



**A1. DEPARTMENTAL REPRESENTATIVE
FOR THE SOLICITATION PERIOD**

Terry Foley
Contract Review Officer - AAO
125 Sussex Drive
Ottawa, Ontario
Canada, K1A 0G2

Telephone: 343-203-8288
E-Mail: terry.foley@international.gc.ca

**Best Value (Point Rated)
Request for Proposals (RFP)**

for

Performance of the Work described in
Appendix “A” – Statement of Work of the
draft contract.

A2. TITLE Vienna Chancery Relocation – Real Estate Consultant Services		
A3. SOLICITATION NUMBER ARAK-VIENN-SVC-15126	A4. PROJECT NUMBER B-VIENN-101	A5. DATE June 14, 2016
A6. RFP DOCUMENTS <ol style="list-style-type: none"> 1. Request for Proposals (RFP) title page 2. Submission Requirements and Evaluations (Section “I”) 3. Price Proposal (Section “II”) 4. General Instructions (Section “III”) 5. Statement of Work (Appendix “A” of the Draft Contract) 6. The attached draft Contract <p>In the event of discrepancies, inconsistencies or ambiguities of the wording of these documents, the document that appears first on the above list shall prevail.</p>		
A7. PROPOSAL DELIVERY <p>In order for the proposal to be valid, it must be received no later than July 25th 2016, 2:00 PM (14:00) Eastern Daylight Time (EDT, UTC-04) referred to herein as the “Closing Date”. <u>Only electronic proposals will be accepted; only attachments will be considered, not links to a website or online storage service.</u></p> <p>Email file size cannot exceed 10MB. <u>Electronic proposals</u> must have two (2) separate files attached (PDF preferred), the first attachment must be labelled "Technical Proposal" the second attachment must be labelled "Price Proposal". A third file should be attached, labelled "Listing Agreement". Failure to comply will be grounds for disqualification and proposal will not be evaluated.</p> <p><u>Electronic proposals must be sent only to the following email address:</u> Email: realproperty-contracts@international.gc.ca Solicitation Number: ARAK-VIENN-SVC-15126</p> <p><u>Please note that electronic Proposals must not be copied to any other address or individual.</u> Failure to comply will be grounds for disqualification and proposal will not be evaluated.</p> <p>Please ensure that requests of confirmation of receipt of proposal should be sent to the Departmental Representative named herein.</p>		
A8. PRICE PROPOSAL All the information required in section SR3 must appear on Section “II” - Price Proposal ONLY and attached as an attachment marked “Price Proposal”. Failure to comply will result in the entire proposal being declared non-compliant and rejected from further consideration.		
A9. ENQUIRIES All enquiries or issues concerning this RFP must be submitted in writing to the Departmental Representative no later than five (5) calendar days prior to the Closing Date and Time in order to allow sufficient time to provide a response.		
A10. LANGUAGE Proposals shall be submitted in English or French.		
A11. CONTRACT DOCUMENTS <u>The draft contract which the selected Proponent will be expected to execute</u> is included with this RFP. Proponents are advised to review it in detail and identify any problematic clauses to the Departmental Representative in accordance with A9. - Enquiries. Her Majesty reserves the right not to make any amendment(s) to the Contract Documents.		
A12. PROPONENT SITE VISIT (IF ANY) Not applicable.		

SECTION "I" – SUBMISSION REQUIREMENTS AND EVALUATIONS**SR1 INTRODUCTION**

- 1.1 This section outlines the information Proponents are required to submit. To qualify, Proponents must meet the mandatory requirements set out in SR2.1. Proposals not meeting the Mandatory Requirements will not be given any further consideration. Submissions meeting the Mandatory Requirements shall be evaluated according to the criteria and point rating set out in SR2 – Technical Proposal and SR3 – Price Proposal. Should Her Majesty elect to proceed with a contract, the Proponent with the highest score will be awarded the Contract.
- 1.2 The evaluation will be based solely on the content of the responses and any correctly submitted amendments. No assumptions should be made that Her Majesty has any previous knowledge of the Proponents' qualifications other than that supplied pursuant to this RFP.

SR2 TECHNICAL PROPOSAL (60 POINTS)

Technical Proposals **must not** exceed thirty (30) single-sided pages of 8½ "x 11" paper, minimum type face 10 pts. All material shall be printed on 8.5" x 11" or A4 paper. Material exceeding the thirty (50) page maximum will **NOT** be considered. For the sake of clarity and comparative evaluation, Proponents should respond using the same subject headings and numbering structure in this document.

Proponents must obtain, at minimum, a rating of "adequate" on the criteria set out in SR2.2, SR2.3 and SR2.4. Note that "adequate" ratings are defined below for each evaluation component. Proposals not meeting this requirement will not be given any further consideration.

Mandatory Criteria

- 2.1 The Proponent must demonstrate that it has a current office in Vienna, Austria and must provide proof of the office(s) address(es) in Austria, name of the executive manager with e-mail address and phone number, as well as the number of years in operation in Vienna, Austria.

Point Rated Criteria**2.2 Work Plan (25 points):****Intent:**

Evaluate the Proponent's strategy for delivering the Project. Adequate responses consist of an effective delivery strategy to meet the requirements of the Statement of Work and a clear description of how the team will be effectively managed. For a proposal to receive high marks, it must elaborate on the strategy for delivering the Project and describe how the various components of the Proponent Team relate to each other, assist each other and communicate with each other.

Information that must be submitted:

The response to be provided here can consist of existing material (brochure, corporate profiles, reference letters, etc.). To facilitate evaluation, information must include:

- 2.2.1 the name, role, estimated number of hours/days planned, per individual Proponent Team Members, for each Project ;
- 2.2.2 a project organization chart showing names and titles of all Proponent Team resources named for the Project;

- 2.2.3 a short description of the roles of key stakeholders: Proponent Team, sub-consultants and other specialist and describe how this team will work together to execute the various phases of the Work; and
- 2.2.4 a description of the nature, extent and duration of the links in any partnerships/joint ventures.

Rating:

Significantly exceeds the requirement 22-25	Exceeds the requirement 13-21	Adequate 12	Does not meet the requirement 0-11
--	----------------------------------	----------------	---------------------------------------

2.3 Corporate Experience (20 points)**Intent:**

Evaluate the Proponents recent corporate experience on projects of similar size and scope (to the mandates described in the SOW). Adequate experience consists of **five (5)** projects of the size and scope or an equivalent combination of larger and smaller projects carried out in Europe. Recent is defined as within the **past five (5) years**. For a proposal to obtain higher marks, the Proponent should demonstrate similar experience related to embassies and/or international organizations.

Information to be submitted:

The response to be provided here can consist of existing material (brochures, corporate profiles, reference letters, etc.). To facilitate evaluation, information on specific projects must include:

- 2.3.1.1 title of project(s), location (city, country);
- 2.3.1.2 brief description of project scope, cost and schedule;
- 2.3.1.3 dates of participation in the project; and
- 2.3.1.4 corporate role in the project.

Rating:

Significantly exceeds the requirement 19-20	Exceeds the requirement 13-18	Adequate 12	Does not meet the requirement 0-11
--	----------------------------------	----------------	---------------------------------------

2.4 Experience of Personnel (15 points)**Intent:**

Evaluate the recent experience of the proposed personnel on projects of similar size and scope. Adequate experience consists of **five (5) years** of professional experience in a similar role and completion of **three (3)** projects of the same size and scope or an equivalent combination of larger and smaller projects. Recent is defines as within the **past five (5) years**. For a proposal to obtain higher marks, the Proponent should demonstrate similar experience related to the public sector such as local government, embassies and/or international organizations.

Information that must be submitted:

The response to be provided here can consist of existing material (brochures, corporate profiles, reference letters, etc.). To facilitate evaluation, information on specific projects must include:

- 2.4.1 area(s) of expertise of individuals being proposed (including project manager) who would be involved with the project and the role for which they will be responsible;
- 2.4.2 individuals years of experience;
- 2.4.3 individuals years with the Proponent entity;
- 2.4.4 responsibilities held, by the individuals being proposed, for the projects they have completed; and
- 2.4.5 certification and licensing of personnel, as appropriate;

Rating:

Significantly exceeds the requirement 15	Exceeds the requirement 9-14	Adequate 8	Does not meet the requirement 0-7
---	---------------------------------	---------------	--------------------------------------

SR3 PRICE PROPOSAL (40 POINTS)

3.1 All the information required in section SR3 must be included in a separate attachment entitled Section II – Price Proposal. Failure to comply will result in the proposal being declared non-compliant and rejected from further consideration. Price Proposals will only be opened after the evaluation of the Technical Proposal is completed. If it becomes clear that the Price Proposal Score would not alter the standing of any proposal, that Price Proposal attachment will NOT be opened.

