



A1. DEPARTMENTAL REPRESENTATIVE

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**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 Cairo, Egypt - Property Brokerage Services		
A3. SOLICITATION NUMBER ARA-SVCS-CAIRO-16016	A4. PROJECT NUMBER N/A	A5. DATE March 3, 2017
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”) 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 14:00hrs on April 12, 2017 (local time Ottawa, ON) 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>Electronic proposals must be sent only to the following email address: Email: realproperty-contracts@international.gc.ca Solicitation Number: ARA-SVC-CAIRO-16016</p> <p>Please note that electronic Proposals must not be copied to any other address or individual. 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 <p>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.</p>		
A9. ENQUIRIES <p>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.</p>		
A10. LANGUAGE <p>Proposals shall be submitted in English or French.</p>		
A11. CONTRACT DOCUMENTS <p><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.</p>		
A12. PROPONENT SITE VISIT (IF ANY) <p>A mandatory site visit will be held at 26, Kamel El Shenawy Street on March 15, 2017, commencing at 10:00 am local Cairo time. Please Note: No photos are to be taken. Proponents are requested to confirm their attendance with the Embassy contact: André Marquis; Email: André.marquis@international.gc.ca at least three (3) calendar days prior to the site visit.</p>		

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 the RFP. 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

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 (30) page maximum will **NOT** be considered. Brochures, resumes, reference letters etc. will be considered as part of the maximum page count. 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 SR2.3, SR2.4 and SR2.5. 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 have a permanent office in Cairo, Egypt.
- 2.2 The Proponent must have provided realtor services within Cairo, Egypt for at least the past five (5) years from the bid closing date of this RFP (A7) and have completed a minimum of ten (10) property transactions in this area during this time.

Point Rated Criteria (70 POINTS)**2.3 Corporate Experience (30 points)****Intent:**

Evaluate the Proponent's recent corporate experience. Adequate experience consists of a minimum of ten (10) property transactions of similar size and scope within the last five (5) years (from RFP bid closing date) for which the Proponent has been the selling agent.

To achieve a score above adequate, Proponents should demonstrate experience more closely related to the sale of commercial offices for diplomatic missions and/or transactions above the minimum ten (10), etc.

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:

- 2.3.1 total dollar value of completed comparable sales transactions in 2016;
- 2.3.2 total number of completed comparable transactions in 2016;
- 2.3.3 total dollar value of completed comparable sales transactions in 2015;

- 2.3.4 total number of completed comparable transactions in 2015
- 2.3.5 A description of the Proponent's history/background including number of years in operation, number of offices/staff, area(s) of expertise;
- 2.3.6 For each transaction, the Proponent must indicate;
- 2.3.6.1 title of property(s), location (city, country);
- 2.3.6.2 brief description of transaction scope including client, list/selling price and schedule;
- 2.3.6.3 type of property(s);
- 2.3.6.4 date of transaction; and
- 2.3.6.5 corporate role in transaction.

Rating:

Significantly exceeds the requirement 26-30	Exceeds the requirement 16-25	Adequate 15	Does not meet the requirement 0-14
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2.4 Experience of Personnel (25 points)**Intent:**

Evaluate the recent experience of the proposed team members. Adequate combined experience of the team members consists of ten (10) property transactions of similar size and scope within the past five (5) years (from RFP bid closing date).

To receive a score above adequate, Proponents should demonstrate that the proposed resource(s) have experience with the sale of commercial offices for diplomatic missions within the past five (5) years and/or demonstrate transactions above the minimum ten (10).

Information that MUST be submitted:

2.4.1 Names of Proponent team members assigned to this project, their years of real estate experience, area(s) of specialization, details of any qualifications, including membership of professional bodies.

2.4.2 For each transactions, the Proponent **must** include:

- 2.4.2.1 title of transaction(s), location (city, country);
- 2.4.2.2 brief description of transaction scope including client, type of property(s), list/selling price and schedule;
- 2.4.2.3 date of transaction and proposed resource's role in transaction.

Rating:

Significantly exceeds the requirement 23-25	Exceeds the requirement 14-22	Adequate 13	Does not meet the requirement 0-12
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2.5 Marketing Plan (15 points)**Intent:**

Evaluate the Proponent’s strategy for delivering the Project. Adequate response consists of a thorough review of the market for the specific neighbourhood as well as an effective means of establishing a marketing strategy. For a proposal to receive higher marks, it should elaborate on these strategies and describe in detail various components that could affect the transaction.

Information that MUST be submitted:

2.5.1 Type(s) of marketing the Proponent proposes to use to promote the property for sale, including proposed target buyer(s)/market;

2.5.2 A market valuation of the subject property(s) including:

- A written opinion with justification of the property listing price;
- Anticipated final sale price of the property being sold by Canada;
- Factors that were taken into account to determine the list and anticipated sale price; and
- A description of the Proponent’s access to information which would assist in the sale of the property and the sources of data available.

Rating:

Significantly exceeds the requirement 13-15	Exceeds the requirement 9-12	Adequate 8	Does not meet the requirement 0-7
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***Note to Proponents:** Proponents should provide one (1) copy of the Proponent’s standard listing agreement (exclusive and non-exclusive) as a separate attachment (the Listing Agreement must not form part of the Technical Proposal or Price Proposal). Details of the agreement should include the proposed listing period, notice period(s) for termination, etc. Also note, the Draft Contract which the selected Proponent will be expected to execute is included with this RFP. The Government of Canada requires that the Contractor market this property in an open and transparent manner that facilitates public access to the process. Her Majesty reserves the right to modify the Listing Agreement and should negotiations fail, if any, Her Majesty reserves the right not to contract at all.

SR3 PRICE PROPOSAL (30 POINTS)

3.1 All the information required in section SR3 must appear on Section “II” - Price Proposal ONLY and submitted as a separate attachment in the email marked “Price Proposal”. No details of the Price Proposal or Listing Agreement shall appear in the Technical 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 Fixed Percentage Price

Proponents shall quote an all-inclusive Fixed Percentage Price on the form attached as Section “II” - Price Proposal. The fixed percentage price must include, but not necessarily be limited to, all marketing expenses, all costs resulting from the performance of the work as 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, marketing costs and duties (including import duties) and taxes other than the Proponent’s Output VAT payable on the Fixed Percentage price.

Proponents must comply with the following:

- 3.2.1** In addition to the fixed percentage price, Proponents must provide a detailed summary of the applicability, amount and administration of the payment of all taxes (including VAT as per PP3 – although not included in the fixed percentage price) and duties (including import duties) payable in respect of the work as a result of entering into a contract with the Proponent, as well as any possible exemption from all or part of same;
- 3.2.2** All payments shall be made according to the terms of payment set out in the attached contract;
- 3.2.3** Exchange rate fluctuation protection is not offered; and
- 3.2.4** Price proposals not meeting above requirements will be declared non-compliant and not be given any further consideration.

3.3 Rating

The lowest fixed percentage price proposal will score thirty (30) points. Other prices will be scored in arithmetic proportion as per the following formula:

$$\text{Score} = (\text{Lowest Fixed Percentage Price Proposal} / \text{Fixed Percentage Price Proposal}) \times 30$$

Example:

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

Proposal 1 = 100	Score = 30 pts
Proposal 2 = 110	Score = $(100 / 110) \times 30 = 27.3$ pts
Proposal 3 = 125	Score = $(100 / 125) \times 30 = 24$ pts
Proposal 4 = 145	Score = $(100 / 145) \times 30 = 20.7$ pts
Proposal 5 = 150	Score = 0 pts
Proposal 6 = 175	Score = 0 pts

3.4 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: _____@_____

Fixed Percentage Price Proposal
(in accordance with SR3.2): _____ %
(state amount in words)

All amounts are in EGP

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.