

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
Quebec
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

THIS DOCUMENT CONTAINS A SECURITY
REQUIREMENT / LE PRÉSENT DOCUMENT
COMPORTE UNE EXIGENCE RELATIVE À LA
SÉCURITÉ

Vendor/Firm Name and Address

Raison sociale et adresse du
fournisseur/de l'entrepreneur

Issuing Office - Bureau de distribution

Information Mgmt/Info Tech Projects Div II/Division
des projets de Gestion de l'Information/Technologie de
l'Information II
Portage III 12C1 - 11 Laurier St
Portage III 12C1 - 11, rue Laurier
Gatineau
Quebec
K1A 0S5

Title - Sujet TBIPS PROF SERVICES - AIT PROJECT	
Solicitation No. - N° de l'invitation W6381-150009/A	Amendment No. - N° modif. 002
Client Reference No. - N° de référence du client W6381-150009	Date 2015-03-05
GETS Reference No. - N° de référence de SEAG PW-\$\$XT-001-28504	
File No. - N° de dossier 001xt.W6381-150009	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2015-03-16	
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: O'Sullivan, Patrick	Buyer Id - Id de l'acheteur 001xt
Telephone No. - N° de téléphone (819) 956-3829 ()	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

W6381-150009/A

Amd. No. - N° de la modif.

002

Buyer ID - Id de l'acheteur

001xt

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

W6381-150009

File No. - N° du dossier

001xtW6381-150009

CCC No./N° CCC - FMS No/ N° VME

Please see Question and Answer herein

SOLICITATION# W6381-150009/A
AMENDMENT 002

This amendment is raised to answer Bidder's questions.

Questions and answers 1-5 have been provided in the previous amendment.

Q6. At 4.3 Financial Evaluation (c) (i) Financial Calculation and (ii) Firm Per Diem Median Rate Evaluation

This RFP is using a Basis of Selection of 60/40, so we believe DND is looking for a combination of the best technical score and rates that will ensure companies can provide qualified candidates. However, the Firm Per Diem Median Rate Evaluation methodology being used and the 40% weighting on financials incents companies to bid excessively low rates, because they will be evaluated at the lower band limit but will have to deliver at their proposed rates. This increases the risk to Canada that the winning bidder may not be able to provide qualified resources at the proposed rates, even if they can substantiate their rates. Canada would receive better qualified candidates if the evaluation is changed to the median rate method where a Bidder who proposes a rate outside of the lower band limit, will be evaluated at the median rate.

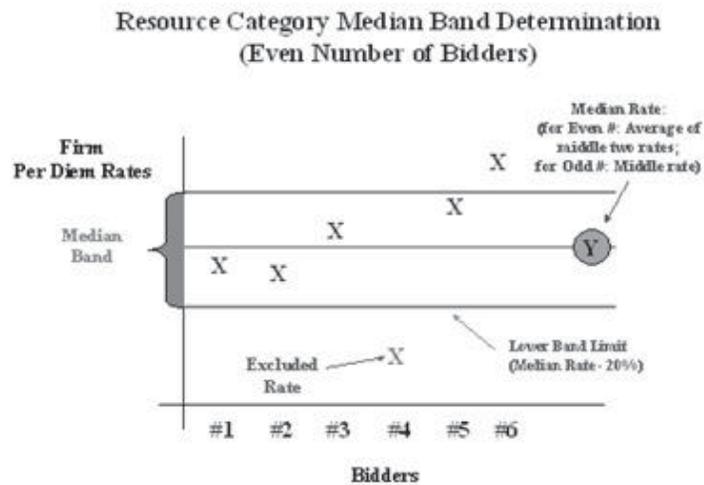
Therefore:

Would Canada please consider replacing 4.3 Financial Evaluation (c) (i) and (ii) Firm Per Diem Median Rate Evaluation from the lower band limit method to the median rate method provided below:

- (c) Financial Evaluation - Method A:** The following financial evaluation method will be used if three or more bids are determined responsive:
- (i) Financial Calculation:** The financial evaluation will be conducted using the pricing tables completed by the bidders and the Firm Per Diem Median Rate Evaluation Method explained below. A financial calculation will occur for each Bidder by multiplying its firm per diem rates for the Initial Contract Period and the option period(s) (or the Median Rate, whichever is higher) with the estimated number of days of work for each period, for all the Resource Categories stated in Attachment 3 – Bidder's Response Template for Firm All inclusive Per Diem Rates. The sum of such rates will constitute the Financial Evaluated Price for that Bidder.
 - (ii) Firm Per Diem Median Rate Evaluation**
 - (A) Use:** The firm per diem rate median calculation will apply to modify the rate to be assessed in the financial evaluation of a Bidder, where that Bidder submits a firm per diem rate for a Resource Category that is lower than the Lower Band Limit as calculated below. The firm per diem median rate calculation is for evaluation purposes only, and the actual submitted per diem rate will be used in any resulting contract in all instances.
 - (B) Calculation for both the Initial Contract Period and the Option Period medians:** Using the per diem rate proposed for each individual resource category the Median Rate will be determined for each Resource Category for the Initial Contract Period, and for each of the option period(s). For each Resource Category, the Median Rate will be calculated using the median function in Microsoft Excel. A Lower Band Limit will be calculated for each

resource category and will represent a range that encompasses the Median Rate to a value of minus (-) 20% of the Median Rate. If a Bidder bids a firm per diem rate for a Resource Category that is lower than the Lower Band Limit, that Bidder's financial evaluation will be conducted using a per diem rate equal to the Median Rate for that Resource Category.

- C) **Example:** The following diagram is a representation of the calculation of the median band for a single Resource Category. This diagram identifies the median band and the included and excluded resource per diem rates.



In this example Resource Category using the firm per diem median rate calculation approach, if the Median Rate identified as (Y) is \$591.50, then the Lower Band Limit would be minus (-) 20% of \$591.50, or \$473.20.

If a Bidder quotes a firm per diem rate for this Resource Category that is lower than \$473.20, the per diem rate of \$591.50 will be used to evaluate that Bidder's bid for this Resource Category.

If that Bidder quoted a firm per diem rate of \$400.00 for that Resource Category, and it is determined to be the winning Contractor, the firm per diem rate of \$400.00 which was quoted originally by the Bidder will be included in the resulting contract.

- A6. No. Canada has reviewed your request, the requirement will remain unchanged. However, Canada will further review your proposed Financial Evaluation for upcoming requirements.

ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED