



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

SOLICITATION AMENDMENT MODIFICATION DE L'INVITATION

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

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

Comments - Commentaires

Vendor/Firm Name and Address
Raison sociale et adresse du
fournisseur/de l'entrepreneur

Issuing Office - Bureau de distribution
Industrial Vehicles & Machinery Products Division
11 Laurier St./11, rue Laurier
7B1, Place du Portage, Phase III
Gatineau
Québec
K1A 0S5

Title - Sujet NMSO - Snowmobiles	
Solicitation No. - N° de l'invitation E60HS-16SNOW/A	Amendment No. - N° modif. 001
Client Reference No. - N° de référence du client E60HS-16SNOW	Date 2016-07-20
GETS Reference No. - N° de référence de SEAG PW-\$SHS-610-71264	
File No. - N° de dossier hs610.E60HS-16SNOW	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2016-08-10	
Time Zone Fuseau horaire Eastern Daylight Saving Time EDT	
F.O.B. - F.A.B. Plant-Usine: <input type="checkbox"/> Destination: <input checked="" type="checkbox"/> Other-Autre: <input type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: Reynolds, Kevin	Buyer Id - Id de l'acheteur hs610
Telephone No. - N° de téléphone (873) 469-3390 ()	FAX No. - N° de FAX () -
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction:	

Instructions: See Herein

Instructions: Voir aux présentes

Delivery Required - Livraison exigée	Delivery Offered - Livraison proposée
Vendor/Firm Name and Address Raison sociale et adresse du fournisseur/de l'entrepreneur	
Telephone No. - N° de téléphone Facsimile No. - N° de télécopieur	
Name and title of person authorized to sign on behalf of Vendor/Firm (type or print) Nom et titre de la personne autorisée à signer au nom du fournisseur/ de l'entrepreneur (taper ou écrire en caractères d'imprimerie)	
Signature	Date

This amendment is raised to delete Part 5 – Questions to Industry and Insert the revised version below.

Part 5 – Questions to Industry

Question 1

Do you anticipate any issues regarding compliance to any of the Terms and Conditions of the Request for Standing Offer (RFSO)?

Answer 1

Yes: _____

No: _____

If yes, please provide additional information related to the issues.

Question 2

Canada's proposed pricing strategy is to request one firm price per model across Canada for the period of the standing offer. What pricing strategy would you recommend in order for Canada to obtain the best prices?

Answer 2

1. Status Quo
2. Prices per province
3. Prices per region
4. Other

If you stated prices per region, please identify the regions: _____

Please provide rational for the selected option including the advantages and disadvantages of your selection

Question 3

Currently Canada issues a one (1) year Standing Offers. Should a multiyear Standing Offer be considered, what duration would you recommend?

Answer 3

1. One year (no option)
2. Two years (including an option period)
3. Three years (including the option periods)
4. Others

Please provide rational for the selected option including the advantages and disadvantages of your selection

Question 4

What pricing strategy would you recommend for the extended period?

- Option 1: firm prices for the initial and extended period;
Option 2: Percentage of increase of the firm prices for the initial and extended period;
Option 3: firm discount for the initial and extended period with the possibility to update the retail price on an annual basis;
Option 4: Others

Answer 4

Please rank the proposed options with 1 being the preferred one.

Option 1: _____

Option 2: _____

Option 3: _____

Option 4: _____

Question 5

The standing offer may be used to order large quantities of Snowmobiles and Canada would like to benefit from these orders by securing better prices or discounts. What would be the best pricing strategy that would enable Canada to obtain better prices or discount for large quantities orders?

Answer 5

Please provide comments on our proposed strategy, including the most advantageous price ranges, or your proposed strategy along with relevant information.

Question 6

Canada is considering a one-on-one consultation after the closing date of the RFI in order to exchange and clarify any points with industry before the publication of the formal RFSO. The one-on-one consultations would be held with interested suppliers.

Answer 6

Please indicate if you would be interested in a one-on-one consultations.

Interested: _____

Not Interested: _____

Question 7

The Government of Canada (GC) is currently working with the provincial and territorial levels of

government, including Municipal, Academic Institutions, Schools and Hospitals sector (MASH) to provide them with access to GC procurement instruments.

Do you anticipate any concerns or issues if Canadian provinces or territories (including Municipal, Academic Institutions, Schools and Hospitals sector) were allowed to use the standing offers.

Answer 7

Yes: _____

No: _____

If yes, please provide additional information related to your concerns and /or issues.

Question 8

As mentioned in Part 1, paragraph 1.3 of the draft Request for Standing Offer, Canada may choose to make use of an electronic procurement solution or other electronic tools to manage the Standing Offer and associated ordering processes.

Question 8a

Do you currently have electronic procurement tools or solutions with other clients for order processing?

Answer 8a

Yes: _____

No: _____

Question 8b

Will the requirement to migrate to an electronic procurement tool or solution impose any challenges?

Answer 8b

Yes: _____

No: _____

If yes, please identify the challenges and propose ways to manage or offset these challenges.

Question 8c

Will the use of credit cards for payment of invoices up to \$10 000 impose any challenges?

Answer 8c

Yes: _____

No: _____

If yes, please identify the challenges and propose ways to manage or offset these challenges.

Question 8d

Are you already supplying online or electronic catalogues to other clients?

Answer 8d

Yes: _____

No: _____

Question 8e

If the answer to question 6d is no, will the requirement to provide online or electronic catalogues impose any challenges?

Answer 8e

Yes: _____

No: _____

If yes, please identify the challenges and propose ways to manage or offset these challenges.

Question 8f

Currently Canada agrees to provide the Offeror with no less than three months notice to allow for the migration to any electronic procurement solution. How much time would be require for Industry to migrate to an electronic procurement solution? And if more than three months, what would be the challenges?

Answer 8f

Question 9

As mentioned in Part 6A, paragraph 6.3.2 Standing Offer Reporting, Offerors will need to compile and maintain records, on the provision of goods under contracts resulting from the Standing Offer. This will require offerors to include in the reports the usage by the provincial and territorial levels of government.

This also means identifying in your reports to which government (federal, provincial or territory) and department/ministry the sale was made.

Question 9a

Does the reporting requirement impose any challenges?

Answer 9a

Yes: _____

No: _____

If yes, please identify the challenges and propose ways to manage or offset these challenges.

Question 9b

Does the identification, on the report, to which government (federal, provincial or territory) and department/ministry the sale was made impose any challenges?

Answer 9b

Yes: _____

No: _____

If yes, please identify the challenges and propose ways to manage or offset these challenges.

Question 10

The RFSO Annex "A" requests pricing Delivered Duty Paid (DDP) to destinations within a radius of 150km of the City Centers, would the radius better serve as follows:

Radius of 100km of the City Center: _____

Remain Radius of 150km of the City Center: _____

Radius of 200km of the City Center: _____

What Basis of Payment would better serve deliveries outside of the present 150 km radius?

Question 11

The RFSO Annex "B" – List of Factory Certified Warranty Providers (FCWP) indicates all offerors must have an FCWP within 150 km of all twenty-seven (27) City Centers listed. Do you anticipate any issues conforming to the list of City Centers?

Yes: _____

No: _____

If yes, please provide additional information related to the issues.

Please provide any additional comments, remarks or suggestions