

This amendment is raised to respond to questions from industry. All other terms and conditions remain unchanged.

Q 1: Will the Government be paying the mandatory recycling fees or environmental handling Fees, (EHF's), and will we be able to again itemize and charge for them separately?

A 1: The Government of Canada will be paying Environmental Handling Fees (EHF) as long as these fees are included in your offer price.

In this instance, the Government of Canada is asking for the EHF's to be internalized in the price. This means that the EHF's will be paid by the Government of Canada. EHF's will not be identified as a separate cost. There will be one price on which applicable taxes will be added.

EHF's are industry generated fees used to finance the privately operated recycling programs. The amount is determined by industry based on various costs, including the level of effort to recycle the product. If a product is built in a way that makes it harder to recycle, then the corresponding EHF's will be higher.

PWGSC understands that within some provinces is it mandatory for resellers to demonstrate that they have taken into account EHF's applicable to specific AV products. In light of this provincial requirement it is permitted to identify the EHF fee included in the price as needed.

Quoting/invoicing example:

- XYZ 60" Monitor, MSRP \$1800.00, SO discount % 10% = SO price \$1620.00
- EHF \$48.00 included in cost of monitor

This allowance affords AVSO suppliers the ability to provide evidence of their participation in the provincially administered EHF programs and at the same time, adhere to AVSO Basis of Payment terms.

Q 2: Part 7, 7.5.4 you state a manufacturer can provide updates on changes in the list of its authorized resellers during the life of the contract. Is this ONLY to remove a reseller from their list, or can they add new ones, or replace existing with a direct replacement (maintain same # of resellers).

A 2: Annex "F", section 2: Manufacturers have the right to remove the authorization of any of its Offerors at any time. The remaining Offerors authorized for the Manufacturer move up the ranking order. No new Offerors can be added to the ranking list. Once removed from the list, the Offeror may not be added back into the ranking list. Notification of the removal of an Offeror must be done in writing and supplied to the AV Standing Offer authority.

Q 3: Annex D, 3.2 Solution of Integrated Product Requirements. Rule is that only the #1 Ranked reseller in a territory for category/sub-category, can adjust pricing for a given product on a product only transaction. But if a client department utilizes this method for procurement of a 'complex' requirement and solicits the opportunity to the marketplace/resellers, are those resellers compelled to use existing agreed upon AVSO prices, OR, in this re-competed situation are ALL resellers open to adjusting pricing for this one competition? OR are the resellers compelled to submit the pricing they contracted for within their AV SO? What is the protocol?

A 3: For "integrated solutions" of AV products clients may solicit multiple SO holders to source and achieve the best overall value solution. All SO holders must quote using SO posted MSRP prices and discount percentages when requested by Identified Users. Only exception is when for a particular manufacturer/equipment sub-category, number one ranked SO holders are permitted to

offer a discount percentage greater than their posted SO discount percentage. SO holders not ranked # 1 are prohibited from offering a discount percentage different from their posted SO discount percentage. The AV SO and its final rankings are the result of an open solicitation. Identified Users requesting a quote for an integrated solution is not a “re-competition situation”, no products are being re-competed, a product mix at SO pricing that will fulfill the Identified Users requirement is simply being requested in quote form. Identified Users may quote hourly SO rates lower than those posted on the SO at any time.

Q 4: Ref: Annex "C" - Hourly Service Labour Rates and (if applicable) List of Resellers.
Due to the large range of allowable products included in the AVSO, is it possible to supply two lists of services of Hourly Service Labour Rates?

A 4: Only one hourly rate per region, per service category is permitted.

Q 5: Within each of **Part 4, 4.1.3 Pricing Basis** and **Part 7, 7.4.1 Basis of Payment** it says “freight charges to the point(s) of delivery.” Does this mean for a call-up we must incur the cost of delivery to multiple delivery destinations if asked to?

A 5: This means that for one call-up, if more than one delivery destination, within the one applicable region, the cost of delivery must be included in the cost of the SO products being ordered. Additional delivery charges are not permitted on the call-up regardless of the quantity of products or destination points.

Q 6: If a SO holder ranked for a mix of products in one region quotes and/or delivers these products into a different region what is the result?

A 6: The rankings of the request for Standing Offer are the result of an openly competitive solicitation awarded by region. If a SO holder is found quoting or supplying SO products or services into a region for which they did not rank, their SO will be set aside.