3.2 Price

- 3.2.1 MANDATE # 1** Proponents shall quote an all-inclusive Fixed Price for Mandate #1 on the form attached as Section "II" - Price Proposal. The Fixed Price must include, but not necessarily be limited to, all costs resulting from the performance of the work as described in this RFP, all costs resulting from the performance of the Work described in this RFP, all costs resulting from the performance of any additional Work described in the Proponent's proposal (unless clearly described as an option), all travel, living costs and all overhead costs including disbursements;
- 3.2.2 MANDATE #2** Proponents shall quote for a purchase and a lease an all-inclusive Percentage Price for Mandate #2 on the form attached as Section "II" - Price Proposal. The Percentage Price must include, but not necessarily be limited to, all costs resulting from the performance of the work as described in this RFP, all costs resulting from the performance of the Work described in this RFP, all costs resulting from the performance of any additional Work described in the Proponent's proposal (unless clearly described as an option), all travel, living costs and all overhead costs including disbursements, etc.;
- 3.2.3** Proponents shall estimate the value of the taxes (including VAT as per SR3.3) expected to be payable by Her Majesty as a result of entering into the contract with the Proponent;
- 3.2.4** All payments shall be made according to the terms of payment set out in the attached Contract;
- 3.2.5** Exchange rate fluctuation protection is not offered; and
- 3.2.6** Price proposals not meeting above requirements will be declared non-compliant and not be given any further consideration.

3.3 Taxes & Duties

- 3.3.1** Proponents are to provide full details concerning the applicability, amount and administration of the payment of all taxes (including VAT as described below) and duties (including import duties) payable in respect of the Work, as well as any possible exemption from all or part of same.
- 3.3.2** Her Majesty will pay the VAT specified in the Price Proposal provided:
- 3.3.2.1** that amount is applicable to the Work provided by the Proponent to Her Majesty under the Contract. Her Majesty will not be responsible for the payment of any VAT payable by the Proponent to any third party (including subcontractors);
 - 3.3.2.2** Her Majesty is unable to procure an exemption from VAT in respect of the Work;
 - 3.3.2.3** the Proponent agrees to render every reasonable assistance to Her Majesty in obtaining reimbursement of all VAT paid in respect of the Work from the appropriate Government Agency;
 - 3.3.2.4** the VAT is shown separately on all of the Proponent's invoices and progress claims; and
 - 3.3.2.5** the Proponent agrees to remit to the appropriate Government Agency any amounts of VAT legally required to be remitted by the Contractor pursuant to applicable tax laws.

3.4 Rating

The Price Proposal will be assessed based on a combined rating. The Fixed Price of Mandate #1 and Percentage Price quoted for Mandate # 2 will be rated at 10% and 90% respectively. A blended rate for

Mandate # 2 will be calculated using a ratio of 70/30 of the purchase option and the lease option. The blended Percentage Price of Mandate #2 will be further multiplied by 1,000,000 as shown in the following formula:

$$\text{(Fixed Price of Mandate 1 x 10\%)} + \text{((Mandate 2 of purchase option x 70\%)} + \text{(Mandate 2 of lease option x 30\%)} \text{ x 90\% x 1,000,000) = Combined Derived Price Proposal}$$

The combined derived Price Proposal will be assessed against the other Proponent's price proposal based on the following formula.

