



**RETURN BIDS TO : - RETOURNER LES SOUMISSION À:**

**Canada Revenue Agency  
Agence du revenu du Canada**  
See herein / Voir dans ce document

**Proposal to: Canada Revenue Agency**  
We hereby offer to sell to Her Majesty the Queen in right of Canada, in accordance with the terms and conditions set out herein, referred to herein and/or attached hereto, the goods and/or services listed herein and on any attached sheets at the price(s) set out therefor.

**Proposition à : l'Agence du revenu du Canada**  
Nous offrons par la présente de vendre à Sa Majesté la Reine du Chef du Canada, en conformité avec les conditions énoncées dans la présente incluses par référence dans la présente et/ou incluses par référence aux annexes jointes à la présente et ci-jointes, les biens et/ou services énumérés ici sur toute feuille ci-annexée, au(x) prix indiqué(s).

**Bidder's Legal Name and Address** (ensure the Bidder's complete legal name is properly set out)  
**Raison sociale et adresse du Soumissionnaire**  
(s'assurer que le nom légal au complet du soumissionnaire est correctement indiqué)

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

**Bidder is required to identify below the name and title of the individual authorized to sign on behalf of the Bidder – Soumissionnaire doit identifier ci-bas le nom et le titre de la personne autorisée à signer au nom du soumissionnaire**

\_\_\_\_\_  
**Name /Nom**

\_\_\_\_\_  
**Title/Titre**

\_\_\_\_\_  
**Signature**

\_\_\_\_\_  
**Date (yyyy-mm-dd)/(aaaa-mm-jj)**

(\_\_\_\_)\_\_\_\_\_  
**Telephone No. – No de téléphone**

(\_\_\_\_)\_\_\_\_\_  
**Fax No. – No de télécopieur**

\_\_\_\_\_  
**E-mail address – Adresse de courriel**

**AMENDMENT TO REQUEST FOR PROPOSAL / MODIFICATION DE DEMANDE DE PROPOSITION**

<b>Title – Sujet</b> Maintenance & Support, Repairs and Upgrades of existing CRA Intrusion Alarm, Access Control and CCTV Systems	
<b>Solicitation No. – No de l'invitation</b> 1000323785	<b>Date</b> 2015-05-28
<b>Amendment No. - N° modif.</b> 003	
<b>Solicitation closes – L'invitation prend fin</b> <b>on – le 2015-06-17</b> <b>at – à 2:00 P.M. / 14 h</b>	<b>Time zone – Fuseau horaire</b> EST
<b>Contracting Authority – Autorité contractante</b>  Name – Nom: Angela Clatney  Address – Adresse: See original document/ voir document original	
<b>Telephone No. – No de téléphone</b> (613) 219-5523	
<b>Destination - Destination</b>  See herein / Voir dans ce document	
<b>THIS DOCUMENT CONTAINS A SECURITY REQUIREMENT. LE PRÉSENT DOCUMENT COMPORTE UNE EXIGENCE EN MATIÈRE DE SÉCURITÉ.</b>	



**This amendment is raised to answer questions and make amendments to the solicitation:**

Q1. We have taken meetings with Kantech to confirm OEM pricing is not possible. We are not sure how the CRA expects an integrator to meet that requirement. We have ask Kantech and Axis to provide official letters describing the channel of authorized distribution only of their products. We will attach this letter to our submission. If the information letter will not be accepted please let us know and we will withdraw from our submission as no dealer/Intergrator is given OEM pricing they are only given MSRP pricing from their respected disturber. Also if the CRA may want to consider issuing an extension to confirm our findings and re issue an addendum reflect as such.

A1. Please see the amendments below.



**THE SOLICITATION IS HEREBY AMENDED AS FOLLOWS:**

**At page 1 of the RFP**

**Delete:**

Solicitation closes  
on (2015-06-02)  
at 2:00 P.M.

**Replace with:**

Solicitation closes  
on (2015-06-17)  
at 2:00 P.M.

**At page 15 of the RFP, Step 4 – Basis of Selection**

**Delete:**

Bidder	F1 (80 pts)	F2 (10 pts)	F3 (10 pts)	Calculations*	Total Score
A	\$100	\$150	10%	F1 – lowest price = 80 pts F2 – $140/150 \times 10 = 9.3$ pts F3 – lowest percentage = 10 pts	F1 = 80 pts F2 = 9.3 pts F3 = 10 pts 99.3
B	\$120	\$140	15%	F1 – $100/120 \times 80 = 66.67$ pts F2 – lowest price = 10 pts F3 – $10/15 \times 10 = 6.67$ pts	F1 = 66.67 pts F2 = 10 pts F3 = 6.67 pts 83.34
C	\$110	\$160	12%	F1 – $100/110 \times 80 = 72.73$ pts F2 – $140/150 \times 10 = 9.3$ pts F3 – $10/12 \times 10 = 8.33$ pts	F1 = 72.73 pts F2 = 8.75 pts F3 = 8.33 pts 89.81

**\*CALCULATIONS**

Calculations used for F1:

- Lowest Price will receive full 80 points
- Lowest Price/Bidders Price X 80

Calculations used for F2:

- Lowest Price will receive full 10 points
- Lowest Price/Bidders Price X 10

Calculations used for F3:

- Lowest Percentage will receive full 10 points
- Lowest Percentage/Bidders percentage X 10

**Replace with:**

Bidder	F1 (80 pts)	F2 (10 pts)	F3 (10 pts)	Calculations*	Total Score
A	\$100	\$150	15%	F1 – lowest price = 80 pts F2 – $140/150 \times 10 = 9.3$ pts F3 – highest percentage = 10 pts	F1 = 80 pts F2 = 9.3 pts F3 = 10 pts 99.3



