



Numéro : 9K001-O16-0301
Codage financier : 0121-5101-2300-0485-000000000

RETURN BIDS TO :

Réception des soumissions
(Mailroom)

Canada Economic Development
for Quebec Regions
Dominion Square Building
1255, Peel – Suite 900
Montreal (Quebec)
H3B 2T9

**REQUEST FOR STANDING
OFFER (RFSO)**

**DEMANDE D'OFFRE À
COMMANDES (DDOC)**

Comments – Commentaires

**Vendor/Firm Name and
address
Raison social et l'adresse du
fournisseur/de l'entrepreneur**

Title – Sujet	
Translation Services	
Solicitation No. – N° de l'invitation	Date
9K001-O16-0301	2015-06-11
Client Reference No. – N° de référence du client	
9K001-O16-0301	
GETS Reference No. – N° de référence de SEAG	
File No. – N° de dossier	CCC No./N° CCC – FMS No./N° VME
9K001-O16-0301	
Solicitation closes – L'invitation prend fin	Time Zone Fuseau horaire
at – à 02 : 00 pm on – le 2015-07-07	EDT / HAE
F.O.B. - F.A.B. Plant-Usine: <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input type="checkbox"/>	
Address Inquiries to – Adresser toutes questions à :	
Isabelle Guilbault	
Telephone No. – N° de téléphone :	Fax No. – N° de fax
(514) 283-6574	(514) 283-3302
Destination – of Goods, Services, and Construction: Destination – des biens, services et construction:	
Canada Economic Development for Quebec Regions Dominion Square Building 1255, Peel – Suite 900 Montreal (Quebec) H3B 2T9	
Delivery required – Livraison exigée	Delivered Offered – Livraison proposée
See Herein	
Vendor/firm Name and address Raison sociale et adresse du fournisseur/de l'entrepreneur	
Facsimile No. – N° de télécopieur Telephone No. – N° de téléphone	
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 caractère d'imprimerie)	
Signature _____	
Date _____	



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PART 1 – GENERAL INFORMATION

1.1 Introduction

The Request for Standing Offers (RFSO) is divided into seven parts plus attachments and annexes, as follows :

- Part 1 General Information: provides a general description of the requirement;
- Part 2 Offeror Instructions: provides the instructions applicable to the clauses and conditions of the RFSO;
- Part 3 Offer Preparation Instructions: provides offerors with instructions on how to prepare their offer to address the evaluation criteria specified;
- Part 4 Evaluation Procedures and Basis of Selection: indicates how the evaluation will be conducted, the evaluation criteria which must be addressed in the offer, and the basis of selection;
- Part 5 Certifications: includes the certifications to be provided;
- Part 6 Security and Insurance Requirements;
- Part 7 7A, Standing Offer, and 7B, Resulting Contract Clauses :
 - 7A, includes the Standing Offer containing the offer from the Offeror and the applicable clauses and conditions;
 - 7B, includes the clauses and conditions which will apply to any contract resulting from a call-up made pursuant to the Standing Offer.

The Annexes include the Statement of Work, the Basis of Payment, the Security Requirements Check List (SRCL) and Evaluation criteria.

1.2 Summary

Support the Communications Directorate in the development of its communication products by providing French-English translation services.

This mandate will cover a period of three years from the date of authorization of the standing offer, with the option to extend for two additional one year periods

The requirement is subject to the provisions of the Agreement on Internal Trade (AIT).

For services requirements, Offerors must provide the required information as detailed in article 2.3 of Part 2 of the Request for Standing Offers (RFSO), in order to comply with Treasury Board policies and directives on contracts awarded to former public servants.

1.3 Security Requirements

There are security requirements associated with the requirement of the Standing Offer. For additional information, see Part 6 - Security, Financial and Insurance Requirements, and Part 7 - Standing Offer and Resulting Contract Clauses. For more information on personnel and organization security screening or security clauses, offerors should refer to the [Industrial Security Program \(ISP\)](http://ssi-iss.tpsgc-pwgsc.gc.ca/index-eng.html) of Public Works and Government Services Canada (<http://ssi-iss.tpsgc-pwgsc.gc.ca/index-eng.html>) website.

1.4 Debriefings

Offerors may request a debriefing on the results of the request for standing offers process. Offerors should make the request to the Standing Offer Authority within 15 working days of receipt of the results of the request for standing offers process. The debriefing may be in writing, by telephone or in person



PART 2 – OFFEROR INSTRUCTIONS

2.1 Standard Instructions, Clauses and Conditions

All instructions, clauses and conditions identified in the Request for Standing Offers (RFSO) by number, date and title are set out in the [Standard Acquisition Clauses and Conditions Manual](https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual) (<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual>) issued by Public Works and Government Services Canada.

Offerors who submit an offer agree to be bound by the instructions, clauses and conditions of the RFSO and accept the clauses and conditions of the Standing Offer and resulting contract(s).

The [2006](#) (2014-09-25) Standard Instructions - Request for Standing Offers - Goods or Services - Competitive Requirements, are incorporated by reference into and form part of the RFSO.

Subsection 5.4 of [2006](#), Standard Instructions - Request for Standing Offers - Goods or Services - Competitive Requirements, is amended as follows:

Delete : sixty (60) days
Insert : ninety (90) days

2.2 Submission of Offers

Offers must be **submitted by mail no later than the date, time and place indicated on page 1**. The envelope shall indicate Offerings No. **9K001-O16-0301** addressed as follows:

Isabelle Guilbault
Procurement and Contract
Management Advisory
Canada Economic Development for
Quebec Regions
1255, rue Peel, Suite 900
Montreal (Quebec) H3B 2T9

Due to the nature of the Request for Standing Offers, transmission of offers by facsimile or by email to CED will not be accepted. Upon receipt to our mail room, each offer is stamped with a seal indicating the date and time of receipt. Any offer received after the date and time of the deadline will be automatically returned to the sender unopened.

2.3 Former Public Servant (Complete this section)

Contracts awarded to former public servants (FPS) in receipt of a pension or of a lump sum payment must bear the closest public scrutiny, and reflect fairness in the spending of public funds. In order to comply with Treasury Board policies and directives on contracts awarded to FPS, offerors must provide the information required below before the issuance of a standing offer. If the answer to the questions and, as applicable the information required have not been received by the time the evaluation of offers is completed, Canada will inform the Offeror of a time frame within which to provide the information. Failure to comply with Canada's request and meet the requirement within the prescribed time frame will render the offer non-responsive.

Definition

For the purpose of this clause,

« former public servant » is any former member of a department as defined in the [Financial Administration Act](#) R.S., 1985, c. F-11, a former member of the Canadian Armed Forces or a former member of the Royal Canadian Mounted Police. A former public servant may be:

- a. an individual ;
- b. an individual who has incorporated ;
- c. a partnership made of former public servants; or
- d. a sole proprietorship or entity where the affected individual has a controlling or major interest in the entity.



« lump sum payment period » means the period measured in weeks of salary, for which payment has been made to facilitate the transition to retirement or to other employment as a result of the implementation of various programs to reduce the size of the Public Service. The lump sum payment period does not include the period of severance pay, which is measured in a like manner.

