/hour	\$30/hour	\$90/hour	\$73/hour	\$68.20/hour	\$34.10/ hour	\$136.40/ hour
Teleprompter Operator with QTR Equipment	\$74/hour	\$74/hour	\$30/hour	\$90/hour	\$73/hour	\$68.20/hour	\$34.10/ hour	\$136.40/ hour
Sony 800 HD Camera Pkg	\$130/hour	\$104/hour	\$50/hour	\$150/hour	\$56/hour	\$98/hour	\$49.00/hour	\$196.00/hour
Grip/Lighting package	\$40/hour	\$19/hour	\$50/hour	\$60/hour	\$56/hour	\$45/hour	\$22.50/ hour	\$90/ hour
Senior Editor	\$79/hour	\$64/hour	\$40/hour	\$100/hour	\$73/hour	\$71.20/hour	\$35.60/ hour	\$142.40/ hour
Non Linear Digital Editing Suite	\$70/hour	\$59/hour	\$40/hour	\$100/hour	\$76/hour	\$69/hour	\$34.50/hour	\$138/hour
Closed captioning (XML format)	\$22/minute	\$21.80/minute	\$10/minute	\$50/minute	\$20/minute	\$24.76/minute	\$12.38/minute	\$49.52/minute
Sony PFD DLA 50 Optical Disc (flat rate)	\$150	\$84	\$75	\$160	\$106	\$115	\$57.50	\$230
File Transfer to FTP Site (flat rate)	\$150	\$106	\$60	\$120	\$106	\$108.40	\$54.20	\$216.80

The bids from Bidders B & C would be non-responsive as they did not meet the minimum responsive hourly rates for certain categories. The bid from Bidder D would be non-responsive as it did not meet the maximum responsive hourly rate for certain categories.

**Step 4:** For each of the responsive bids, the average hourly rates per category will be added to obtain the Total Price for Evaluation. This price will be used to calculate the Price Per Point.

<b>Category of Service</b>	<b>Bidder A Average Hourly rate</b>	<b>Bidder E Average Hourly rate</b>
Producer	<b>\$84/hour</b>	<b>\$78/hour</b>
Director/Field Producer	<b>\$84/hour</b>	<b>\$73/hour</b>
Senior Camera Operator	<b>\$79/hour</b>	<b>\$73/hour</b>
Audio Technician w ENG/EFP Equipment	<b>\$79/hour</b>	<b>\$73/hour</b>
Teleprompter Operator with QTR Equipment	<b>\$74/hour</b>	<b>\$73/hour</b>
Sony 800 HD Camera Pkg	<b>\$130/ hour</b>	<b>\$56/hour</b>
Grip/Lighting package	<b>\$40/hour</b>	<b>\$56/hour</b>
Senior Editor	<b>\$79/hour</b>	<b>\$73/hour</b>
Non Linear Digital Editing Suite	<b>\$70/hour</b>	<b>\$76/hour</b>
Closed captioning (XML format)	<b>\$22/ minute</b>	<b>\$20/ minute</b>
Sony PFD DLA 50 Optical Disc <b>(flat rate)</b>	<b>\$150</b>	<b>\$106</b>
File Transfer to FTP Site <b>(flat rate)</b>	<b>\$150</b>	<b>\$106</b>
<b>Total Price for Evaluation</b>	<b>\$1,041.00</b>	<b>\$863.00</b>

C) At Part 4, 4.2. Basis of Selection,

**DELETE:** in its entirety

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#### **4.2. Basis of Selection**

##### **4.2.1 Basis of Selection – Lowest Price Per Point**

1. To be declared responsive, a bid must:
  - a. comply with all the requirements of the bid solicitation;
  - b. meet all mandatory technical evaluation criteria;
  - c. meet all mandatory financial criteria; and
  - d. obtain the required minimum of 70 percent overall of the points for the technical evaluation criteria which are subject to point rating. The rating is performed on a scale of 200 points.
2. Bids not meeting (a) or (b) or (c) or (d) will be declared non-responsive. Neither the responsive bid that receives the highest number of points nor the one that proposed the lowest price will necessarily be accepted. The responsive bid with the lowest evaluated price per point will be recommended for award of a contract.

**ALL OTHER TERMS AND CONDITIONS OF THE SOLICITATION REMAIN THE SAME.**