



RETURN BIDS TO:

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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 Master Standing Offer (NMSO)

Offre à commandes principale et nationale (OCPN)

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

Defence Communications Division. (QD)

11 Laurier St./11, rue Laurier

Place du Portage, Phase III, 8C2

Gatineau, Québec K1A 0S5

Title - Sujet NMSO - MOTOROLA RADIOS, ACCES/ANCIL		
Solicitation No. - N° de l'invitation E60QD-170795/A		Date 2016-08-11
Client Reference No. - N° de référence du client 20170795		Amendment No. - N° modif. 004
File No. - N° de dossier 035qd.E60QD-170795	CCC No./N° CCC - FMS No./N° VME	
GETS Reference No. - N° de référence de SEAG PW-\$\$QD-035-25903		
Date of Original Request for Standing Offer Date de la demande de l'offre à commandes originale		2016-07-11
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2016-08-22		Time Zone Fuseau horaire Eastern Daylight Saving Time EDT
Address Enquiries to: - Adresser toutes questions à: Weronski, Radek		Buyer Id - Id de l'acheteur 035qd
Telephone No. - N° de téléphone (819) 420-1774 ()	FAX No. - N° de FAX () -	
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		

A. Questions from potential Bidders:

- Q1. In Part 4 - Evaluation procedures and basis of selection section 1E indicates (in red) transportation and shipping to be included. Is that shipping to our offices or to your addresses? Because if it is shipping to your different addresses how can we include the price if every order can be of a different size and destination.

The price of the offer will be evaluated in CAD dollars, DDP Incoterms 2010 and excise taxes included, **transportation and shipping charges included** and the Goods and Services Tax or the Harmonized Sales Tax excluded, if applicable.

Also if you look a Part 6, 6.3, Shipping instructions, its seems that you will be paying the shipping because you ask that it be shipped the most cost effective way.

The Contractor must ship the goods prepaid DDP - Delivered Duty Paid (Destination specified in the call-up against the Standing Offer). Unless otherwise directed, **delivery must be made by the most economical means.**

- A1. Shipping destinations will be within Canada, depending on which Department (Identified User) is making a purchase under the NMSO. Initially, the only Identified User is DFATD (Global Affairs), and their shipping location is in Ottawa, ON for all of their call-ups. Shipping costs are to be included in the prices provided by the bidders as per Part 4 of the RFSO and Resulting Contract Clauses, clause 4.
- Q2. Part 5 Certifications. If we understand correctly part 5 certifications, 1.1 must be included at the time of initial submission and 2 is not but are 2.1 and 2.2 also required at the time of submission?
- A2. *2.1 and 2.2 are under section 2. Certifications Precedent to Issuance of a Standing Offer, therefore they are required prior to issuance of a Standing Offer.*
- Q3. Will you be making the changes to correct the product anomalies?
- A3. *Yes, please see part B. Amendment of this document.*
- Q4. With regard to 2.2, what is considered a joint venture. Ex. We as the supplier of Motorola products and Motorola who supply us the products, would this be considered a joint venture and if not, do you still require the form referred to in this point?
- A4. *The example provided is not a joint venture.*
- Q5. Given timing the solicitation has come out at a time when many people are on vacation including suppliers and seeing as how many changes seem to have to be made to the solicitation can you extend the closing date to September?
- A5. The solicitation closing date is being extended until August 22, 2016.

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- Q6. For Annex A, CLIN 3 XPR 8400 (450-512Mhz), in all likelihood, this item will be canceled in the short to medium term meaning during the initial 3 year term of the SOC, in this case will you simply start to order the SLR5700 in its place?
- A6. [Canada will order SLIN 6 \(MTR-3000\) if the XPR 8400 \(450-512Mhz\) is no longer available.](#)
- Q7. For CLIN 22, SLIN 16 and 17 you refer to note 2, if you give a make, model and year and would like a specific antenna for that vehicle, it will no longer be a universal antenna but a custom one and the frequency range will have to be much closer that for the universal antenna, so therefore each custom antenna price will vary with the required vehicle, so are they universal or custom and if custom will you change the requirement?
- Can you clarify SLIN 16 and SLIN 17? Is it Universal Mount that is needed or an antenna? More clarification on these lines to make sure the correct piece is provided.
- A7. [An example of a universal antenna is the STI-CO Flexi-whip.](#)
- Q8. For CLIN 23, SLIN 10 to 13, regarding NOTE 2, please specify the exact kits you require for each top and side mount, there are different configurations including spacing accessories for side mounts, masts of different heights and tripods of different sizes for the top mounts and top mount and side mount will not be the same cost therefore a SLIN for each is required.
- A8. [Please see part B. Amendment of this document.](#)
- Q9. Can you confirm the included battery model that is needed for the XPR7550 and XPR7350 radio (CLIN 15-20)?
- A9. [Please see part B. Amendment of this document.](#)
- Q10. Can you correct SLIN 9 from PMLN70083 to PMLN7008 (the proper part number)?
- A10. [Yes, please see part B. Amendment of this document.](#)
- Q11. Can you correct SLIN 10 from PMLN55844 to PMLN5844 (the correct part number)?
- A11. [Yes, please see part B. Amendment of this document.](#)
- Q12. In Annex A Statement of Requirements, CLIN 1 - 8. For these specified radio repeaters, will dynamic analog and digital call-switching be required and must the repeaters come equipped with this feature?
- A12. [Yes.](#)
- Q13 In Annex A Statement of Requirements there appear to be duplicated part numbers as follows:
- a) Part # PMKN4010B is listed in CLIN 22-SLIN 31 and CLIN 23-SLIN 3.
 - b) Part # PMLE4476 is listed in CLIN 23-SLIN 1 and CLIN 23-SLIN 4
 - c) Part # RKN4152 is listed in CLIN 23-SLIN 2 and CLIN 23 SLIN 5