The lowest Fixed Price will score (40) points. Price Proposals costing 150% or more of the lowest Price Proposal will score zero (0) points. Other prices will be scored in arithmetic proportion as per the following formula:

$$\text{Score} = 40 - [(\text{Price Proposal} - \text{lowest Price Proposal}) \times 40 / (\text{lowest Price Proposal} \times 0.4)]$$

Example:

(In this example, Proposal 1 is the lowest priced proposal)

Proposal 1 = 100	Score = 40 pts
Proposal 2 = 107	Score = 40 - [(107-100) x 40 / (100 x 0.4)] = 40 - 7 = 33 pts
Proposal 3 = 115	Score = 40 - [(115-100) x 40 / (100 x 0.4)] = 40 - 15 = 25 pts
Proposal 4 = 121	Score = 40 - [(121-100) x 40 / (100 x 0.4)] = 40 - 21 = 19 pts
Proposal 5 = 128	Score = 40 - [(128-100) x 40 / (100 x 0.4)] = 40 - 28 = 12 pts
Proposal 6 = 140	Score = 40 - [(140-100) x 40 / (100 x 0.4)] = 40 - 40 = 0 pts

3.5 Price Breakdown

Her Majesty reserves the right to request a breakdown of the components of the price proposal should it believe that the price is unreasonable. Failure to provide an adequate breakdown, describing the rationale and expectation used to determine the cost of each component of the work, may lead to disqualification.

SECTION "II" – PRICE PROPOSAL

Name of Proponent: _____

Address: _____

Contact Person: _____

Phone number: (____) ____-____ Fax number: (____) ____-____

Email: _____@_____

Price Proposal *(in accordance with SR3.2):*

Mandate #1 _____ EUROS
(amount must not include any value added tax)

Mandate #2 (Purchase Option) _____ %
(amount must not include any value added tax)

Mandate #2 (Lease Option) _____ %
(amount must not include any value added tax)

Signature

Date

Print Name and Capacity

SECTION "III" - GENERAL INSTRUCTIONS

GI1 RESPONSIVENESS

1.1 For a proposal to be considered valid, it must comply with all of the requirements of this RFP identified as mandatory. Mandatory criteria are also expressed by using imperative verbs such as "shall", "must" and "will".

GI2 ENQUIRIES - SOLICITATION STAGE

- 2.1 All enquiries or issues concerning this RFP must be submitted in writing to the Departmental Representative as early as possible within the solicitation period. Enquiries and issues must be received within the timeframe described in A9 to allow sufficient time to provide a response. Enquiries received after that time will not be answered prior to the Closing Date.
- 2.2 To ensure consistency and quality of information provided to Proponents, the Departmental Representative will give notice, in the same manner as this RFP, of any additional information in response to significant enquiries received without revealing the sources of the enquiries.
- 2.3 All enquiries and other communications with government officials throughout the solicitation period shall be directed ONLY to the Departmental Representative named herein. Non-compliance with this condition during the solicitation period will (for that reason alone) result in the disqualification of your proposal.

GI3 PROPONENT'S SUGGESTED IMPROVEMENTS DURING SOLICITATION PERIOD

3.1 Should any Proponent consider that the specifications or Statement of Work contained in this RFP can be improved technically or technologically, the Proponent is invited to make suggestions, in writing, to the Departmental Representative named herein. The Proponent must clearly outline the suggested improvements as well as the reason for the suggestion. Suggestions which do not restrict the level of competition nor favour a particular Proponent will be given consideration provided they are received by the Departmental Representative within the timeframe described in article A9 to allow sufficient time to provide a response. Her Majesty reserves the right to accept or reject any or all suggestions.

GI4 PROPOSAL PREPARATION COST

4.1 The costs, including travel incurred by the Proponent in the preparation of its proposal and/or the negotiation (if applicable) of any resulting contract will be the sole responsibility of the Proponent and will not be reimbursed by Her Majesty.

GI5 PROPOSAL DELIVERY

- 5.1 Proposals and/or amendments thereto, will only be accepted by the Minister if they are received at the address indicated in A7, on or before the Closing Date and Time specified in A7.
- 5.2 Responsibility for proposal delivery: The Proponent has sole responsibility for the timely receipt of a proposal by Her Majesty and cannot transfer this

responsibility to the Government of Canada. Her Majesty will not assume responsibility for proposals that are directed to a location other than the one stipulated in A7.

5.3 Late Proposals: The Minister will return unopened proposals received after the Closing Date and Time specified in A7.

