



## RETURN BIDS TO:

## RETOURNER LES SOUMISSIONS À:

Bid Receiving - PWGSC / Réception des soumissions

- TPSGC

11 Laurier St. / 11 rue Laurier

Place du Portage, Phase III

Core 0B2 / Noyau 0B2

Gatineau

Québec

K1A 0S5

Bid Fax: (819) 997-9776

## Revision to a Request for a Standing Offer

## Révision à une demande d'offre à commandes

Regional Master Standing Offer (RMSO)

Offre à commandes maître régionale (OCMR)

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

Commercial Acquisitions & Fast Track Procurement  
Div/Div des Acquisitions commerciales et achats en  
régime accéléré

11 Laurier St. / 11 rue Laurier

6B3, Place du Portage

Phase III

Gatineau

Québec

K1A 0S5

<b>Title - Sujet</b> Office Suppliers/Fourniture de bure		
<b>Solicitation No. - N° de l'invitation</b> E60PD-16OSFB/B		<b>Date</b> 2016-03-04
<b>Client Reference No. - N° de référence du client</b> E60PD-16OSFB		<b>Amendment No. - N° modif.</b> 007
<b>File No. - N° de dossier</b> pd032.E60PD-16OSFB	<b>CCC No./N° CCC - FMS No./N° VME</b>	
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$\$PD-032-68690		
<b>Date of Original Request for Standing Offer</b> Date de la demande de l'offre à commandes originale		2015-12-21
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2016-03-21</b>		<b>Time Zone</b> <b>Fuseau horaire</b> Eastern Standard Time EST
<b>Address Enquiries to: - Adresser toutes questions à:</b> Swanson, Manon		<b>Buyer Id - Id de l'acheteur</b> pd032
<b>Telephone No. - N° de téléphone</b> (819) 420-2945 ( )		<b>FAX No. - N° de FAX</b> (819) 956-5454
<b>Delivery Required - Livraison exigée</b>		
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b> As per call-up document/tel qu'indiqué sur la commande subséquente		
<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 amendment is raised to provide responses to the questions received from the industry

**Question no 1:**

ACCO has provided a letter to the federal government stating that they are discontinuing certain products on the EFOT. We are aware of many other items that have been discontinued.

Bidders are expected to quote 100% of the products, when the manufacturers themselves are discontinuing their products on the EFOT list. How does Canada want us to deal with items discontinued by the manufacturers?

**Answer no 1:**

A revised EFOT will be available on March 8, 2016

**Question 2:**

In order to fill the gap with unlisted items, bidders will be forced to use third party distribution sources and in some cases these wholesale distribution sources are monopolies. These third party distribution sources can choose to discontinue items even though the items are still available from the manufacturer and they have no accountability to the bidder and PWGSC.

Will Canada hold bidders accountable for items that are not listed and discontinued by third party distributions sources?

**Answer no 2:**

Unless we receive a letter by the manufacturer stating that the items on the EFOT are discontinued, the bidder must provide pricing for all items identified in the EFOT.

**Question 3:** We do not stock all of the items on the EFOT and as many of them are duplicates (in form, function and quality) of what we do stock but are another brand it doesn't make business sense for us to add them to stock. In fact we feel that no bidder lists all the items on the EFOT and it would be prohibitive for bidders to list all 2769 items. As mentioned previously using third party distributors to fill the gap with unlisted skus is also fraught with potential problems. In order to carry sku's that are currently not listed most bidders will be forced to eliminate current inventory to make room for this added selection which would be exclusive for one customer, the Government of Canada. Will Canada consider allowing bidders to not bid of all 2769 items on the EFOT as long as they can maintain a certain percentage of listed items greater than 50%?

**Answer no 3:**

See amendment no 6. Q&A no 1

"To be compliant, the bidder must submit pricing on all SKUs identified in the EFOT and must demonstrate that more than 50% of the items identified in the EFOT are "listed items""

**Question no 4:**

Everything that bidder will submit, does it have to be in both French and English?

**Answer no 4:**

As per the Standard Instructions 2006 (2015-07-03) (Standard Instructions – Request for Standing Offers – Goods or Services – submission of bids 05

"Bid documents and supporting information may be submitted in either English or French". However for bidders that are quoting on a bilingual designated region must provide the Supplementary Items Submission Template in English and French

N° de l'invitation - Solicitation  
E60PD-16OSFB/B  
N° de réf. du client - Client Ref. No.  
E60PD-16OSFB

No.N° de la modif - Amd. No.  
007  
File No. - N° du dossier  
PD032E60PD-16OSFB

Id de l'acheteur - Buyer ID  
PD032  
N° CCC / CCC No./ N° VME - FMS

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**Question no 5:**

The 500 items that the bidder sends, is that to be submitted with our bid?

**Answer no 5:**

Yes. The supplementary items must be submitted with your bid at the bid closing date.  
See Appendix 1 – Instructions for completing the Financial Offer Template and Supplementary Items Submission Template

**Question no 6:**

We are wondering if there is any mention there will be an extension?

**Answer no 6:**

The closing date for this tender will remain March 21<sup>st</sup>, 2016

**A new version of The Electronic Financial Offer Template (EFOT) will be available on Tuesday, March 8, 2016**

**All others terms and conditions remain unchanged**