« pension » means a pension or annual allowance paid under the [Public Service Superannuation Act](#) (PSSA), R.S., 1985, c. P-36, and any increases paid pursuant to the [Supplementary Retirement Benefits Act](#), R.S., 1985, c. S-24 as it affects the PSSA. It does not include pensions payable pursuant to the [Canadian Forces Superannuation Act](#), R.S., 1985, c. C-17, the [Defence Services Pension Continuation Act](#), 1970, c. D-3, the [Royal Canadian Mounted Police Pension Continuation Act](#), 1970, c. R-10, and the [Royal Canadian Mounted Police Superannuation Act](#), R.S., 1985, c. R-11, the [Members of Parliament Retiring Allowances Act](#), R.S. 1985, c. M-5, and that portion of pension payable to the [Canada Pension Plan Act](#), R.S., 1985, c. C-8.

Former Public Servant in Receipt of a Pension

As per the above definitions, is the Offeror a FPS in receipt of a pension ? **Yes** **No**

If so, the Offeror must provide the following information, for all FPS in receipt of a pension, as applicable:

- a. name of former public servant ;
- b. date of termination of employment or retirement from the Public Service.

By providing this information, Offerors agree that the successful Offeror's status, with respect to being a former public servant in receipt of a pension, will be reported on departmental websites as part of the published proactive disclosure reports in accordance with [Contracting Policy Notice: 2012-2](#) and the [Guidelines on the Proactive Disclosure of Contracts](#).

Work Force Adjustment Directive

Is the Offeror a FPS who received a lump sum payment pursuant to the terms of the Work Force Adjustment Directive ? **Yes** **No**

If so, the Offeror must provide the following information :

- a. name of former public servant ;
- b. conditions of the lump sum payment incentive ;
- c. date of termination of employment ;
- d. amount of lump sum payment ;
- e. rate of pay on which lump sum payment is based ;
- f. period of lump sum payment including start date, end date and number of weeks ;
- g. number and amount (professional fees) of other contracts subject to the restrictions of a work force adjustment program.

For all contracts awarded during the lump sum payment period, the total amount of fees that may be paid to a FPS who received a lump sum payment is \$5,000, including Applicable Taxes.

2.4 Enquiries – Request for Standing Offers

All enquiries must be submitted in writing to the Standing Offer Authority no later than five (5) calendar days before the Request for Standing Offers (RFSO) closing date. Enquiries received after that time may not be answered.

Offerors should reference as accurately as possible the numbered item of the RFSO to which the enquiry relates. Care should be taken by offerors to explain each question in sufficient detail in order to enable Canada to provide an accurate answer. Technical enquiries that are of a proprietary nature must be clearly marked "proprietary" at each relevant item. Items identified as "proprietary" will be treated as such except where Canada determines that the enquiry is not of a proprietary nature. Canada may edit the question(s) or may request that offerors do so, so that the proprietary nature of the question(s) is eliminated, and the enquiry can be answered to all offerors. Enquiries not submitted in a form that can be distributed to all offerors may not be answered by Canada.

2.5 Applicable Laws

The Standing Offer and any contract resulting from the Standing Offer must be interpreted and governed, and the relations between the parties determined, by the laws in force in Quebec.



Offerors may, at their discretion, substitute the applicable laws of a Canadian province or territory of their choice without affecting the validity of their offer, by deleting the name of the Canadian province or territory specified and inserting the name of the Canadian province or territory of their choice. If no change is made, it acknowledges that the applicable laws specified are acceptable to the offerors.

PART 3 – OFFER PREPARATION INSTRUCTIONS

3.1 Offer Preparation Instructions

Canada requests that offerors provide their offer in separately bound sections as follows :

Section I : technical Offer (4 hard copies)

Section II : Financial Offer (1 hard copy)

Section III: Certifications (1 hard copy)

Prices must appear in the financial offer only. No prices must be indicated in any other section of the offer.

Canada requests that offerors follow the format instructions described below in the preparation of their offer.

- a) use 8.5 x 11 inch (216 mm x 279 mm) paper ;
- b) use a numbering system that corresponds to that of the Request for Standing Offers.

In April 2006, Canada issued a policy directing federal departments and agencies to take the necessary steps to incorporate environmental considerations into the procurement process [Policy on Green Procurement](http://www.tpsgc-pwgsc.gc.ca/ecologisation-greening/achats-procurement/politique-policy-eng.html) (<http://www.tpsgc-pwgsc.gc.ca/ecologisation-greening/achats-procurement/politique-policy-eng.html>). To assist Canada in reaching its objectives, offerors should :

- 1) use 8.5 x 11 inch (216 mm x 279 mm) paper containing fibre certified as originating from a sustainably-managed forest and containing minimum 30% recycled content; and
- 2) use an environmentally-preferable format including black and white printing instead of colour printing, printing double sided/duplex, using staples or clips instead of cerlox, duotangs or binders.

Section I : Technical Offer

In their technical offer, offerors should explain and demonstrate how they propose to meet the requirements and how they will carry out the Work.

Section II : Financial Offer

Offerors must submit their financial offer in accordance with the Annex « B », Basis of Payment. The total amount of Applicable Taxes must be shown separately.

Section III: Certifications

Offerors must submit the certifications required under Part 5.

PART 4 – EVALUATION PROCEDURES AND BASIS OF SELECTION

4.1 Evaluation Procedures

- a. Offers will be assessed in accordance with the entire requirement of the Request for Standing Offers including the technical and financial evaluation criteria.
- b. An evaluation team composed of representatives of Canada will evaluate the offers.



4.1.1 Technical Evaluation

4.1.1.1 Mandatory Technical Criteria

See Annex « D » - Evaluation criteria

4.1.1.2 Point Rated Technical Criteria

See Annex « D » - Evaluation criteria

4.1.2 Financial Evaluation

For evaluation purposes only, the total price in the table below corresponds to the financial assessment price.

TYPE OF SERVICE	August 1 st , 2015 to July 31 st , 2016	August 1 st , 2016 to July 31 st , 2017	August 1 st , 2017 to July 31 st , 2018	1 st Option Year	2 nd Option Year	TOTAL PRICE
				August 1 st , 2018 to July 31 st , 2019	August 1 st , 2019 to July 31 st , 2020	
Translation (General documents) Rate per word	(A) \$/word	(B) \$/word	(C) \$/word	(D) \$/word	(E) \$/word	A + B + C + D + E = \$/word

4.2 Basis of Selection

Subject to the Evaluation Criteria identified in Annex « B », the successful bidder will be obtaining the lowest cost per point. Only those proposals which meet all mandatory requirements and achieving a score of 70% minimum in each rated criteria and a minimum total score of 70% for the rated criteria will be considered for the award of Standing Offer. The lowest cost per point will be calculated in dividing the proposed total price (for the mentioned categories and for the three (3) years) by the score achieved at the technical evaluation. The rating is performed on a scale of 100 points.

For the three (3) period of the Standing Offer :

The offer no. 1 at the amount of \$102,000.00 (equivalent to 34%) will be awarded to the lowest cost per point;
 The offer no. 2 at the amount of \$78,000.00 (equivalent to 26%) will be awarded to the 2nd lowest cost per point;
 The offer no. 3 at the amount of \$51,000.00 (equivalent to 17%) will be awarded to the 3rd lowest cost per point;
 The offer no. 4 at the amount of \$39,000.00 (equivalent to 13%) will be awarded to the 4th lowest cost per point;
 The offer no. 5 at the amount of \$30,000.00 (equivalent to 10%) will be awarded to the 5th lowest cost per point;

Note 1 : If less than five (5) responsive standing offers are received, the total value of the standing offer will be divided as per the same proportional basis indicated above.

Note 2 : Taxes are not included in the amounts.

Note 3 : A maximum of five (5) five firms will be selected as part of this offer.

PART 5 – CERTIFICATIONS

Offerors must provide the required certifications and associated information to be issued a standing offer.

The certifications provided by offerors to Canada are subject to verification by Canada at all times. Canada will declare an offer non-responsive, will have the right to set-aside a standing offer, or will declare a contractor in default in carrying out any of its obligations under any resulting contracts, if any



certification made by the Offeror is found to be untrue whether made knowingly or unknowingly during the offer evaluation period, during the Standing Offer period, or during the contract period.

The Standing Offer Authority will have the right to ask for additional information to verify the Offeror's certifications. Failure to comply and to cooperate with any request or requirement imposed by the Standing Offer Authority may render the Offer non-responsive, may result in the setting aside of the Standing Offer or constitute a default under the Contract.

5.1 Certifications Precedent to Issuance of a Standing Offer

The certifications listed below should be completed and submitted with the offer, but may be submitted afterwards. If any of these required certifications is not completed and submitted as requested, the Standing Offer Authority will inform the Offeror of a time frame within which to provide the information. Failure to comply with the request of the Standing Offer Authority and to provide the certifications within the time frame provided will render the offer non-responsive.

5.1.1. Status and Availability of Resources

SACC Manual clause [M3020T](#) (2010-01-11), Status and Availability of Resources

PART 6 – SECURITY AND INSURANCE REQUIREMENTS

6.1 Security Requirements

1. At the Request for Standing Offers closing date, the following conditions must be met :
 - a. the Offeror must hold a valid organization security clearance as indicated in Part 7A – Standing Offer ;
 - b. the Offeror's proposed individuals requiring access to classified or protected information, assets or sensitive work site(s) must meet the security requirements as indicate in Part 7A – Standing Offer ;
 - c. the Offeror must provide the name of all individuals who will require access to classified or protected information, assets or sensitive work sites.
2. For additional information on security requirements, offerors should refer to the [Industrial Security Program \(ISP\)](#) of Public Works and Government Services Canada (<http://ssi-iss.tpsgc-pwgsc.gc.ca/index-eng.html>) website.

6.2 Insurance Requirements

The Contractor is responsible for deciding if insurance coverage is necessary to fulfill its obligation under the Contract and to ensure compliance with any applicable law. Any insurance acquired or maintained by the Contractor is at its own expense and for its own benefit and protection. It does not release the Contractor from or reduce its liability under the Contract.

PART 7 – STANDING OFFER AND RESULTING CONTRACT CLAUSES

A. STANDING OFFER

7.1 Offer

7.1.1 The Offeror offers to fulfill the requirement in accordance with the Statement of Work at Annex « A ».

7.2 Security Requirements

7.2.1 The following security requirements (SRCL and related clauses provided by ISP) apply and form part of the Standing Offer.

1. The Contractor/Offeror must, at all times during the performance of the Contract/Standing Offer, hold a valid Facility Security Clearance at the level of **SECRET**, with approved Document Safeguarding Capabilities at the level of **SECRET**, issued by the Canadian Industrial Security Directorate (CISD), Public Works and Government Services Canada (PWGSC).



2. The Contractor/Offeror personnel requiring access to **CLASSIFIED** information, assets or sensitive work site(s) must **EACH** hold a valid personnel security screening at the level of **SECRET**, granted or approved by the CISD, PWGSC.
3. The Contractor **MUST NOT** utilize its Information Technology systems to electronically process, produce or store any sensitive **CLASSIFIED** information until CISD/PWGSC has issued written approval. After approval has been granted, these tasks may be performed at the level of **SECRET**.
4. Subcontracts which contain security requirements are **NOT** to be awarded without the prior written permission of CISD/PWGSC.
5. The Contractor/Offeror must comply with the provisions of the:
 - (a) Security Requirements Check List and security guide (if applicable), attached at Annex «C»;
 - (b) *Industrial Security Manual* (Latest Edition).

7.3 Standard Clauses and Conditions

All clauses and conditions identified in the Standing Offer and resulting contract(s) by number, date and title are set out in the [Standard Acquisition Clauses and Conditions Manual](https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual) (<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual>) issued by Public Works and Government Services Canada.

7.3.1 [2005](#) (2014-09-25), General Conditions - Standing Offers - Goods or Services, apply to and form part of the Standing Offer.

7.4 Term of Standing Offer

7.4.1 Period of the Standing Offer

The period for making call-ups against the Standing Offer is from August 1st 2015 to July 31st 2018.

7.4.2 Prolongation de l'offre à commandes

If the Standing Offer is authorized for use beyond the initial period, the Offeror offers to extend its offer for an additional two (2) period, of one (1) year each, under the same conditions and at the rates or prices specified in the Standing Offer, or at the rates or prices calculated in accordance with the formula specified in the Standing Offer

The Offeror will be advised of the decision to authorize the use of the Standing Offer for an extended period by the Standing Offer Authority 30 days before the expiry date of the Standing Offer. A revision to the Standing Offer will be issued by the Standing Offer Authority.

7.5 Authorities

7.5.1 Standing Offer Authority

The Standing Offer Authority is :

Isabelle Guilbault
Procurement and Contract
Management Advisory
Canada Economic Development for Quebec Regions
1255, rue Peel, Suite 900
Montreal (Quebec) H3B 2T9
(514) 283-6574
Isabelle.guilbault@dec-ced.gc.ca

The Standing Offer Authority is responsible for the establishment of the Standing Offer, its administration and its revision, if applicable. Upon the making of a call-up, as Contracting Authority, he is responsible for any contractual issues relating to individual call-ups made against the Standing Offer by any Identified User.



7.5.2 Project Authority

The Project Authority for the Standing Offer is :

Name : _____
Title : _____
Organization : _____
Address : _____

Telephone : _____
Facsimile : _____
E-mail address : _____

The Project Authority is the representative of the department or agency for whom the Work will be carried out pursuant to a call-up under the Standing Offer and is responsible for all the technical content of the Work under the resulting Contract.

7.5.3 Offeror's Representative

Name : _____
Title : _____
Organization : _____
Address : _____

Telephone : _____
Facsimile : _____
E-mail address : _____

7.6 Proactive Disclosure of Contracts with Former Public Servants

By providing information on its status, with respect to being a former public servant in receipt of a [Public Service Superannuation Act](#) (PSSA) pension, the Contractor has agreed that this information will be reported on departmental websites as part of the published proactive disclosure reports, in accordance with [Contracting Policy Notice: 2012-2](#) of the Treasury Board Secretariat of Canada.

7.7 Identified Users

The Identified User authorized to make call-ups against the Standing Offer is : Canada Economic Development for Quebec Regions.

