



**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

Title-Sujet BCIP 006 – PICC 006		
Solicitation No. - N° de l'invitation EN578-15BCIP/A	Amendment No. – N° modification 006	Date 2015-11-11
Client Reference No. - N° de référence du client EN578-15BCIP		
GETS Reference No. - N° de référence de SEAG PW-15-00695040		
File No. – N° de dossier 001sc.EN578-15BCIP	CCC No./N° CC – FMS NO. / N° VME	
Solicitation Closes – L'invitation prend fin at – à 2:00 PM on – le 2018-03-29		Time Zone Fuseau horaire Eastern Daylight Time EDT Heure avancée de l'Est (HAE)
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: Karen Moore		Buyer Id – Id de l'acheteur 002sc
Telephone No. - N° de téléphone 819-956-1688		FAX No. - N° de FAX 819-997-2229
Destination of Goods, Services and Construction: Destinations des biens, services et construction : To be determined À être déterminé		

Instructions : See Herein
Instructions : voir aux présentes

Delivery Required - Livraison exigée See Herein	Delivery Offered - Livraison proposée
Vendor/Firm Name and Address Raison sociale et adresse du fournisseur/de l'entrepreneur	
Telephone No. - N° de telephone 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

Call for Proposals - Call 006

Amendment 006

Purpose:

- A) To identify changes to Call 006.
 - B) To respond to questions regarding Call 006.
-

A) CHANGES

CHANGE #7

[Note to Bidders: the electronic Proposal Submission Form will be updated according to this CHANGE.]

At the electronic Proposal Submission Form, Acknowledgements, second bullet:

Delete: in its entirety

Insert: The Bidder Representative is an Authorized Signing Officer of the Bidder and has authority to submit this Proposal on behalf of the Bidder and to act as the Lead Contact for purposes of this Proposal; or the Bidder's Authorized Signing Officer has authority to submit this Proposal on behalf of the Bidder, and the Bidder's Lead Contact has been identified for the purposes of communications regarding this Proposal;

CHANGE #8

[Note to Bidders: the electronic Proposal Submission Form will be updated according to this CHANGE. If the Lead Contact and the Authorized Signing Officer are different people, the electronic Form will guide Bidders to a screen where contact details for both representatives are to be provided.]

At the electronic Proposal Submission Form, Bidder Information and Contact Information, above section 1.10:

Insert: Bidder Representative

The Bidder Representative must be an Authorized Signing Officer of the Bidder, have authority to submit this proposal on behalf of the Bidder and act as the Lead Contact for purposes of this Proposal.

Please select one of the following options:

- The Bidder Representative is the Lead Contact and Authorized Signing Officer of the Bidder.
- The Lead Contact and the Authorized Signing Officer of the Bidder are different people.

At the electronic Proposal Submission Form, Bidder Information and Contact Information, section 1.10:

Delete: The Bidder Representative must be an authorized signing officer of the Bidder, have authority to submit this proposal on behalf of the Bidder and act as the lead contact for purposes of this Proposal.

CHANGE #9

[**Note to Bidders:** the electronic Proposal Submission Form will be updated according to this CHANGE.]

At the electronic Proposal Submission Form, Mandatory Criteria, MC-6:

Delete: Proposals valued in excess of this amount will be considered non-responsive.

In the Notice of Proposed Procurement (NPP), Phase 1 - Mandatory Criteria, MC-6:

Delete: Proposals valued in excess of this amount will be considered non-responsive.

CHANGE #10

[**Note to Bidders:** the electronic Proposal Submission Form will be updated according to this CHANGE.]

At the electronic Proposal Submission Form, PR 8.2 (a):

Delete: Please provide the specific costs to procure and test the proposed innovation within the specified test department. This section will form the Bidders' Financial Proposal. Please enter amounts in Canadian dollars (without spaces and commas). The definitions for the specific costs listed below are [here](#). Any cost in excess of the maximum funding will be construed as a Contractor's commitment of additional funding to the Contract.

Insert: Please provide the specific costs to procure and test the proposed innovation within the specified test department. This section will form the Bidders' Financial Proposal. Please enter amounts in Canadian dollars (without spaces and commas) not exceeding the maximum funding for this Component. The definitions for the specific costs listed below are [here](#). Any cost in excess of the maximum funding should be identified in PR 8.2(b) and will be construed as a Contractor's commitment of additional funding to the Contract.

At the electronic Proposal Submission Form, PR 8.2 (b):

Delete: In 100 words or less, provide a rationale for the "Total Costs" value above.

Insert: In 100 words or less, provide a rationale for the "Total Costs" value above, including any cost in excess of the maximum funding which will be construed as a Contractor's commitment of additional funding to the Contract.

CHANGE #11

[**Note to Bidders:** the electronic Proposal Submission Form will be updated according to this CHANGE.]

At the electronic Proposal Submission Form, Stage One – Screening Criteria 2 – Readiness, SC 2.3:

Delete: In 300 words or less, please describe (as appropriate) the required certifications, licences, and approvals obtained to date for the proposed innovation, and provide details on those left to obtain.

Insert: In 300 words or less, please describe (as appropriate) the required certifications, licences, and approvals obtained to date for the proposed innovation, and provide details on those left to obtain that are not required for testing but are required before commercialization.

CHANGE #12

At Call 006, Part 5, section 2.1 Step 1 – BCIP Testing Department Match:

Delete: In order to maximize the available funding and to ensure a higher volume of contracts, Canada may give preference to Bidders that have demonstrated an existing operational need by identifying a federal government department that has agreed to function as the Testing Department for the proposed Innovation.

Insert: The matching process may be accelerated if a Bidder identifies a potential Testing Department in their proposal.

B) QUESTIONS AND ANSWERS

Question #63

How is the price determined? If I've understood properly, there cannot be any sales commission included in the price. Is this correct? How is the price negotiated? Is there a maximum profit margin (even if we can prove that these margins are standard for this type of good and that these margins will be in effect for commercial sales)?

Answer #63

Please reference question and answer 16 in Solicitation Amendment 003 and Call 006 Part 3 section 4.3.

Question #64

When companies make decisions whether to spend the time/effort on a particular business opportunity/RFP/tender, they often look at the size of the client budget available vs the level of competition. Now that BCIP is moving to a continuous evaluation process, is it possible to provide an indication of the annual budget for BCIP which is available to spend on purchasing innovations under the program?

Answer #64

BCIP was allocated \$30 million in funding for fiscal year 2015/2016. It is anticipated that the Program will be allocated \$40 million in funding per year through 2017-2018. Reference question and answer 11 in Solicitation Amendment 003.

Question #65

Is there any 2015-16 BCIP budget remaining?

Answer #65

Yes. Please also reference question and answer 11 in Solicitation Amendment 003.

Question #66

For section 3.4(c) – could you please give me examples of what you consider Selling and Administrative expenses, Financial expenses, and operating expenses?

Answer #66

Bidders should prepare their response to SC 3.4 (c) in the electronic Proposal Submission Form in accordance with the Canadian Generally Accepted Accounting Principles (GAAP) as set out in the *Canadian Institute of Chartered Accountants Handbook*. To assist Bidders as they complete this section, the BCIP has prepared a sample guide which is available at <https://bcip-picc006.fluidreview.com/res>. This guide is for illustrative purposes only.

ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME.