



RETURN BIDS TO:

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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

National Individual Standing Offer (NISO)

Offre à commandes individuelle nationale (OCIN)

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

Armoured Vehicles Support/Soutien des véhicules blindés

11 Laurier St./11, rue Laurier

Place du Portage Phase III 6C1

Gatineau

Québec

K1A 0S5

Title - Sujet SO Leo 2 Turret EO		
Solicitation No. - N° de l'invitation W8486-162746/B		Date 2016-06-17
Client Reference No. - N° de référence du client W8486-162746		Amendment No. - N° modif. 007
File No. - N° de dossier 303bl.W8486-162746	CCC No./N° CCC - FMS No./N° VME	
GETS Reference No. - N° de référence de SEAG PW-\$\$BL-303-25657		
Date of Original Request for Standing Offer Date de la demande de l'offre à commandes originale		2016-02-02
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2016-06-30		Time Zone Fuseau horaire Eastern Daylight Saving Time EDT
Address Enquiries to: - Adresser toutes questions à: Ruest(bl div), Luc		Buyer Id - Id de l'acheteur 303bl
Telephone No. - N° de téléphone (873) 469-4777 ()		FAX No. - N° de FAX (819) 956-0648
Delivery Required - Livraison exigée		
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction:		
Security - Sécurité 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

Acknowledgement copy required Accusé de réception requis	Yes - Oui <input type="checkbox"/>	No - Non <input type="checkbox"/>
The Offeror hereby acknowledges this revision to its Offer. Le proposant constate, par la présente, cette révision à son offre.		
Signature	Date	
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)		
For the Minister - Pour le Ministre		

AMENDMENT 007

1. GENERAL CLARIFICATIONS:

1. This amendment 007 is raised to replace the following to the terms and conditions of the RFSO number W8486-162746/B:
 - 1.1.1. Replace Annex A Excel Microsoft worksheets electronically attached TMA007 Workbook.zip.
 - 1.1.2. Revise Part 3 of the RFSO.

2. QUESTIONS AND ANSWERS

Question 1a: We are currently in the process of preparing an official letter to PSPC requesting that certain parts be removed from Annex A and F due to the fact that they have become obsolete (approx. 5 parts).

In accordance with question 2 of amendment 004, Industry understand that we are to provide a copy of a certificate from the OEM, along with a justification/explanation that this is, in fact, the case. However, we are concerned that the OEMs may not be willing and/or able to provide us with this certificate within the required timeline for advising the CA (15 calendar days). Can Canada you please confirm if a certificate is absolutely necessary?

Answer 1a: i) Yes, as per amendment 004, Offeror is to advise the Contracting Authority of products specified in the bid solicitation which are obsoletes from the Original Equipment Manufacturer (OEM) and if no replacement of the OEM part nor equivalent product exists and therefore is unable to provide a proposal for the part.

ii) In order to support the offer submitted on the closing date, a copy of a certificate from the OEM providing justification/explanation that the part number is obsolete and no replacement of the OEM part nor equivalent product exists must be provided with all requests. However, in this particular case, Canada understand the challenge of Industry to meet this requirement and for this reason, Canada is willing to extend the period of the reception of these certificates from all Offerors up to an additional 15 calendar days after the bid closing date. Industry is advised that all supporting documents must be submitted no later than 2016-07-15

iii) Industry is also advised that beside provision of the mentioned certificates, any other supplemental information will not be accepted and will be considered as a bid repair.

Question 1b: Moreover, is a certificate needed in the event that a part has been replaced? Again, this may be difficult to obtain before the actual closing date.

Answer 1b: No, a certificate from the OEM is not necessary for part replaced or substituted. The Offeror is to advise the Contracting Authority of products specified in the bid Solicitation which have been replaced or substituted by an equivalent product. The Offerer must provide Supplementary Provisioning Technical Data for the proposed equivalent product with their offer.

Canada understand concerns/challenges raised by Industry to meet this requirement and for this reason Canada is willing to extend the period of the reception of these certificates from all Offeror up to an additional 15 calendar days after the bid closing date to support their Offer submitted on the closing date. Industry is advice that all supporting documents must be submitted no later than 2016-07-15.

Question 2: As per paragraph 2.3 of the above-referenced solicitation, industry requests a response to the following enquiry:

In order to submit a bid that is fully compliant with article 3.3 of the tender document, industry must provide a price for every line item of the Microsoft Excel Workbook (TMA 005). As well, the financial merit will be established by taking the sum of the Offeror's total average price per price break for columns K to M.

For example, and for the purposes of this enquiry, reference is hereby made to part line item # 5.

Industry would like to confirm that the unit price for any part line items having quantities below the minimum order quantity shall not be less than the unit price of the column which reflects the minimum amount of parts that may be 'called-up' (see scenario #1 below)?

Scenario #1

A	J	K	L	M	N
ITEM Numb	Minimum Order Qty	QTY (1-5)	QTY (6-10)	QTY >10	Average Price / Price Break
005	11	\$10.00	\$ 10.00	\$10.00	\$ 10.00

Otherwise, Industry is of the view that any parts not meeting the minimum order quantity could, theoretically, be priced exceptionally low and result in a significantly lower average price per price break (see scenario #2 below).

Scenario #2

A	J	K	L	M	N
ITEM Numb	Minimum Order Qty	QTY {1-5}	QTY {6-10}	QTY >10	Average Price / Price Break
005	11	\$0.01	\$0.01	\$10.00	\$3.34

Industry views that this would result in an unfair assessment of the tender response and therefore should not be permitted.

Answer 2: Canada has revised the formulas in the Annex A excel workbook. The workbook Average Price/Price Break (Col N) and the Average DLT (Col R) will only average columns (K, L, M) and (O, P, Q) respectively for quantities meeting the Minimum Order QTY (Col J).

3. TERMS AND CONDITIONS:

3.1. PART 3 - OFFER PREPARATION INSTRUCTIONS

Delete: 3.2 Section I: Technical Offer in its entirety:

Insert: 3.2 Section I: Technical Offer as follows:

3.2 Section I: Technical Offer

Offerors must provide the information requested for the Initial Offer Period and all Option Years for all line items [meeting the Minimum Order Quantity \(COL J\)](#) identified in Annex A – Requirement – Parts Item List as part of their technical bid. The information to be provided by Offerors is as follows:

- 1) TABS : Year 1 to Year 3 and Option Year 1 to Option Year 3 - Minimum Order Quantity (COL J):
For each line item, the minimum amount of items the Offeror will accept per call-up; and
- 2) TABS: Year 1 to Year 3 and Option Year 1 to Option Year 3 - Delivery Lead Time (COL O, P and Q): The firm delivery lead time in calendar days that the Offeror requires to have the items ready for shipment and loaded onto the carrier designated by the Department of National Defence.

Delete: 3.3 Section II: Financial Offer in its entirety:

Insert: 3.3 Section II: Financial Offer as follows:

3.3 Section II: Financial Offer

Offerors must provide their financial offer in accordance with Annex A – Requirement – Parts Item List. The financial offer must include all costs for all line items [meeting the Minimum Order Quantity \(COL J\)](#) identified in Annex A for the entire Initial Offer Period, including Option Years. The Offeror must provide the following information as part of its financial offer:

- 1) TABS: Year 1 to Year 3 and Option Year 1 to Option Year 3 - Price / Price Breakdown (COL K, L and M) of Annex A: The Offeror must provide firm unit prices for each price break for all line items [meeting the Minimum Order Quantity \(COL J\)](#) for the entire Standing Offer Period, including Option Years, from which Canada will determine the Average Price / Price Breakdown (COL N). ; and
- 2) TABS: Year 1 to Year 3 and Option Year 1 to Option Year 3 - Volume Discount, Percent (%) (COL B) of Annex A: The Offeror must provide a Volume Discount percentage rate for each of the total aggregate values identified in Tab – Volume Discount of Annex A. Failure to provide such information as specified will result in the offer being declared non-responsive.

ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED