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Public Works Government Services Canada- Bid  
Receiving / Réception des soumissions  
189 Prince William Street  
Room 405  
Saint John  
New Brunswick  
E2L 2B9

**Revision to a Request for a Standing Offer**

**Révision à une demande d'offre à commandes**

Regional Individual Standing Offer (RISO)

Offre à commandes individuelle régionale (OCIR)

The referenced document is hereby revised; unless otherwise indicated, all other terms and conditions of the Offer remain the same.

Ce document est par la présente révisé; sauf indication contraire, les modalités de l'offre demeurent les mêmes.

**Comments - Commentaires**

**Vendor/Firm Name and Address**

Raison sociale et adresse du  
fournisseur/de l'entrepreneur

**Issuing Office - Bureau de distribution**

Public Works Government Services Canada- Bid  
Receiving / Réception des soumissions  
189 Prince William Street  
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Saint John  
New Bruns  
E2L 2B9

<b>Title - Sujet</b> Deployed Logistics Support Services		
<b>Solicitation No. - N° de l'invitation</b> W8484-158341/A		<b>Date</b> 2015-11-17
<b>Client Reference No. - N° de référence du client</b> W8484-158341		<b>Amendment No. - N° modif.</b> 001
<b>File No. - N° de dossier</b> PWB-5-38103 (020)	<b>CCC No./N° CCC - FMS No./N° VME</b>	
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$PWB-020-3734		
<b>Date of Original Request for Standing Offer</b> Date de la demande de l'offre à commandes originale		2015-11-04
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2015-12-03</b>		<b>Time Zone</b> <b>Fuseau horaire</b> Atlantic Standard Time AST
<b>Address Enquiries to: - Adresser toutes questions à:</b> Donovan, Janine PWB		<b>Buyer Id - Id de l'acheteur</b> pwb020
<b>Telephone No. - N° de téléphone</b> (506) 636-5347 ( )	<b>FAX No. - N° de FAX</b> (506) 636-4376	
<b>Delivery Required - Livraison exigée</b>		
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>		
<b>Security - Sécurité</b> This revision does not change the security requirements of the Offer. Cette révision ne change pas les besoins en matière de sécurité de la présente offre.		

Instructions: See Herein

Instructions: Voir aux présentes

<b>Acknowledgement copy required</b> <b>Accusé de réception requis</b>	<b>Yes - Oui</b> <input type="checkbox"/>	<b>No - Non</b> <input type="checkbox"/>
<b>The Offeror hereby acknowledges this revision to its Offer.</b> <b>Le proposant constate, par la présente, cette révision à son offre.</b>		
<b>Signature</b>	<b>Date</b>	
Name and title of person authorized to sign on behalf of offeror. (type or print) Nom et titre de la personne autorisée à signer au nom du proposant. (taper ou écrire en caractères d'imprimerie)		
<b>For the Minister - Pour le Ministre</b>		

This Solicitation Amendment No. One (1) is raised to include the following addendum no. 1.

The following addendum to the tender documents is effective immediately. This addendum shall form part of the contract documents.

All other terms and conditions remain the same.

Addendum 1.

1. **QUESTIONS AND ANSWERS**

Q1: Are the requested services for the above referenced solicitation currently being provided or have they been provided previously?

A1: Deployed Logistics Support Services (DLSS) are not currently being provided in Jamaica. Yes, DLSS have been provided in the past from 30 Sept 2011 for 6 months, plus one 6-month option period.

Q2: If so, please identify the means by which such services have been supplied (e.g., direct and or term employee, personal services contract, or contracted services through a company).

A2: DLSS Standing Offer was established in 2011 for 6 months, plus one 6-month option period.

Q3: If the services were contracted through a company, please provide the name of the contractor and the duration and dollar amount of the contract(s).

A3: A Standing Offer was put in place. Company name: MLS. Duration: from 30 Sept 2011, for 6 months, plus one 6-month option period Original Standing Offer value was \$1,300,000 CAD and the 6-month option was another \$1,300,000 CAD.