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d) Part # WPLN4243 is listed in CLIN 21-SLIN 12 and CLIN 24-SLIN 12

Would it be acceptable if the duplicates are omitted in responses to Annex B and Annex E?

A13. a) Yes, it is the same programming cable

b) Is it the same wall mount for the two model repeaters, SLIN 1 is XPR8400 and SLIN 4 is MTR3000

c) Yes, if it is the same battery back-up cable

d) Yes, it is the same charger

Please do not omit any responses to mandatory criteria.

Q14. In Annex A - Statement of Requirement, there are some model numbers with discrepancies as follows:

a. CLIN 21, SLIN 8: Request is for a PMNN4048 – Li-Ion 2700 mAH High Capacity Battery. The current model number is PMNN4448AR Li-Ion High Capacity Battery (2800 mAH).

b. CLIN 21, SLIN 9: Request is for PMLN70083 – Spring Action Belt Clip. The current model number is PMLN7008A – Belt Clip (2.5 Inch)

c. CLIN 21, SLIN 10: Request is for PMLN55844 – Nylon carry case with fixed belt loop for radio with display. The current model number is PMLN5844A

d. CLIN 22, SLIN 2: Request is for a PLN6077 – Low Profile Trunnion Kit. The current model number is RLN6077

e. CLIN 24, SLIN 12: Request is for a WPLN42433 – Single Unit Charger. The current model number is WPLN4243A.

Will these model numbers which are equivalent be accepted?

A14. Please see part B. Amendment of this document.

Q15. You must have 2 lines for each UHF or VHF because the 110V and the 220 volt are not the same price. Regarding note 3 for CLIN 1-8 and 15-20 220 and 110 volt plugs the price is different for the 110 and the 220 therefore a 2 SLIN's should appear as 1 for 110 and another for 220. Please take note that the same thing is required in CLIN 24 XPR6550 accessories.

A15. In the past Canada was not charged different prices for different power cords.

B. Amendment to RFSO:

1. The solicitation closing date is being extended until August 22 2016.

2. In Annex A, B, D and E:

a. DELETE SLINs 10 to 14 and REPLACE with the following SLINs:

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- SLIN 10 Part No.: Generic - VHF (138 – 174 MHz) Expose Dipole Antenna - Omni-directional pattern with 5.0-5.5 db gain with Type N Male RF connector and top mounting kit
- SLIN 11 Part No.: Generic - VHF (138 – 174 MHz) Expose Dipole Antenna - Omni-directional pattern with 5.0-5.5 db gain with Type N Male RF connector and side mounting kit
- SLIN 12 Part No.: Generic - VHF (138 – 174 MHz) Expose Dipole Antenna - Omni-directional pattern with 8.0-8.5 db gain with Type N Male RF connector and top mounting kit
- SLIN 13 Part No.: Generic - VHF (138 – 174 MHz) Expose Dipole Antenna - Omni-directional pattern with 8.0-8.5 db gain with Type N Male RF connector and side mounting kit
- SLIN 14 Part No.: Generic - UHF (406 – 512 MHz) Expose Dipole Antenna – Omni-Directional pattern with 5.0-5.5 db gain with Type N Male RF connector and Top mounting kit
- SLIN 15 Part No.: Generic - UHF (406 – 512 MHz) Expose Dipole Antenna – Omni-Directional pattern with 5.0-5.5 db gain with Type N Male RF connector and side mounting kit
- SLIN 16 Part No.: Generic - UHF (406 – 512 MHz) Expose Dipole Antenna – Omni Directional pattern with 8.0-8.5 db gain with Type N Male RF connector and top mounting kit
- SLIN 17 Part No.: Generic - UHF (406 – 512 MHz) Expose Dipole Antenna – Omni-Directional pattern with 8.0-8.5 db gain with Type N Male RF connector and side mounting kit

- b. DELETE AND REPLACE CLIN 21, SLIN 9 with: [PMLN7008A – Belt Clip \(2.5 Inch\)](#)
- c. DELETE AND REPLACE CLIN 21, SLIN 10 with: [PMLN5844A](#)
- d. DELETE AND REPLACE CLIN 22, SLIN 2 with: [RLN6077](#)
- e. DELETE AND REPLACE CLIN 24, SLIN 12 with: [WPLN4243A](#)

- 3. In the French version of the RFSO, in Annex A, B, D and E, under NIC 13, REPLACE 4350 with [5350](#):