7.8 Procédures pour les commandes

The call-ups against the Standing Offer will be issued on a proportional basis as follows :

The offer no. 1 at the amount of \$102,000.00 (equivalent to 34%) will be awarded to the lowest cost per point;
The offer no. 2 at the amount of \$78,000.00 (equivalent to 26%) will be awarded to the 2nd lowest cost per point;
The offer no. 3 at the amount of \$51,000.00 (equivalent to 17%) will be awarded to the 3rd lowest cost per point;
The offer no. 4 at the amount of \$39,000.00 (equivalent to 13%) will be awarded to the 4th lowest cost per point;
The offer no. 5 at the amount of \$30,000.00 (equivalent to 10%) will be awarded to the 5th lowest cost per point;

Note 1 : If less than five (5) responsive standing offers are received, the total value of the standing offer will be divided as per the same proportional basis indicated above.

Note 2 : Taxes are not included in the amounts.

7.9 Call-up Instrument

The Work will be authorized or confirmed by the Identified User(s) using form PWGSC-TPSGC 942, Call-up Against a Standing Offer.

7.10 Limitation of Call-ups

Individual call-ups against the Standing Offer must not exceed \$25,000.00 (Applicable Taxes included).



7.11 Financial Limitation

The total cost to Canada resulting from call ups against the Standing Offer must not exceed the sum of \$300 000.00 (*Applicable Taxes included*) unless otherwise authorized in writing by the Standing Offer Authority. The Offeror must not perform any work or services or supply any articles in response to call ups which would cause the total cost to Canada to exceed the said sum, unless an increase is so authorized

The Offeror must notify the Standing Offer Authority as to the adequacy of this sum when 75 percent of this amount has been committed, or 4 months before the expiry date of the Standing Offer, whichever comes first. However, if at any time, the Offeror considers that the said sum may be exceeded, the Offeror must promptly notify the Standing Offer Authority.

7.12 Priority of Documents

En cas d'incompatibilité entre le libellé des textes énumérés dans la liste, c'est le libellé du document qui apparaît en premier sur la liste qui l'emporte sur celui de tout autre document qui figure plus bas sur la liste.

- a) the call up against the Standing Offer, including any annexes ;
- b) the articles of the Standing Offer ;
- c) the general conditions [2005](#) (2014-09-25), General Conditions – Standing Offers - Goods or Services;
- d) the general conditions [2035](#) (2014-09-25), General Conditions – Higher Complexity – Services ;
- e) Annex « A », Statement of Work ;
- f) Annex « B », Basis of Payment ;
- g) Annex « C », Security Requirements Check List (SRCL) ;
- h) the Offeror's offer dated _____.

7.13 Certifications

7.13.1 Compliance

The continuous compliance with the certifications provided by the Offeror with its offer and the ongoing cooperation in providing associated information are conditions of issuance of the Standing Offer (SO). Certifications are subject to verification by Canada during the entire period of the SO and of any resulting contract that would continue beyond the period of the SO. If the Offeror does not comply with any certification, fails to provide the associated information, or if it is determined that any certification made by the Offeror in its offer is untrue, whether made knowingly or unknowingly, Canada has the right to terminate any resulting contract for default and set aside the Standing Offer.

7.13.2 Status and Availability of Resources

SACC *Manual* clause [M3020T](#) (2010-01-11), Status and Availability of Resources

7.14 Applicable Laws

The Standing Offer and any contract resulting from the Standing Offer must be interpreted and governed, and the relations between the parties determined, by the laws in force in Quebec.

B. RESULTING CONTRACT CLAUSES

The following clauses and conditions apply to and form part of any contract resulting from a call-up against the Standing Offer.

7.1 Statement of Work

The Contractor must perform the Work described in the call-up against the Standing Offer.

7.2 Standard Clauses and Conditions

7.2.1 General Conditions

[2035](#) (2014-09-25), General Conditions – Higher Complexity – Services, apply to and form part of the Contract.



7.3 Term of Contract

7.3.1 Period of the Contract

The Work must be completed in accordance with the call-up against the Standing Offer.

7.4 Proactive Disclosure of Contracts with Former Public Servants

By providing information on its status, with respect to being a former public servant in receipt of a [Public Service Superannuation Act](#) (PSSA) pension, the Contractor has agreed that this information will be reported on departmental websites as part of the published proactive disclosure reports, in accordance with [Contracting Policy Notice: 2012-2](#) of the Treasury Board Secretariat of Canada.

7.5 Payment

7.5.1 Basis of Payment – Firm prices

The Contractor will be paid firm rates as per the Annex « B », for work performed in accordance with the Contract and applicable taxes are extra.

7.5.2 Limitation of Price

SACC Manual clause : [C6000C](#) (2011-05-16), Limitation of Price

7.5.3 Method of payment

SACC Manual clause : [H1000C](#) (2008-05-12), Single Payment

7.5.4 SACC Manual clause

SACC Manual clause : [A9117C](#) (2007-11-30), T1204 – Direct Request by Customer Department

7.6 Invoicing Instructions

1. The Contractor must submit invoices in accordance with the section entitled "Invoice Submission" of the general conditions. Invoices cannot be submitted until all work identified in the invoice is completed.
2. Invoices must be distributed as follows : The original and one (1) copy must be forwarded to the project authority to the address shown on page 1 of the Contract for certification and payment.

7.7 Insurance

SACC Manual clause: [G1005C](#) (2008-05-12), Insurance



ANNEX « A »

STATEMENT OF WORK

TRANSLATION SERVICES

1. Presentation of the Agency

The mandate of the Economic Development Agency of Canada for the Regions of Quebec is to promote the economic development of the regions of Quebec, paying special attention to those experiencing slow economic growth and inadequate employment, and leading in the long term to enhanced prosperity and employment. In carrying out its mission, the Agency undertakes to promote co-operation and complementarity with Quebec and its communities.

The Agency aims to increase communities' vitality and reinforce the competitiveness of Quebec enterprises and regions. It covers all areas of Quebec through its 12 business offices and its advisors, and acts primarily in relation to small- and medium-sized enterprises (SMEs) and non-profit organizations (NPOs).

Through its regular programming and programs under mandates from other departments, the Agency offers consulting, guidance, information and networking services, as well as financial assistance. To find out more about the Agency's mandate and activities, visit www.dec-ced.gc.ca.

2. Context

The Communications Directorate consistently supports the Agency in the performance of its mandate through effective communications aimed at informing its target audiences and the general public about Agency programs, services and priorities and reporting on its business decisions. To that end, it is responsible for external communications activities (public events, media relations, electronic dissemination, etc.). It also has a significant mandate to manage, develop and implement internal communications initiatives.

To fulfil its mandate, the Communications Directorate uses, as necessary, the services of the private sector for French-English translation services in order to meet specific demands.

3. Mandate

The mandate of the private sector is to support the Communications Directorate in the development of its communication products by providing French-English translation services. This mandate will be spread over a period of three years from the date of authorization of the standing offer, with the possibility of extending for two additional periods of one year each.

4. Statement of Work

The supplier shall provide, on an as-required basis, French-English translation services including terminological research, for the following types of documents (please note that this list is not exhaustive) :

- media advisories;
- press releases;
- speeches by Ministers;
- speeches by government spokespersons or senior officials;
- journalistic articles;
- brochures;
- economic publications;
- departmental reports;
- promotional materials;
- texts for the Web and social medias;
- studies and research papers.