2. **REQUEST FOR A STANDING OFFER DOCUMENT**

**Cover Page**

Under Destination of Goods, Services and Construction, **REMOVE** "Canada" and **ADD** "Caribbean and Central America"

**Annex B – Basis of Payment**

**REMOVE** "Appendix B – Basis of Payment" and **REPLACE WITH** the attached "Appendix B – Basis of Payment Revised November 17, 2015".

Please note: The Appendix B – Basis of Payment revised November 17, 2015 attached in this amendment is the Basis of Payment that **MUST** be submitted with your offer. Failure to comply with the requirement will result in your offer being deemed non-responsive.

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### **3. EVALUATION GRID**

The attached evaluation grid will be used to evaluate the point rated criteria in Annex C of the Request for a Standing Offer document. In applying this scale, the score for each point rated criterion RS1 through RS9 will be selected based on the attached scale, depending to the extent to which the requirement is met.

Point scores for each criterion will be agreed on by consensus of the evaluation committee.

**Revised November 17, 2015**

**APPENDIX B  
BASIS OF PAYMENT**

**B.1**

Offerors must provide pricing for the goods and services utilized or provided during the Standing Offer period of three years plus two additional, one year options as per Appendix A, Statement of Work.

Offerors must provide a firm all-inclusive markup to be applied to the actual cost of all goods and services acquired and delivered as per Appendix A, paragraph 1.4.4.

No additional markup will be considered on the firm all-inclusive rates for all deployed logistic support services utilized or provided as per Appendix A.

Offerors should note that the estimated number of days of services and goods projected are provided by Canada for the purpose of evaluation only to allow PWGSC to calculate the total overall price for the full potential five year life of the Standing Offer (a firm three year period with an option to extend for two additional, one year periods). The estimated amounts will not form part of the resultant Standing Offer.

Canada accepts no liability for any variation between the estimates provided and the actual number of days worked and/or goods provided. The Contractor will be paid for actual labour performed or goods delivered as authorized and requested by Canada in any resultant call up for the provision of goods and/or services.

**B.2**

Offerors must provide a firm all-inclusive daily rate for all deployed logistic support services utilized or provided during the Standing Offer period of three years plus two additional one year option period as per Appendix A.

All rates are to be expressed in US Dollars. No foreign exchange rate adjustment will be considered on the rates identified below.

The following categories of service level will apply in Jamaica as well as the rest of the Caribbean Islands and Central America for the potential five year life of the Standing Offer.

**Normal** – support may be required for 8 hours per day for 5 days during a 7 day period

	A	B	C = (A x B)	D	E	F = (D x E)	G = (C + F)
Service Level	Firm all inclusive daily rate for the On-Site Representative for three year Standing Offer	Estimated number of days for three year Standing Offer period	Total for three year Standing Offer	Firm all inclusive daily rate for the On-Site Representative for three year Standing Offer	Estimated number of days for two, one year options	Total for two, one year option periods	Total Estimated Cost/Price for Evaluation Purposes
Normal – as described above	\$...../day	525 days	\$.....	\$...../day	350 days	\$.....	\$.....C1

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**Overtime** - support may be required outside of normal, or continuing after existing overtime, or continuing after call-out situations. The rate identified below will be for the On-Site Representative to provide services. Overtime shall be authorized by a Department of National Defence Representative.

	A	B	C = (A x B)	D	E	F = (D x E)	G = (C+F)
Service Level	Firm all inclusive overtime rate for the On-Site Representative for three year Standing Offer	Estimated number of hours for three year period	Total for three year Standing Offer	Firm all inclusive overtime rate for the On-Site Representative for two, one year option periods	Estimated number of hours for two, one year option periods	Total for two, one year option periods	Total Estimated Cost for Evaluation Purposes.
Overtime - as described above	\$...../hour	1,050 hours	\$.....	\$...../hour	700 hours	\$.....	\$.....C2

#### Clarification Example – Overtime

Outside of normal, or outside of continued overtime hours at the end of a normal working day (for example - a normal working day of 0800 to 1600 hours with overtime from 1600 hours to 1800 hours - Contractor shall be paid for normal day plus two overtime hours only).

