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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 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**

Electrical & Electronics Products Division  
11 Laurier St./11, rue Laurier  
7B3, Place du Portage, Phase III  
Gatineau, Québec K1A 0S5

<b>Title - Sujet</b> LED Lanterns	
<b>Solicitation No. - N° de l'invitation</b> F7047-160038/A	<b>Date</b> 2017-04-24
<b>Client Reference No. - N° de référence du client</b> F7047-160038	<b>Amendment No. - N° modif.</b> 004
<b>File No. - N° de dossier</b> hn329.F7047-160038	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$\$HN-329-72683	
<b>Date of Original Request for Standing Offer</b> Date de la demande de l'offre à commandes originale 2017-03-14	
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2017-05-26</b>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Dumaresq, Steve	<b>Buyer Id - Id de l'acheteur</b> hn329
<b>Telephone No. - N° de téléphone</b> (819) 420-0341 ( )	<b>FAX No. - N° de FAX</b> (819) 953-4944
<b>Delivery Required - Livraison exigée</b>	
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>	
<b>Security - Sécurité</b> 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

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

Solicitation No. - N° de l'invitation  
F7047-160038/A  
Client Ref. No. - N° de réf. du client  
F7047-160038/A

Amd. No. - N° de la modif.  
004  
File No. - N° du dossier

Buyer ID - Id de l'acheteur  
hn329  
CCC No./N° CCC - FMS No/ N° VME

**This Amendment 004 is raised for the following:**

Answers to bidder questions attached.

# Questions and answers on the bid solicitation *F7047-160038/A* for self-contained omnidirectional LED lanterns

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## Change log

Revision	Update
2	Answer 1 <ul style="list-style-type: none"><li>• Modification to: Part 3 Offer Preparation Instructions</li></ul>
4b	Answers 2 <ul style="list-style-type: none"><li>• Explanation</li><li>• Addition of section 3.4.4.10 of performance specification</li><li>• Addition of line in table 4 of performance specification</li><li>• Addition of a line in the evaluation framework</li></ul> Answer 3 <ul style="list-style-type: none"><li>• Explanation</li></ul> Answer 4 <ul style="list-style-type: none"><li>• Explanation</li></ul>
5	Answer 5 <ul style="list-style-type: none"><li>• Explanation</li><li>• Modification of section 3.3.1.2.1</li><li>• Modification of section 3.3.1.2.2</li></ul> Answer 6 <ul style="list-style-type: none"><li>• Explanation</li><li>• Modification to statement of work (annex A1) section 2.2</li></ul> Answer 7 <ul style="list-style-type: none"><li>• Cross reference to Answer 6</li></ul> Answer 8 <ul style="list-style-type: none"><li>• Cross reference to Answer 2</li></ul>
6	Answer 9 <ul style="list-style-type: none"><li>• Deletion of section 3.1.4.5 of the performance specification (Annex A1)</li><li>• Deletion of line 3.1.4.5 of table 4 of section 5 of the performance specification (Annex A1)</li><li>• Deletion of line 3.1.4.5 of the evaluation framework (Annex B)</li><li>• Adjustment of the total of available marks are adjusted</li></ul> Answer 10 <ul style="list-style-type: none"><li>• Modification to Table 4 of section 5 of the performance specification (Annex A2)</li></ul> Answer 11 <ul style="list-style-type: none"><li>• Modification to line 3.4.4.5 of the of evaluation framework (Annex B)</li></ul> Answer 12 <ul style="list-style-type: none"><li>• Modification to lines 3.4.2.1.1 and 4.2.1.2, of the of evaluation framework (Annex B)</li></ul>

## Question 1

Is it critical to have the type A and Type B tenders submitted as two, completely separate bids? For example only, for the 1.5nm tender, could one submit a single tender that complies with both type A and type B or would it be mandatory to submit 1 x tender for the type A and 1 x for the type B separately?

**Answer 1**            Refer to RFSO Amendment 001

## Question 2

Regarding Annex B requirement, 3.4.4.8 The lantern shall be capable of being manually or automatically turned off without disassembling the housing or uninstalling the unit.

What exactly does “automatic” refer to? Is this to be based on a date and time for seasonal applications or?

## Answer 2

The sentence in second paragraph of question 2 seems to end abruptly. The answer below is provided with the assumption that the sentence could be complete by: “... or is it based on some other interpretation?” If this assumption is incorrect, the offeror is invited to reframe the question.

The intent of *automatic* in section 3.4.4.8 is two-fold. It is used in the context of

1. changing the state of a switch, and
2. a calendar function.

This dual use of the term in a single section may have caused confusion.

**To clarify:** in section 3.4.4.8 *automatic* is used in the context of changing a switch’s state without direct operator contact. As the second note below 3.4.4.8 suggests, a temporary magnetic field or other means of *dry contact* would be considered automatic. Not having to open or remove some type cover to access and manually toggle a switch is considered automatic.

To remove confusion with *automatic* and the provision of a calendar function a new section, section 3.4.4.10, and a new line in *table 4: Mandatory requirement*, are added to the performance specification (Annex B).

### Section 3—Performance specification

3.4.4.10    Lanterns shall have a calendar function that is user configurable.

With the addition of section 3.4.4.10, is the addition of a line in table 4 of section 5 of performance specification.

## Section 5—Summary of requirements

Table 4: Mandatory requirements

	Ref	Item Description	Requirement or Value	Proof of Compliance	Comments
M	3.4.4.10	User configurable calendar function	Provided	State	

A new line is also added to a table in the section Verification cross-reference of the evaluation framework.

### Verification cross-reference

Compliance Code	Spec Ref	Item Description	Requirement or Value	Proof of Compliance	Compliant (Y/N)	Bidder's Proposal Reference / Comments
M	3.4.4.10	User configurable calendar function	Provided	State		

### Question 3

In the points scoring matrix (evaluation matrix) the first potential point of 2.1.4, in Corporate Experience, it states “1) For every category of lantern developed = 1 pt.”.

Do the categories refer to (for example) 1.5 nm being a single category, or the 1.5 type A and B constituting 2 categories? Basically, what comprises a category? I am assuming that the types A and B would each be individual categories.

### Answer 3

The rated item is intended to assess a manufacturer's breadth of experience. The list of qualifying types of lanterns is:

1. Omnidirectional beacons that are not self-contained,
2. Omnidirectional self-contained beacons,
3. Rotating beacons,
4. Range lights, and
5. Sector lights.

### Question 4

In Annex A1, SOW, section 2.2 under “Quantities”, I see this table.

This table states that NONE of the “type A” categories will ever use a 30% flash character (Q 1 second flash). I wanted to confirm if this was correct or an error.

## Answer 4

Table 2 of section 2.2 of the statement of work summarizes the conditions under which the lanterns are qualified and is not in error. Lanterns in usage type A would not use a 30% duty cycle such as QF.

## Question 5

Three temperature types are provided - average, maximum, and minimum. Please confirm which of these three should be used for temperature-related calculations such as battery capacity de-rating.

## Answer 5

It is the average temperatures that are to be used.

Section 3.3.1.2.1 is modified to read

- 3.3.1.2.1 Red, green, white and yellow lanterns submitted for usage type A shall be capable of operating under the following conditions:
- Insolation, length-of-night values, and average air temperature at St. Anthony, NL.
  - 12.5% duty cycle
  - Operating 365 days/yr.

*Note: See Table 3 above for a visual presentation of the requirements.*

Section 3.3.1.2.2 is modified to read

- 3.3.1.2.2 Red, green, white and yellow lanterns submitted for usage type B shall be capable of operating under the following conditions:
- Insolation, length-of-night values, and average air temperature at Prince Rupert, BC.
  - 30% duty cycle
  - Operating 246 days/yr., between March 21 and November 21 inclusive.

*Note: See Table 3 above for a visual presentation of the requirements.*

## Question 6

Annex A1 Section 2.2 Table 2 lists two (2) components for usage Type A and four (4) components for usage Type B. Annex A2 Sections 3.3.1.2.1 and 3.3.1.2.2, however, appears to call for only one component of Type A (Typical/12.5%/year-round) and one component of Type B (Limited/30%/Seasonal) to demonstrate compliance to all of Type A and Type B respectively.

By the earlier definition in Annex A1, Typical/12.5%/year-round is one of two components in Type A and Limited/30%/Seasonal is one of four components in Type B. When bidders demonstrate compliance to Type A and Type B, these two components by default will be proven survivable and of correct autonomy, as well as the other components not mentioned in these two sections. It's not clear why these two specific components have been singled out. Are bidders to conduct solar simulations for these two specific components only and not for the other components? For example, is it enough to qualify for Type A by demonstrating Typical/12.5%/year-round and NOT demonstrate the other component of Type A – Limited/12.5%/seasonal?

## Answer 6

First note that there are no performance specifications in the statement of work (Annex A1); statements made in section 2.2 are non-normative.

Further, table 2 of section 2.2 of the statement of work (Annex A1) is not necessary to the statement of work and seems to be the cause of some confusion and is removed from section 2.2 of the statement of work (Annex A1).

Section 2.2 of the statement of work (Annex A1) is modified as follows:

### 2.2 Quantities

Table 1 below lists the CCG's estimates of annual requirement for various LED lanterns.

**Table 1: Annual quantity estimates**

Nominal Range (nm)	Usage Type A	Usage Type B
1.5	250	5
2	250	5
3	150	40
4	300	40
5	10	10
6	10	5

The requirements for *usage type A* and *usage type B* are presented in sections 3.3.1.2.1 and 3.3.1.2.2 respectively. These sections, as recently modified, are presented in Answer 5 above. Table 3 is presented below for visual reference.