5. Schedule

The supplier undertakes to deliver the product(s) requested within the deadlines previously agreed upon with the Agency. For compliance with deadlines, it is agreed that the work hours of the Agency's communications advisor and the supplier shall not be limited to regular office hours and working days.

6. Work Performance Requirements

The work shall be carried out using Microsoft Word for Windows 2010 software and its subsequent versions when upgrades are issued. No software other than that indicated above will be allowed for the conversion of texts.

In addition to using the above-mentioned software, the supplier shall respect the format, text layout and characters in use at the Agency.

The supplier shall possess the hardware and software required to transmit documents via electronic mail.

The supplier shall be able to meet extremely tight production deadlines, within 12 to 24 hours, requiring availability outside regular working hours.

Corrections requested shall be completed and returned to the Agency at the supplier's expense.

Failure to confirm the acceptance of the work to the communications advisor within a two-hour delay, the work might be given to another supplier.



ANNEX « B »

BASIS OF PAYMENT

Basis of Payment – Firm prices – Services

Professional Fees

The rate shall include all direct and indirect costs, including telephone, long-distance calls, facsimiles, couriers, etc. No travelling or meal allowance shall be paid.

In consideration of the Contractor satisfactorily completing all of its obligations under the Contract, the Contractor will be paid an all-inclusive firm price for the delivery of translation services and applicable taxes are extra, as follows:

TYPE OF SERVICE	August 1 st , 2015 to July 31 st , 2016	August 1 st , 2016 to July 31 st , 2017	August 1 st , 2017 to July 31 st , 2018	1 st Option Year	2 nd Option Year
				August 1 st , 2018 to July 31 st , 2019	August 1 st , 2019 to July 31 st , 2020
Translation (General documents) Rate per word	\$_____/word	\$_____/word	\$_____/word	\$_____/word	\$_____/word



ANNEX « C »

SECURITY REQUIREMENTS CHECK LIST (SRCL)

See attached PDF document



ANNEX « D »

EVALUATION CRITERIA

MANDATORY TECHNICAL CRITERIA

	Yes	No
<p>M1. The bidder must clearly demonstrate that each individual proposed (no more than three) has :</p> <ul style="list-style-type: none"> • a university certificate or diploma in French-English translation; • at least two (2) years' experience in the French-English translation of the following types of documents : <ul style="list-style-type: none"> ○ media advisories; ○ press releases; ○ speeches by Ministers, government spokespersons, senior officials or business leaders; ○ various texts (journalistic articles, promotional material or texts for the Web or social media); <p>The bidder must provide the attestations and documents requested.</p>		
<p>M2. The bidder must clearly demonstrate that each individual proposed (no more than three) can perform the work requested on a microcomputer compatible with the Windows environment using Microsoft Word 2010 software and their later versions, and that he can transmit the work performed via electronic mail. No program other than the above will allowed for the conversion of texts.</p>		

POINT RATED TECHNICAL CRITERIA

R1.	Approach and methodology	30 points	/30 (passing grade : 21)
	<p>The broad outlines of the general approach, specific tasks and the steps proposed to carry out a writing project should be described in the proposal. The description must be in sufficient detail to allow evaluators to understand exactly the approach to be taken by the bidder in carrying out the work.</p> <p>Evaluation grid :</p> <ul style="list-style-type: none"> ○ 0 point – The preferred work approach is not outlined. ○ From 1 to 9 points – The preferred work approach is not clearly outlined. ○ From 10 to 20 points – The preferred work approach is not fully outlined (i.e. it does not involve established translation principles or techniques). ○ 21 points – The preferred work approach is outlined well (i.e. It involves established translation principles or techniques). ○ From 22 to 30 points – The preferred work approach is outlined very well (it involves established translation principles or techniques). It is clear that the resource favours a client-focussed work approach. 	30 points	



R2.	Candidate file	70 points	/70 (passing grade : 49)
	<p>The bidder must provide, for each candidate proposed (no more than three), a translation in English for each of the three (3) following texts:</p> <ul style="list-style-type: none"> ❖ One press release (Please refer to Annex « D1 »); ❖ One speech) (Please refer to Annex « D2 »); ❖ One article for the Web (Please refer to Annex « D3 »). <p>1. Professional Experience :</p> <ul style="list-style-type: none"> ○ Between 2 and 3 years: 4 points ○ From 3 to 5 years: 6 points ○ From 5 to 8 years: 8 points ○ 8 years and more years: 10 points <p>2. Sample texts : The bidder must provide, for each candidate proposed (no more than three), a translation in English for each of the three (3) texts above :</p> <ul style="list-style-type: none"> ❖ One press release (Please refer to Annex « D1 »); ❖ One speech; and (Please refer to Annex « D2 »); ❖ One article for the Web (Please refer to Annex « D3 »). <p>Each of the three (3) texts will be evaluated. For each text, the maximum mark is 60 points. An average will be established on the basis of the three (3) marks obtained. The texts will be evaluated with respect to the following evaluation grid:</p> <p>2.1. Logic, clarity, accuracy of the translation (25 points)</p> <ul style="list-style-type: none"> ○ Very poor : 0 point ○ Poor : 10 points ○ Satisfactory : 15 points ○ Excellent : 25 points <p>2.2. Tone (5 points)</p> <ul style="list-style-type: none"> ○ Very poor : 0 point ○ Poor : 2 points ○ Satisfactory : 3 points ○ Excellent : 5 points <p>2.3. Grammaire, syntaxe, orthographe et vocabulaire (25 points)</p> <ul style="list-style-type: none"> ○ Very poor : 0 point ○ Poor : 10 points ○ Satisfactory : 15 points ○ Excellent : 25 points <p>2.4. Format et mode de présentation (5 points)</p> <ul style="list-style-type: none"> ○ Very poor : 0 point ○ Poor : 2 points ○ Satisfactory : 3 points ○ Excellent : 5 points 	<p>10 points</p> <p>60 points</p>	



Government of Canada / Gouvernement du Canada

Contract Number / Numéro du contrat 9K001-O16-0301
Security Classification / Classification de sécurité

**SECURITY REQUIREMENTS CHECK LIST (SRCL)
LISTE DE VÉRIFICATION DES EXIGENCES RELATIVES À LA SÉCURITÉ (LVERS)**

PART A - CONTRACT INFORMATION / PARTIE A - INFORMATION CONTRACTUELLE		
1. Originating Government Department or Organization Ministère ou organisme gouvernemental d'origine Développement économique du Canada pour les régions du Québec		2. Branch or Directorate / Direction générale ou Direction
3. a) Subcontract Number / Numéro du contrat de sous-traitance	3. b) Name and Address of Subcontractor / Nom et adresse du sous-traitant	
4. Brief Description of Work - Brève description du travail Appuyer la Direction des communications dans ses activités de communication en fournissant des services de traduction du français vers l'anglais.		
5. a) Will the supplier require access to Controlled Goods? Le fournisseur aura-t-il accès à des marchandises contrôlées?		<input checked="" type="checkbox"/> No / Non <input type="checkbox"/> Yes / Oui
5. b) Will the supplier require access to unclassified military technical data subject to the provisions of the Technical Data Control Regulations? Le fournisseur aura-t-il accès à des données techniques militaires non classifiées qui sont assujetties aux dispositions du Règlement sur le contrôle des données techniques?		<input checked="" type="checkbox"/> No / Non <input type="checkbox"/> Yes / Oui
6. Indicate the type of access required - Indiquer le type d'accès requis		
6. a) Will the supplier and its employees require access to PROTECTED and/or CLASSIFIED information or assets? Le fournisseur ainsi que les employés auront-ils accès à des renseignements ou à des biens PROTÉGÉS et/ou CLASSIFIÉS? (Specify the level of access using the chart in Question 7. c) (Préciser le niveau d'accès en utilisant le tableau qui se trouve à la question 7. c)		<input type="checkbox"/> No / Non <input checked="" type="checkbox"/> Yes / Oui
6. b) Will the supplier and its employees (e.g. cleaners, maintenance personnel) require access to restricted access areas? No access to PROTECTED and/or CLASSIFIED information or assets is permitted. Le fournisseur et ses employés (p.ex. nettoyeurs, personnel d'entretien) auront-ils accès à des zones d'accès restreintes? L'accès à des renseignements ou à des biens PROTÉGÉS et/ou CLASSIFIÉS n'est pas autorisé.		<input checked="" type="checkbox"/> No / Non <input type="checkbox"/> Yes / Oui
6. c) Is this a commercial courier or delivery requirement with no overnight storage? S'agit-il d'un contrat de messagerie ou de livraison commerciale sans entreposage de nuit?		<input checked="" type="checkbox"/> No / Non <input type="checkbox"/> Yes / Oui
7. a) Indicate the type of information that the supplier will be required to access / Indiquer le type d'information auquel le fournisseur devra avoir accès		
Canada <input checked="" type="checkbox"/>	NATO / OTAN <input type="checkbox"/>	Foreign / Étranger <input type="checkbox"/>
7. b) Release restrictions / Restrictions relatives à la diffusion		
No release restrictions / Aucune restriction relative à la diffusion <input checked="" type="checkbox"/>	All NATO countries / Tous les pays de l'OTAN <input type="checkbox"/>	No release restrictions / Aucune restriction relative à la diffusion <input type="checkbox"/>
Not releasable / À ne pas diffuser <input type="checkbox"/>		
Restricted to: / Limité à: <input type="checkbox"/>	Restricted to: / Limité à: <input type="checkbox"/>	Restricted to: / Limité à: <input type="checkbox"/>
Specify country(ies): / Préciser le(s) pays:	Specify country(ies): / Préciser le(s) pays:	Specify country(ies): / Préciser le(s) pays:
7. c) Level of information / Niveau d'information		
PROTECTED A / PROTÉGÉ A <input type="checkbox"/>	NATO UNCLASSIFIED / NATO NON CLASSIFIÉ <input type="checkbox"/>	PROTECTED A / PROTÉGÉ A <input type="checkbox"/>
PROTECTED B / PROTÉGÉ B <input type="checkbox"/>	NATO RESTRICTED / NATO DIFFUSION RESTREINTE <input type="checkbox"/>	PROTECTED B / PROTÉGÉ B <input type="checkbox"/>
PROTECTED C / PROTÉGÉ C <input type="checkbox"/>	NATO CONFIDENTIAL / NATO CONFIDENTIEL <input type="checkbox"/>	PROTECTED C / PROTÉGÉ C <input type="checkbox"/>
CONFIDENTIAL / CONFIDENTIEL <input type="checkbox"/>	NATO SECRET / NATO SECRET <input type="checkbox"/>	CONFIDENTIAL / CONFIDENTIEL <input type="checkbox"/>
SECRET / SECRET <input checked="" type="checkbox"/>	COSMIC TOP SECRET / COSMIC TRÈS SECRET <input type="checkbox"/>	SECRET / SECRET <input type="checkbox"/>
TOP SECRET / TRÈS SECRET <input type="checkbox"/>		TOP SECRET / TRÈS SECRET <input type="checkbox"/>
TOP SECRET (SIGINT) / TRÈS SECRET (SIGINT) <input type="checkbox"/>		TOP SECRET (SIGINT) / TRÈS SECRET (SIGINT) <input type="checkbox"/>

Security Classification / Classification de sécurité
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Contract Number / Numéro du contrat
9K001-016-0301
 Security Classification / Classification de sécurité

PART A (continued) / PARTIE A (suite)

8. Will the supplier require access to PROTECTED and/or CLASSIFIED COMSEC information or assets?
 Le fournisseur aura-t-il accès à des renseignements ou à des biens COMSEC désignés PROTÉGÉS et/ou CLASSIFIÉS?
 If Yes, indicate the level of sensitivity:
 Dans l'affirmative, indiquer le niveau de sensibilité : No / Non Yes / Oui

9. Will the supplier require access to extremely sensitive INFOSEC information or assets?
 Le fournisseur aura-t-il accès à des renseignements ou à des biens INFOSEC de nature extrêmement délicate? No / Non Yes / Oui
 Short Title(s) of material / Titre(s) abrégé(s) du matériel :
 Document Number / Numéro du document :

PART B - PERSONNEL (SUPPLIER) / PARTIE B - PERSONNEL (FOURNISSEUR)

10. a) Personnel security screening level required / Niveau de contrôle de la sécurité du personnel requis

<input type="checkbox"/> RELIABILITY STATUS COTE DE FIABILITÉ	<input type="checkbox"/> CONFIDENTIAL CONFIDENTIEL	<input checked="" type="checkbox"/> SECRET SECRET	<input type="checkbox"/> TOP SECRET TRÈS SECRET
<input type="checkbox"/> TOP SECRET - SIGINT TRÈS SECRET - SIGINT	<input type="checkbox"/> NATO CONFIDENTIAL NATO CONFIDENTIEL	<input type="checkbox"/> NATO SECRET NATO SECRET	<input type="checkbox"/> COSMIC TOP SECRET COSMIC TRÈS SECRET
<input type="checkbox"/> SITE ACCESS ACCÈS AUX EMPLACEMENTS			

Special comments:
 Commentaires spéciaux : _____

NOTE: If multiple levels of screening are identified, a Security Classification Guide must be provided.
 REMARQUE : Si plusieurs niveaux de contrôle de sécurité sont requis, un guide de classification de la sécurité doit être fourni.