**Call-out Rate** - support may be required outside of normal or outside continuous overtime situations. The rate identified below will be for the On-Site Representative to return to provide services and to provide one hour of labour. Subsequent to the initial hour of labour provided, the overtime rate specified above shall apply.

	A	B	C = (A x B)	D	E	F = (D x E)	G = (C + F)
Service Level	Firm all inclusive call-out rate which includes 1 hour of labour for the On-Site Representative for three year Standing Offer	Estimated number of hours for three year Standing Offer	Total for three year Standing Offer	Firm all inclusive call-out rate which includes 1 hour of labour for the On-Site Representative for two, one year option periods	Estimated number of hours for two, one year options	Total for two, one year option periods	Total Estimated Cost/Price for Evaluation Purposes
Call-out - as described above	\$...../call	48 call-outs	\$.....	\$...../call	32 call-outs	\$.....	\$.....C3

#### Clarification Example – Call-out

A normal working day of 0800 to 1600 hours and Contractor asked to return to work at 1800 hours and works until 2000 hours – Contractor shall be paid for a normal day, be paid the call-out rate and for 1 hour at overtime rate.

#### B.3

Offerors must provide a firm all inclusive percentage mark up to be applied to all Type 2 acquisition call-ups actually purchased, delivered and accepted in Jamaica, the Caribbean and Central America on behalf of DND for the potential five year period of the Standing Offer.

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	A	B	C = (A x B)
Service Level	Firm all inclusive percentage mark up to be applied to laid down costs	Total Estimated Value of Goods and Services for a 5 year period	Total Estimated Cost of goods and services including mark up
For goods and services purchased as described above	_____ %	\$12,000,000.00	\$.....C4

#### Clarification Example for B.3 above

If an Offeror desires to indicate a 7% mark-up, 7.0 should be entered into column A, and \$140K (\$2M x .07) is to be entered into Column C. If an entry of 0.7 is entered into column A, then the appropriate Column C amount is \$14K (\$2M x .007).

**SUMMARY:** - Based on a total of 5 years (firm three years plus two, one year option periods)

Estimated cost/price of C1	\$..... (C1)
Estimated cost/price of C2	\$..... (C2)
Estimated cost/price of C3	\$..... (C3)
Estimated cost/price of C4	\$..... (C4)

**Total cost/price for Evaluation Purposes = C1+C2+C3+C4 = \$..... Estimated Taxes Extra**

#### B.4 – Extension of Standing Offer Period

Should the Standing Offer be authorized for use beyond the initial period of three years, the Offeror offers to extend its offer for two additional, one year periods under the same conditions and at the rates or prices specified in the Standing Offer,

#### B.5 - Travel & Living Expenses

The Offeror will be reimbursed its authorized travel and living expenses reasonably and properly incurred in the performance of the Work, at cost, without any allowance for profit and/or administrative overhead, in accordance with the meal, private vehicle and incidental expenses provided in Appendices B, C and D of the [Treasury Board Travel Directive](http://www.njc-cnm.gc.ca/directive/travel-voyage/index-eng.php), <http://www.njc-cnm.gc.ca/directive/travel-voyage/index-eng.php> and with the other provisions of the directive referring to "travellers", rather than those referring to "employees".

All travel must have the prior authorization of the Department of National Defence Authorities.

All payments are subject to government audit.

#### B.6 - Definitions

##### Laid-down cost

The cost incurred by a supplier to acquire a specific product or service for resale to the government. This includes the supplier's invoice price (less trade discounts), plus any applicable charges for incoming transportation, foreign exchange, customs duty and brokerage, but excludes the Goods and Services Tax and the Harmonized Sales Tax.

##### Mark-up

The percentage amount added to the laid down cost in determining the selling price to cover overhead and profit.

