

Annex D2 – Stream 2

Technical and Financial Evaluation Methodology

1. OVERVIEW

1.1.1.1 This document describes how SSC will evaluate the rated requirements of bidders' Technical Bids, and the evaluation of Financial Bids of this bid solicitation. The following table identifies how all Streams will be evaluated:

| Mandatory Requirements | Technical Score (based on evaluation of rated requirements) | Financial Score (based on prices offered) | Final Score |
|------------------------|--|--|-------------|
| Pass/Fail | Maximum 10 | Maximum 90 | Maximum 100 |
| | | | |

1.1.1.2 Canada will be evaluating certain criteria in each of the Streams, and qualified bids will be assigned a score based on its responses to the rated elements. Pricing and Bid Evaluated Value (BEV) sheets are attached with the bid solicitation as follows:

| Annex Table | |
|-------------|--|
| Name | Description |
| Annex B2 | Ka-band Pricing Tables for Territories |
| | |

1.1.1.3 If more than one bidder receives the highest Final Score (i.e., two or more Final Scores are identical), the bidder with the highest Financial Score will be ranked first. If the bidders with identical Final Scores also have identical Financial Scores, the bidder with the lowest average bid price (the average of "bid price" entered on lines 8.9.10 and 11 of Annex B2 – Appendix B, sheet "Ka-band Territorial Services Part 3 – 3.2 to 3.6" will be ranked first.

| | | |
|---|--|---------------------------------|
| Solicitation No. - N° de l'invitation XXXXXXX | Amd. No. - N° de la modif. | Buyer ID - Id de l'acheteur |
| Client Ref. No. - N° de réf. du client XXXXXX | File No. - N° du dossier 017eo.XXXXXXXXXX | CCC No./N° CCC - FMS No./N° VME |

2. TECHNICAL EVALUATION (MAXIMUM 100 POINTS)

2.1 TECHNICAL SCORE – MANDATORY REQUIREMENT

2.1.1.1 In this section all questions must be answered affirmatively. If any of the answers are negative, the bid could be considered non-responsive. The bidder must answer all questions listed in Column B and provide a YES/NO answer in Column C. Some of the questions will ask for further information or description for an affirmative answer. The bidder must provide the location within the bidder's proposal or response and indicate that location in Column D.

| A | B | C | D |
|--------------------------|---|----------------|-----------|
| Reference # | Question | Response (Y/N) | Reference |
| Annex A, Section 2.2.2.1 | Does your Contract Account Representative have a minimum of 4 years of satellite telecommunications experience within the last 10 years and also at least 1 year of experience in the delivery of Ka-band satellite services within the last 4 years. If YES, then indicate in column D where the resume of the CAR can be located within this bid. | | |
| Annex A, Section 2.3.1.4 | Will you provide technical support through a hotline accessible using a toll-free number? If YES, then indicate in column D where the details can be located within this bid. | | |
| Annex A, Section 2.3.1.3 | The Contractor must log and track all reported calls to the Hotline from the time of initial report until the resolution of the problem. This must be done through a computerized logging system. If YES, then indicate in column D where the details can be located within this bid. | | |
| Annex A, Section 3.1.2.2 | Does your company have 5 years of experience in the operation and deliverance of Ka-band based satellite services. . If YES, then indicate in column D where the details can be located within this bid. | | |

| | | |
|---|--|---------------------------------|
| Solicitation No. - N° de l'invitation XXXXXXX | Amd. No. - N° de la modif. | Buyer ID - Id de l'acheteur |
| Client Ref. No. - N° de réf. du client XXXXXX | File No. - N° du dossier 017eo.XXXXXXXXXX | CCC No./N° CCC - FMS No./N° VME |

2.2 TECHNICAL SCORE – EVALUATION OF RATED CRITERIA –10 POINTS

2.2.1 General

2.2.1.1 **Allocation of Points:** Where Canada determines that the bid demonstrates value-added capabilities in various aspects, points will be allocated as described in this table:

| Value-added capabilities | Point Allocation | Points Available |
|--|--|------------------|
| Capability of offering VoIP services over Ka-band networks and sale of VoIP devices. | <p>If the bidder can provide documented proof that they have a VoIP service plan that can be offered to Canada that will function in any of the Ka-band Service plans within the SOW = 5</p> <p>If the bidder cannot provide documented proof that they have a VoIP service plan that can be offered to Canada that will function in any of the Ka-band Service plans within the SOW = 0</p> | 5 |
| Years of company experience delivering operational services in Ka-band to various customers. | <p>If the company experience delivering Ka-band services is 6 to 8 years = 2</p> <p>If the company experience delivering Ka-band services is 9 to 10 years = 4</p> <p>If the company experience delivering Ka-band services is over 10 years = 5</p> | 5 |
| TOTAL Technical Score | | 10 |

2.2.1.2 The bidders will be allocated their Total Technical Points (Maximum of 10 Technical Score) from the summation of the table in Section 2.2.1.1.

2.2.1.3 The following example illustrates the methodology that will be used during the calculation of the bidder's scores:

| Bidder | Total Technical Points | Formula calculation | Total Technical Score |
|----------|------------------------|---------------------|-----------------------|
| Bidder 1 | 5 | 5/10 X 10 max | 5.00 |
| Bidder 2 | 7 | 7/10 X 10 max | 7.00 |
| Bidder 3 | 9 | 9/10 X 10 max | 9.00 |

| | | |
|---|--|---------------------------------|
| Solicitation No. - N° de l'invitation XXXXXXX | Amd. No. - N° de la modif. | Buyer ID - Id de l'acheteur |
| Client Ref. No. - N° de réf. du client XXXXXX | File No. - N° du dossier 017eo.XXXXXXXX | CCC No./N° CCC - FMS No./N° VME |

2.3 FINANCIAL SCORE – 90 POINTS

- 2.3.1.1 **Bid Evaluated Value:** For each bid, Canada will determine the “**Bid Evaluated Value**” (BEV) based on adding together the following elements:
- Evaluated cost of Ka-band services; and
 - Evaluated cost of Install services;

Canada will make these calculations using the prices provided by the bidder in its completed Annex B – Ka-band Pricing Tables.

- 2.3.1.2 **Total Financial Points (TFP) Calculation:** The Sum of the Evaluated Bid Value for the total of 6 years will be the bidder’s Total Financial Points (TFP) as set out in this example:

| Annex B2 - Appendix D - Stream 2 -SUMMARY SHEET | | | |
|--|---------------------------|-----------------------------|---------------------|
| SUMMARY SHEET - ALL COMPONENTS | Initial Period of 3 Years | Optional Periods of 3 Years | Total for 6 Years |
| Description | Bid Price | Bid Price | Bid Price |
| A | B | C | D |
| Ka-band Services | | | |
| Annex B2 - Appendix B - Stream 2 - Ka-band Territorial Services Part 3 - 3.2 to 3.6 | \$60,084.00 | \$60,084.00 | \$120,168.00 |
| Ka-band Install Services Requirements | | | |
| Annex B2 - Appendix C - Stream 2 - Install & De-Install Services Part 2 - 2.11 | \$54,000.00 | \$54,000.00 | \$108,000.00 |
| Annex B2 - Appendix C1 - Pricing for Accessories and Related services for Ka-band services | \$9,500.00 | \$9,500.00 | \$19,000.00 |
| TOTAL BID PRICE | \$123,584.00 | \$123,584.00 | \$247,168.00 |

| | |
|--|---------------------|
| BID EVALUATED VALUE FOR 6 YEARS = | \$247,168.00 |
|--|---------------------|

2.2.1.3 Calculation of Bidder’s Financial Score:

- Each bidder’s Evaluated Bid Value will be converted to a score out of 90, based on its relative price compared to other compliant bidders.
- The bidder with the lowest Evaluated Bid Value will be allocated the maximum of 90 points. All other bidders’ scores will be calculated by determining the ratio of its Evaluated Bid Value in relation to the lowest Evaluated Bid Value. Each bidder’s financial score will be rounded to 2 decimal places. The formula that will be used to calculate the ratio is as follows:
 $[\text{TFP of lowest scoring bidder} / \text{Bidder's TFP}] \times 90$
- This example illustrates the calculation of the Total Financial Score:

| Bidder | Total Financial Points | Formula calculation | Total Financial Score |
|----------|------------------------|---------------------------------------|-----------------------|
| Bidder 1 | \$2,000,000.00 | $\$2,000,000 / \$2,000,000 \times 90$ | 90.00 |
| Bidder 2 | \$5,000,000.00 | $\$2,000,000 / \$5,000,000 \times 90$ | 36.00 |
| Bidder 3 | \$3,500,000.00 | $\$2,000,000 / \$3,500,000 \times 90$ | 51.43 |

| | | |
|--|--|---------------------------------|
| Solicitation No. - N° de l'invitation XXXXXXXX | Amd. No. - N° de la modif. | Buyer ID - Id de l'acheteur |
| Client Ref. No. - N° de réf. du client XXXXXX | File No. - N° du dossier 017eo.XXXXXXXXXX | CCC No./N° CCC - FMS No./N° VME |

2.4 TOTAL SCORE – 100 POINTS

2.4.1.1 Calculation of Bidder's Final Score:

- a. Each bidder's Final Score will be calculated by adding its Technical Score and Financial Score, as illustrated in the following table:

| | Bidder 1 | Bidder 2 | Bidder 3 |
|----------------------------------|----------|----------|----------|
| Total Financial Evaluation Score | 90.00 | 36.00 | 51.43 |
| Total Technical Evaluation Score | 5.00 | 7.00 | 9.00 |
| Final Score | 95.00 | 43.00 | 60.43 |

- b. The bidder with the highest Final Score will be recommended for contract award, subject to the provisions of this bid solicitation.