10. b) May unscreened personnel be used for portions of the work?
 Du personnel sans autorisation sécuritaire peut-il se voir confier des parties du travail? No / Non Yes / Oui
 If Yes, will unscreened personnel be escorted:
 Dans l'affirmative, le personnel en question sera-t-il escorté? No / Non Yes / Oui

PART C - SAFEGUARDS (SUPPLIER) / PARTIE C - MESURES DE PROTECTION (FOURNISSEUR)

INFORMATION / ASSETS / RENSEIGNEMENTS / BIENS

11. a) Will the supplier be required to receive and store PROTECTED and/or CLASSIFIED information or assets on its site or premises?
 Le fournisseur sera-t-il tenu de recevoir et d'entreposer sur place des renseignements ou des biens PROTÉGÉS et/ou CLASSIFIÉS? No / Non Yes / Oui

11. b) Will the supplier be required to safeguard COMSEC information or assets?
 Le fournisseur sera-t-il tenu de protéger des renseignements ou des biens COMSEC? No / Non Yes / Oui

PRODUCTION

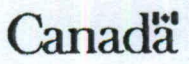
11. c) Will the production (manufacture, and/or repair and/or modification) of PROTECTED and/or CLASSIFIED material or equipment occur at the supplier's site or premises?
 Les installations du fournisseur serviront-elles à la production (fabrication et/ou réparation et/ou modification) de matériel PROTÉGÉ et/ou CLASSIFIÉ? No / Non Yes / Oui

INFORMATION TECHNOLOGY (IT) MEDIA / SUPPORT RELATIF À LA TECHNOLOGIE DE L'INFORMATION (TI)

11. d) Will the supplier be required to use its IT systems to electronically process, produce or store PROTECTED and/or CLASSIFIED information or data?
 Le fournisseur sera-t-il tenu d'utiliser ses propres systèmes informatiques pour traiter, produire ou stocker électroniquement des renseignements ou des données PROTÉGÉS et/ou CLASSIFIÉS? No / Non Yes / Oui

11. e) Will there be an electronic link between the supplier's IT systems and the government department or agency?
 Disposera-t-on d'un lien électronique entre le système informatique du fournisseur et celui du ministère ou de l'agence gouvernementale? No / Non Yes / Oui

Security Classification / Classification de sécurité





Contract Number / Numéro du contrat 9K001-016-0301
Security Classification / Classification de sécurité

PART C (continued) / PARTIE C (suite)

For users completing the form manually use the summary chart below to indicate the category(ies) and level(s) of safeguarding required at the supplier's site(s) or premises.
Les utilisateurs qui remplissent le formulaire manuellement doivent utiliser le tableau récapitulatif ci-dessous pour indiquer, pour chaque catégorie, les niveaux de sauvegarde requis aux installations du fournisseur.

For users completing the form online (via the Internet), the summary chart is automatically populated by your responses to previous questions.
Dans le cas des utilisateurs qui remplissent le formulaire en ligne (par Internet), les réponses aux questions précédentes sont automatiquement saisies dans le tableau récapitulatif.

SUMMARY CHART / TABLEAU RÉCAPITULATIF

Category / Catégorie	PROTECTED / PROTÉGÉ			CLASSIFIED / CLASSIFIÉ			NATO				COMSEC					
	A	B	C	Confidential / Confidentiel	Secret	Top Secret / Très Secret	NATO Restricted / NATO Diffusion Restreinte	NATO Confidential	NATO Secret	COSMIC Top Secret / COSMIC Très Secret	Protected / Protégé			Confidential / Confidentiel	Secret	Top Secret / Très Secret
											A	B	C			
Information / Assets / Renseignements / Biens	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Production	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
IT Media Support TI	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
IT Link / Lien électronique	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

12. a) Is the description of the work contained within this SRCL PROTECTED and/or CLASSIFIED? / La description du travail visé par la présente LVERS est-elle de nature PROTÉGÉE et/ou CLASSIFIÉE? No / Non Yes / Oui

If Yes, classify this form by annotating the top and bottom in the area entitled "Security Classification". / Dans l'affirmative, classifiez le présent formulaire en indiquant le niveau de sécurité dans la case intitulée.

12. b) Will the document attached to this SRCL be PROTECTED and/or CLASSIFIED? / La documentation associée à la présente LVERS sera-t-elle PROTÉGÉE et/ou CLASSIFIÉE? No / Non Yes / Oui

If Yes, classify this form by annotating the top and bottom in the area entitled "Security Classification" and indicate with attachments (e.g. SECRET with Attachments). / Dans l'affirmative, classifiez le présent formulaire en indiquant le niveau de sécurité dans la case intitulée « Classification de sécurité » au haut et au bas du formulaire et indiquez qu'il y a des pièces jointes (p. ex. SECRET avec des pièces jointes).

Security Classification / Classification de sécurité
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Sous embargo jusqu'au 4 juin 2015

Transformation des résidus forestiers : une entreprise fabriquera du paillis horticole

Le 4 juin 2015 – La Tuque (Québec) – Développement économique Canada pour les régions du Québec

Le ministre de l'Infrastructure, des Collectivités et des Affaires intergouvernementales et ministre de l'Agence de développement économique du Canada pour les régions du Québec, l'honorable Denis Lebel, annonce que l'entreprise a obtenu un soutien financier pour l'aider à améliorer sa productivité et à diversifier ses activités manufacturières.

L'aide financière annoncée aujourd'hui s'élève à 325 000 \$. Elle est consentie sous forme de contribution remboursable, en vertu du *Programme de développement économique du Québec* de Développement économique Canada pour les régions du Québec.

Les faits en bref

- L'entreprise se spécialise dans la transformation de billes de bois rond en copeaux et en résidus forestiers à des fins d'utilisation industrielle, notamment par les papetières et les usines de cogénération. L'entreprise a décidé d'élargir ses activités de valorisation de la biomasse forestière en amorçant la fabrication de paillis horticole.
- La contribution de Développement économique Canada pour les régions du Québec servira à financer une partie des coûts d'acquisition et de mise en service d'une ligne de fabrication de paillis horticole. Ces travaux sont réalisés dans le cadre d'un projet global de plus de 1,6 M\$, qui comprend également l'acquisition d'un nouveau bâtiment par l'entreprise et la modernisation de sa chaîne de production de copeaux et de résidus forestiers.
- L'aide financière de Développement économique Canada pour les régions du Québec permettra à l'entreprise d'accroître sa productivité et de diversifier ses activités afin de mieux répondre aux besoins de sa clientèle.

Citation

« En soutenant cette entreprise dans l'amélioration de sa performance, notre gouvernement témoigne une fois de plus de son engagement à investir dans des projets qui permettent d'assurer la croissance de l'économie. »

Denis Lebel, ministre de l'Infrastructure, des Collectivités et des Affaires intergouvernementales et ministre de l'Agence de développement économique du Canada pour les régions du Québec

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Sources :

Relations avec les médias
Développement économique Canada
pour les régions du Québec
Tél. : 514-283-8818
Courriel : media@dec-ced.gc.ca

Michèle-Jamali Paquette
Directrice aux communications
Cabinet de l'honorable Denis Lebel
Développement économique Canada
pour les régions du Québec
Tél. : 514-496-1282
Courriel : michele-jamali.paquette@miga-maig.gc.ca

Pour rester au fait des dernières nouvelles de Développement économique Canada pour les régions du Québec, consultez le site www.dec-ced.gc.ca ou abonnez-vous au compte Twitter @DevEconCan

Notes pour une allocution du
sous-ministre/président de Développement
économique Canada pour les régions du
Québec et président du Conseil fédéral du
Québec, M^e John Smith

Dans le cadre des Rendez-vous annuels de la
gestion publique (les compétences en 3D :
développement, diversité, demain)

Allocution introductive

Le jeudi 29 novembre 2012

9 h 05

Université du Québec à Montréal
Complexe des sciences
Salle La Chaufferie
175, avenue du Président-Kennedy
Durée : 7 minutes

Seule la version prononcée fait foi.

Merci madame Spooner,

Bonjour à toutes et à tous,

- C'est toujours un plaisir et un privilège pour moi de me retrouver à l'université... Ça garde jeune et ça me rappelle de beaux souvenirs!
- Mais ça me rappelle avant tout l'importance de bâtir et d'entretenir des ponts solides entre la fonction publique du Canada et les institutions d'enseignement.
- Depuis maintenant 30 ans, j'ai occupé des fonctions variées dans plus d'une dizaine de ministères et agences du gouvernement fédéral.
- J'ai trouvé dans la fonction publique fédérale un milieu de travail enrichissant, varié et stimulant, où les défis sont nombreux.

- Le travail public donne un sens à notre action quotidienne; la fonction publique nous permet de faire une différence tangible en servant nos concitoyens.
- Avec plus de 300 000 employés, le gouvernement fédéral est le plus gros employeur au pays.

- Elle emploie, aux quatre coins du Québec et du Canada, des gens de tous les horizons et de toutes les formations (*des vétérinaires, des fiscalistes, des avocats, des biologistes, des militaires, des administrateurs, des économistes, etc.*)
- Comme sous-ministre de Développement économique Canada pour les régions du Québec, la responsabilité actuelle du renouvellement de la fonction publique fédérale m'incombe au premier chef.
- Elle est d'autant plus importante pour moi que j'ai aussi un double rôle au Québec.
- En effet, je préside le Conseil fédéral du Québec, un forum qui regroupe près de 50 ministères et organismes fédéraux au Québec, et qui compte environ 30 000 personnes à l'emploi de l'État canadien.

- Tous ces ministères / agences auront à pourvoir des postes au cours des prochaines années.
- Pour perpétuer l'excellence de notre fonction publique, nous devons embaucher les candidats les mieux qualifiés et miser sur la diversité des origines et des cultures aux quatre coins du pays.
- Vous faites partie de cette relève. De notre future élite.
- J'ai commencé comme fonctionnaire débutant, et j'ai gravi les échelons jusqu'au poste que j'occupe aujourd'hui. Je compte sur vous pour perpétuer notre tradition d'excellence.
- D'où, également, l'importance que j'accorde aux liens à tisser entre le gouvernement du Canada et les étudiants.

- C'est dans cette optique que j'ai accepté, il y a quelques années, de devenir champion des relations universitaires avec l'UQAM et l'ÉNAP, campus de Montréal et de Québec.
- Cette initiative créée en 2002 vise à renforcer les liens entre le gouvernement du Canada et les universités canadiennes.
- Tout le monde y gagne : elle permet aux étudiants de démystifier la fonction publique, de se familiariser avec ses rouages ; et elle permet au gouvernement d'avoir accès aux idées novatrices, aux théories de pointe, d'harmoniser la recherche et le cursus universitaire à ses pratiques.
- Je crois fermement à la communication, à la transparence et à l'importance de faire circuler l'information, le savoir, les connaissances.

- La fonction publique est entrée dans une nouvelle ère il y a une dizaine d'années. En 2003, il y a même une loi, la *Loi sur la modernisation de la fonction publique*, qui a été promulguée pour transformer la façon dont le gouvernement fédéral recrute, gère et appuie ses employés.
- Une gestion moderne et l'innovation sont au cœur de cet exercice. J'oserais parler d'un « Gouvernement 2.0 », où les ministères offrent une panoplie de services en ligne, de ministères présents sur YouTube, Facebook et Twitter.

- Bref, d'un gouvernement multiplateforme. D'ailleurs, à Développement économique Canada pour les régions du Québec, nous gazouillons. En bon français, nous twittons! Près de 1 500 abonnés reçoivent nos communiqués de presse de cette façon.
- Les initiatives et les programmes fédéraux touchent les Canadiennes et les Canadiens dans presque tous les aspects de leur vie quotidienne, et c'est à nous d'innover et d'être à la page pour les rejoindre.
- Dans ce contexte, nous devons offrir aux fonctionnaires des occasions de développement, mettre à leur disposition des outils d'apprentissage diversifiés et favoriser l'émergence d'idées nouvelles.

- En même temps, nous nous tournons résolument vers la relève, et la collaboration entre le gouvernement et les institutions de haut savoir contribue justement à l'émergence de nouvelles idées, de nouveaux leaders.
- Les Rendez-vous annuels de la gestion publique sont propices à la réflexion et à la discussion sur les compétences et les besoins requis dans l'administration publique, sur les enjeux fédéraux et les acteurs-clés.
- Merci de votre attention. Je vous retrouve un peu plus tard pour une autre communication en lien avec les universités et les programmes fédéraux en leadership.

ANNEXE « D3 » – ARTICLE WEB

La qualité exceptionnelle des boues de la Côte-Nord

La vague des soins esthétiques et des spas rejoint de plus en plus de consommateurs désireux de se détendre tout en utilisant les produits certifiés 100 % naturels. Denise Saulnier, une jeune retraitée de l'enseignement fortement enracinée sur la Côte-Nord, a eu l'idée de fonder l'entreprise Argile Eau Mer afin d'exploiter un gisement d'argile aux caractéristiques exceptionnelles. Les boues marines de Pointe-aux-Outardes se comparent aux gisements du Mont-Saint-Michel en Normandie ou aux boues de la Mer Morte en Israël.

Depuis 2002, Argile Eau Mer, une entreprise spécialisée dans l'extraction, l'affinage et la transformation de la boue marine, commercialise une gamme de produits naturels d'une qualité irréprochable sous le nom des Boues de Manicouagan.

La mise au point d'une gamme remarquable de produits

Dès le départ, Denise Saulnier s'est adressé à Développement économique Canada pour les régions du Québec qui l'a aidée dans les étapes préalables au démarrage d'Argile Eau Mer. L'entreprise a reçu un appui financier pour réaliser les activités d'essais et d'expérimentation nécessaires à la mise au point du procédé de fabrication et de transformation du produit fini. Cette étape incontournable allait permettre de mettre en marché une première gamme de produits destinés aux cosmétiques et aux spas, dont les Boues marines, la Poudre d'argile et la Pierre d'argile.

En un an, l'entreprise a plus que doublé son chiffre d'affaires. Ayant ainsi démontré ses capacités à prendre de l'expansion, Argile Eau Mer a pu acquérir les équipements nécessaires à la mise en place d'une chaîne de production grâce au soutien financier de Développement économique Canada pour les régions du Québec. Cela lui a permis de passer de la production artisanale à une production commerciale à plus grande échelle.

« Dès le démarrage d'Argile Eau Mer, l'appui de Développement économique Canada pour les régions du Québec a fait toute la différence, explique Denise Saulnier. Le soutien financier et l'approche d'accompagnement professionnel m'ont permis de faire des choix judicieux tant au niveau de la mise au point du produit, des équipements de production que de la commercialisation de mes produits. Mon entreprise dispose maintenant de bases solides et j'en mesure la valeur tous les jours. »

Aujourd'hui, Argile Eau Mer se distingue parmi les acteurs de la diversification de l'économie de la Manicouagan. L'entreprise, qui a contribué à la création de six emplois dans la municipalité de Pointe-aux-Outardes, exporte déjà son argile transformée en Chine et en Europe. Elle s'est aussi associée avec une société française pour la distribution de ses produits vers l'Asie, l'Amérique et l'Europe. Les Boues de la Manicouagan pourront désormais faire connaître la Côte-Nord aux quatre coins de la planète!