## B.7 - Exchange Rate/Actual Costs

1. The price must be adjusted either upwards or downwards to reflect the actual costs incurred associated with the actual foreign currency exchange rate obtained by the Contractor when remitting payment to a foreign-based supplier or subcontractor for the goods services or both.
2. On each invoice or claim for payment submitted under the Contract, the Contractor must indicate the foreign value or exchange rate adjustment amount (either upward, downward or no change) as a separate item. The Contractor must provide appropriate documentation showing evidence of payment to a foreign-based supplier or subcontractor for the goods, services or both included in the claimed amount. The exchange rate to be applied to the foreign exchange component of the invoice or claim will be based on the invoice date of the Deployed Logistics Support Services Contractor to the Government of Canada. The conversion rate from the country of origin currency to US currency will be calculated based on the average Bank of Canada noon exchange rate as available on the Bank of Canada website rounded to four decimal points for the previous thirty (30) working days including the invoice date. The Contractor is to indicate the dates used and their calculations to perform exchange rate calculations with their invoice.

**NOTE: This example is using Brazilian real currency and Canadian Dollars, however, a similar calculation will be used for other currencies.**

### Example:

R\$100,000 (R\$100.000,00) in Goods is procured in Brazilian real for a deployment. The invoice date to the Canadian Government from the Deployed Logistics Support Services Contractor is dated May 27, 2011. The invoice from the Deployed Logistics Support Services Contractor will include the invoices from the Brazilian Subcontractor detailing the specifics purchased, the amount, the currency of procurement and the timing. The average of the previous thirty working days (not including country specific holidays) noon exchange rate as taken from the Bank of Canada Website is R\$1 real= C\$0.6020 CAD.

Summary	Date	BRL
Low	5/11/2011	0.5918
High	4/15/2011	0.6114
<b>Average</b>	<b>2011-04-01 - 2011-05-27</b>	<b>0.602</b>

Date	BRL	30 day average
5/27/2011	0.611	
5/26/2011	0.604	
5/25/2011	0.6001	
5/24/2011	0.5999	
5/20/2011	0.6023	
5/19/2011	0.5993	

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5/18/2011	0.6031	
5/17/2011	0.5981	
5/16/2011	0.5962	
5/13/2011	0.5924	
5/12/2011	0.5962	
5/11/2011	0.5918	
5/10/2011	0.5978	
5/9/2011	0.5958	
5/6/2011	0.5994	
5/5/2011	0.5976	
5/4/2011	0.5973	
5/3/2011	0.599	
5/2/2011	0.6027	
4/29/2011	0.6052	
4/28/2011	0.5986	
4/27/2011	0.6086	
4/26/2011	0.6078	
4/25/2011	0.6075	
4/21/2011	0.6086	
4/20/2011	0.6071	
4/19/2011	0.606	
4/18/2011	0.6073	
4/15/2011	0.6114	
4/14/2011	0.6084	0.602017

**The payment office would apply the exchange rate conversion of \$0.6020 to the R\$100,000 real and calculate a remittance of C\$60,200 CAD to the Deployed Logistics Support Services Contractor**

**3.** Canada will have the right to audit any revision to costs and prices under this clause.



	INADEQUATE	WEAK	ADEQUATE	FULLY SATISFACTORY	STRONG
0 point	2 points	4 points	6 points	8 points	10 points
Did not submit information which could be evaluated	Lacks complete or almost complete understanding of the requirements.	Has some understanding of the requirements but lacks adequate understanding in some areas of the requirements.	Demonstrates a good understanding of the requirements.	Demonstrates a very good understanding of the requirements.	Demonstrates an excellent understanding of the requirements.
	Weaknesses cannot be corrected	Generally doubtful that weaknesses can be corrected	Weaknesses can be corrected	No significant weaknesses	No apparent weaknesses
	Proponent do not possess qualifications and experience	Proponent lacks qualifications and experience	Proponent has an acceptable level of qualifications and experience	Proponent is qualified and experienced	Proponent is highly qualified and experienced
	Team proposed is not likely able to meet requirements	Team does not cover all components or overall experience is weak	Team covers most components and will likely meet requirements	Team covers all components - some members have worked successfully together	Strong team - has worked successfully together on comparable projects
	Sample projects not related to this requirement	Sample projects generally not related to this requirement	Sample projects generally related to this requirement	Sample projects directly related to this requirement	Leads in sample projects directly related to this requirement
	Extremely poor, insufficient to meet performance requirements	Little capability to meet performance requirements	Acceptable capability, should ensure adequate results	Satisfactory capability, should ensure effective results	Superior capability, should ensure very effective results