<b>B</b>	\$120	\$140	10%	F1 – 100/120 x 80 = 66.67 pts F2 – lowest price = 10 pts F3 – 10/15 x 10 = 6.67 pts	F1 = 66.67 pts F2 = 10 pts F3 = 6.67 pts 83.34
<b>C</b>	\$110	\$160	12%	F1 – 100/110 x 80 = 72.73 pts F2 – 140/160 x 10 = 8.75 pts F3 – 12/15 x 10 = 8 pts	F1 = 72.73 pts F2 = 8.75 pts F3 = 8 pts 89.48

**\*CALCULATIONS**

Calculations used for F1:

- Lowest Price will receive full 80 points
- Lowest Price/Bidders Price X 80

Calculations used for F2:

- Lowest Price will receive full 10 points
- Lowest Price/Bidders Price X 10

Calculations used for F3:

- Highest Percentage will receive full 10 points
- Bidders Percentage/Highest Percentage X 10

**At Section 7.19, Basis of Payment**

**Delete**

The Contractor will be paid a firm hourly price for the services and a fixed price for the parts as described at Annex A - SOW, in accordance with Annex B - Basis of Payment.

The firm prices to be entered into the synergy catalogue will be the prices provided in the bidders' price list from M1 with the addition of the mark-up percentage provided in F3 of the bidders' submission.

Example:

Part on the bidder's price list as proposed in M1: **\$50.00**  
Mark-up percentage as proposed by the bidder in F3: **8%**  
Price of part to be entered into synergy catalogue: **\$54.00**

**Insert:**

The Contractor will be paid a firm hourly price for the services and a fixed price for the parts as described at Annex A - SOW, in accordance with Annex B - Basis of Payment.

The firm prices to be entered into the synergy catalogue will be the prices provided in the bidders' price list from M1 with the **subtraction** of the **discount percentage** provided in F3 of the bidders' submission.

Example:

Part on the bidder's price list as proposed in M1: **\$54.00**  
Discount percentage as proposed by the bidder in F3: **8%**  
Price of part to be entered into synergy catalogue: **\$49.68** (\$54.00 x .92)

**At Attachment 1: Mandatory Criteria**

**Delete M1 and replace with the following:**

M1. The Bidder must provide the **Supplier or Manufacturer MSRP** for all parts required to provide maintenance, support, repairs and upgrades to the access management, intrusion alarm and CCTV systems for each stream they are bidding on. The price list must be on the **Supplier or Manufacturer's letterhead**. Please refer to Annex H for the minimum parts list that is required. If the **minimum** parts are not provided in the bidders' submission the bid will be deemed non-compliant.



## At Attachment 2: Financial Proposal

### Delete F3 and replace with the following:

F3. When any new products are added to the parts list the Bidder must provide the contracting authority with the **Supplier or Manufacturer MSRP** (as referenced in M1) on the **Supplier or Manufacturer's letterhead** for the new part. A discount percentage will be applied to this price for any parts added to the contract to conduct the work as per the SOW. Provide the **discount percentage**.\*

## At Attachment 2: Financial Proposal

### Delete:

\*The CRA understands that during the life of the contract and any exercised option years, parts will have to be added and deleted from the synergy catalogue. In instances where parts are added to the catalogue, the CRA will apply the mark-up percentage, from F3 of the bidders' submission, to the price provided by the bidder for that specific part.

If the OEM's price increases on a specific part the bidder will have the opportunity to have the price adjusted in the synergy catalogue. This will only occur on the anniversary date of the contract award and sufficient proof must be provided to the contracting authority. To provide sufficient proof of a price increase on a specific part, the bidder must provide the new price of the part on the OEM's letterhead. The price will then be adjusted to include the bidders' mark-up price as per F3 of the bidders' submission and the new price will be reflected in the synergy catalogue for that part.

### Replace with:

\*The CRA understands that during the life of the contract and any exercised option years, parts will have to be added and deleted from the synergy catalogue. In instances where parts are added to the catalogue, the CRA will apply the **discount** percentage, from F3 of the bidders' submission, to the MSRP provided by the bidder for that specific part.

If the price increases on a specific part the bidder will have the opportunity to adjust the price of that part in the synergy catalogue. This will only occur on the anniversary date of the contract award and sufficient proof must be provided to the contracting authority. To provide sufficient proof of a price increase on a specific part, the bidder must provide the new **MSRP** of the part on the **Supplier or Manufacturer's letterhead**. The price will then be adjusted to include the bidders' discount as per F3 of the bidders' submission and the new price will be reflected in the synergy catalogue for that part

## At Annex B: Basis of Payment

### Delete:

#### Parts Price Increases

If the OEM's price increases on a specific part the bidder will have the opportunity to adjust the price of that part in the synergy catalogue. This will only occur on the anniversary date of the contract award and sufficient proof must be provided to the contracting authority. To provide sufficient proof of a price increase on a specific part, the bidder must provide the new price of the part on the OEM's letterhead. The price will then be adjusted to include the bidders' mark-up price as per F3 of the bidders' submission and the new price will be reflected in the synergy catalogue for that part.

### Replace with:

#### Parts Price Increases

If the price increases on a specific part the bidder will have the opportunity to adjust the price of that part in the synergy catalogue. This will only occur on the anniversary date of the contract award and sufficient proof must be provided to the contracting authority. To provide sufficient proof of a price increase on a specific part, the bidder must provide the new **MSRP** of the part on the **Supplier or Manufacturer's letterhead**. The price will then be adjusted to include the bidders' discount as per F3 of the bidders' submission and the new price will be reflected in the synergy catalogue for that part.

**ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED.**