GI6 VALIDITY OF PROPOSAL

6.1 Any proposal must remain open for acceptance for a period of not less than ninety (90) days after the Closing Date.

GI7 RIGHTS OF CANADA

- 7.1 Her Majesty reserves the right:
- 7.1.1 during the evaluation, to submit questions to or conduct interviews with Proponents, at Proponents cost, upon forty eight (48) hours notice, to seek clarification or to verify any or all information provided by the Proponent with respect to this RFP;
- 7.1.2 to reject all proposals received in response to this RFP if it/they fail to meet the objectives of the requirement within the boundaries imposed by Her different stakeholders;
- 7.1.3 to accept any proposal in whole or in part without prior negotiation;
- 7.1.4 to cancel and/or re-issue this RFP at any time;
- 7.1.5 to award one or more contracts, if applicable;
- 7.1.6 to retain all proposals submitted in response to this RFP;
- 7.1.7 not to accept any deviations from the stated terms and conditions;
- 7.1.8 to incorporate all, or any portion of the Statement of Work, Request for Proposals and the successful proposal in any resulting contract; and
- 7.1.9 not to contract at all.

GI8 INCAPACITY TO CONTRACT WITH GOVERNMENT

- 8.1 Canada may reject a proposal where the Proponent, including the Proponent's officers, agents and employees, has been convicted of an offence under the following provisions of the Criminal Code:
- 8.1.1 Section 121, Frauds upon the Government;
- 8.1.2 Section 124, Selling or Purchasing Office; or
- 8.1.3 Section 418, Selling Defective Stores to Her Majesty.
(Subsection 750 (3) of the Criminal Code prohibits anyone who has been so convicted from holding public office, contracting with the government or benefiting from a government contract.)
- 8.2 Where Canada intends to reject a proposal pursuant to a provision of paragraph 8.1, the Departmental Representative will so inform the Proponent and provide the Proponent the ten (10) calendar days within which to make representations, prior to making a final decision on the proposal rejection.

GI9 INCURRING OF COST

9.1 No costs incurred before receipt of a signed Contract or specified written authorization from the Departmental Representative can be charged to any resulting contract. In addition, the Contractor is not

to perform Work in excess of or outside the scope of any resulting contract based on verbal or written requests or instructions from any government personnel other than the Departmental Representative. The Proponent’s attention is drawn to the fact that the Departmental Representative is the only authority which can commit Her Majesty to the expenditure of the funds for this requirement.

GI10 PROPONENTS NOT TO PROMOTE THEIR INTEREST IN THE PROJECT

10.1 Proponents must not make any public comment, respond to questions in a public forum or carry out any activities to publicly promote or advertise their interest in this Project.

GI11 PROPERTY OF HER MAJESTY

11.1 All correspondence, documents and information provided to the Minister by any Proponent in connection with this RFP will become the property of Her Majesty and may be released pursuant to the Canadian Federal Access to Information Act and the Privacy Act.

GI12 RIGHTS OF UNSUCCESSFUL PROPONENTS

12.1 Proponents are reminded that all materials submitted by them in either paper or electronic form, including architectural and engineering design drawings, specifications, photographs, etc. shall, upon opening of the envelope by Canadian officials at the local embassy or in Ottawa, become the property of the Canadian government. In consequence, they will not be returned to the unsuccessful Proponents of this tender competition. The keeping of such information by Canada is necessary to ensure that, in the event of a future internal audit of the tender process, or in the

event of a challenge by one of the unsuccessful Proponents to this tender process, all the documents submitted by competing Proponents are available and not tampered with. Nevertheless, complete copyright in those materials will of course remain with the copyright owners of the materials submitted; Canada assures Proponents that it will at no time use those materials for any commercial purposes without the written consent of the authors.

GI13 PRICE SUPPORT

13.1 In the event that the Proponent's bid is the sole responsive proposal received, the Proponent must provide, on the Minister's request, one or more of the following price support if applicable:

13.1.1 a current published price list indicating the percentage discount available to the Minister;

13.1.2 copies of paid invoices for like services performed for other customers or for like items (same quantity and quality) sold to other customers;

13.1.3 a price breakdown showing the cost of direct labour, direct materials, purchased items, engineering and plant overheads, general and administrative overhead, transportation, etc., profit;

13.1.4 price or rate certification;

13.1.5 any other supporting documentation as requested by the Minister.

GI14 INTERPRETATION

14.1 In this RFP, “Her Majesty”, “the Minister” or “Canada” means Her Majesty the Queen in right of Canada, as represented by the Minister of Foreign Affairs.