**Table 3: Usage types**

Duty cycle	Typical insolation		Limited insolation	
	Seasonal	Year Round	Seasonal	Year Round
12.5		Test condition, usage type A		
30			Test condition, usage type B	—

The direct answer to the first question in the 3<sup>rd</sup> paragraph of Question 6 is: Correct. Bidders only have to present information for the two usage conditions of sections 3.3.1.2.1 and 3.3.1.2.2.

The example in the 2<sup>nd</sup> question is correct.

## Question 7

In Annex A2 Section 3.3.1.1 Table 2 there is a dot indicating Typical/Seasonal/12.5% duty cycle is a condition of operation, but is not listed in Annex A1 Section 2.2 Table 2 as one of the usage types. Please clarify.

## Answer 7

See Answer 6 above.

## Question 8

Lanterns are required to operate seasonally. Is this implying that bidders must provide a calendar feature within the lanterns?

## Answer 8

See Answer 2 above.

## Question 9

Per “3.1.4.5 - Bolt holes should be elongated to form closed, arced slots.” Annex A2 Appendices A.1 through A.6 refers to the bolt holes by “diameter”, meaning circular. Shall builders take the provided dimensions and tolerances to mean the space measured radially outwards from the centre of the lantern base? Do you have any additional guidance for the other dimension of the arced slot orthogonal to the earlier measurement?

## Answer 9

At its origin, the rated requirement of section 3.1.4.5 of the performance specification (Annex A1) is to address bolting lanterns on some plastic buoys where it seems to be difficult to precisely position mounting holes.

When the requirement was added, there was no intention to require industry to retool on such short notice. The requirement is withdrawn.

Further, tolerances for mounting holes for plastic buoys are still under development.

Section 3.1.4.5 of the performance specification (Annex A1) is removed

Line 3.1.4.5 of table 4 of section 5 of the performance specification (Annex A1) is removed

Line 3.1.4.5 of the evaluation framework (Annex B) is removed

The total of available marks are adjusted downwards to 99 and the table in the section on selection methodology is adjusted as follows

**Selection methodology**

Proposals meeting all the mandatory criteria will be assessed for compliance with the rated criteria. The technical score is the sum of the scores assigned to the individual rated criteria. The maximum possible score is as follows:

Section	Points Allocated
Management Rated (Annex B1 – based on the SOW)	15
Technical Rated (Annex B2 – Based on the Performance Specification)	—
• Max. Available Points (Base Technical)	73
<b>Total Max. Available Points</b>	<b>99</b>

...

## Question 10

In Annex A2, 3.6.1.1 requires a minimum service life of 12 years, but 3.6.1.1 in the verification matrix says  $\geq 8$  years. Is the “ $\geq 8$  years” a typo and should read 12 years?

## Answer 10

Correct.

Table 4 of section 5 of the performance specification (Annex A2) is modified as follows

Ref	Item Description	Requirement or Value	Proof of Compliance	Comments
M 3.6.1.1	Minimum service life	12 y	Analysis	

Line 3.6.1.1 of evaluation framework (Annex B) is modified as follows

Compliance Code	Spec Ref	Item Description	Requirement or Value	Proof of Compliance	Compliant (Y/N)	Bidder's Proposal Reference / Comments
M	3.6.1.1	Minimum service life	12 y	Analysis		

## Question 11

In the verification matrix, section 3.4.4.5, is “UM” a typo and should be “M” for mandatory?

## Answer 11

Correct.

The line 3.4.4.5 of the of evaluation framework (Annex B) is modified as follows

Compliance Code	Spec Ref	Item Description	Requirement or Value	Proof of Compliance	Compliant (Y/N)	Bidder's Proposal Reference / Comments
M	3.4.4.5	Programmer connection	Connection is wireless or uses a connector that prevents short circuits.  No use of alligator clips or similar devices.	Submit data		

## Question 12

Per 3.4.2 Short Circuit Protection. If power leads have connectors on them that make it impossible for a short to the body of either polarity to occur, is it sufficient – like the reverse polarity section – to simply state that leads cannot be short circuited? That is, can bidders with connectorized power leads dispense with short circuit testing because the only way to do the testing in 4.4.3 would be to artificially and unrealistically cut the power connector off to expose raw wires?

## Answer 12

Yes it is sufficient to state that the leads cannot be short circuited. Comments were inadvertently left out from lines 3.4.2.1.1 and 4.2.1.2, of the of evaluation framework (Annex B)

Lines 3.4.2.1.1 and 4.2.1.2, of the of evaluation framework (Annex B) are modified as follows

Compliance Code	Spec Ref	Item Description	Requirement or Value	Proof of Compliance	Compliant (Y/N)	Bidder's Proposal Reference / Comments
M	3.4.2.1.1	Post short-circuit inspection	No damage to lantern	State if can't be accidentally short-circuited or Test		Not applicable if answer to 3.4.2.1 is no.
M	3.4.2.1.2	Post short-circuit operation	Resume proper operation when corrected	State if can't be accidentally short-circuited or Test		Not applicable if answer to 3.4.2.1 is no.