



**RETURN BIDS TO:  
RETOURNER LES SOUMISSIONS À:**

Proposal submission details are included in this Call for Proposals document.

Les détails concernant la soumission des propositions sont inclus dans le présent document d'appel de propositions.

**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**  
Science Procurement Directorate/Direction de  
l'acquisition  
de travaux scientifiques  
11C1, Phase III  
Place du Portage  
11 Laurier St. / 11, rue Laurier  
Gatineau, Québec K1A 0S5

<b>Title-Sujet</b> BCIP 006 – PICC 006		
<b>Solicitation No. - N° de l'invitation</b> EN579-15BCIP/B	<b>Amendment No. – N° modification</b> 004	<b>Date</b> 2015-10-19
<b>Client Reference No. - N° de référence du client</b> EN579-15BCIP		
<b>GETS Reference No. - N° de référence de SEAG</b> PW-15-00695040		
<b>File No. – N° de dossier</b> 001sc.EN579-15BCIP	<b>CCC No./N° CC – FMS NO. / N° VME</b>	
<b>Solicitation Closes – L'invitation prend fin</b>  <b>at – à 2:00 PM</b> <b>on – le 2018-03-29</b>		<b>Time Zone</b> <b>Fuseau horaire</b> Eastern Daylight Time EDT Heure avancée de l'Est (HAE)
<b>F.O.B. – F.A.B</b>		
<b>Plant-Usine :</b> <input type="checkbox"/> <b>Destination:</b> <input type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>		
<b>Address Enquiries to: - Adresser toutes questions à:</b> Karen Moore		<b>Buyer Id – Id de l'acheteur</b> 002sc
<b>Telephone No. - N° de téléphone</b> 819-956-1688		<b>FAX No. - N° de FAX</b>
<b>Destination of Goods, Services and Construction:</b> <b>Destinations des biens, services et construction :</b>  To be determined À être déterminé		

**Instructions : See Herein**  
**Instructions : voir aux présentes**

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

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**Call for Proposals - Call 006****Amendment 004****Purpose:**

A) To respond to questions regarding Call 006.

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**A) QUESTIONS AND ANSWERS****Question #19:**

4.2 (& 4.5.6) Maximum Standard Component of \$500K - Travel and living expenses are allowable extras. Is that for field assembly and testing?

**Answer #19:**

Correct, for the Standard Component funding is limited to \$500,000.00 (excluding shipping, travel & living, and applicable taxes). Travel and Living expenses will be reimbursed as per National Joint Council Travel Directive up to the ceiling price identified in the Contract. Travel may be required for Training, Field Assembly, Monitoring, Testing, Technical Support or other reasons approved by the Testing Department and BCIP.

**Question #20:**

4.3 Price will be negotiated - What if the price we are selling at is already below our cost?

**Answer #20:**

In accordance with Call 006 Part 5, section 2.4 Step 4 - Contract Negotiations, Bidders must provide price support to substantiate the proposed costs. Price support can be previously paid invoice for same or similar Innovation, complete price breakdown, quotes and invoices from suppliers, published price list, etc. In addition, in accordance with Call 006 Part 3 section 5, the Bidder must also provide a price certification.

**Question #21:**

4.5 Cost Element for Testing and Evaluating - We are testing our own equipment or participating? Or is this just for service related proposals?

**Answer #21:**

Each Innovation is unique. In some instances, the supplier may test the Innovation in cooperation with the Testing Department. In other instances, the Testing Department will conduct the testing without the supplier. It is up to each Bidder to include the appropriate costs elements in their financial proposal.

**Question #22:**

4.5.4 Support Services - This is included in our sale price by phone or email. Would you like an option to have someone present? Would you like that option broken down into training and testing or a lump sum?

**Answer #22:**

Please reference the online Proposal Submission Form section 8.2(a) and 8.2(b), as well as Call 006 Part 3 section 4.5 which define the Financial Proposal Cost Elements. The cost elements must be entered in the online Proposal Submission Form section 8.2(a) and explained at 8.2(b). Support Services are not the same as Training Costs.

**Question #23:**

4.5.5 Direct Costs - Materials will be required by the designated testing entity (oil in our case) to perform the actual testing. So are we to supply a cost for this material including diesel fuel to run our unit? Is it part of the \$500k cap?

**Answer #23:**

In accordance with Call 006 Part 3 section 4.5.5 Direct Costs, if the Testing Department does not have the required material, the supplier will have to provide it. It is recommended to include all material in your financial proposal, understanding that these costs are subject to negotiation. Yes all direct costs are included within the financial limitation.

**Question #24:**

SC3.4 (b) - For this first unit or subsequent production after test and evaluation?

**Answer #24:**

In accordance with the online Proposal Submission Form SC3.4(b), it is the total funds required to reach commercialization from the proposed innovation current state of readiness, as of the proposal submission date.

**Question #25:**

PR8.2 (a&b) - Is this intended to be the same content as SC3.4 (b&c) directly above? Or does it now include an estimate by us on what it will cost the government to do the testing?

**Answer #25:**

The online Proposal Submission Form PR 8.2 (a&b) is the section the Bidder inputs their financial proposal for the BCIP Call 006. SC3.4 (b&c) is the Bidders estimate of the total funds required to reach commercialization from the proposed innovation current state of readiness; SC3.4 is not part of the financial proposal.

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