



## RETURN BIDS TO:

## RETOURNER LES SOUMISSIONS À:

Réception des soumissions - TPSGC / Bid

Receiving - PWGSC

1550 Avenue d'Estimauville

1550 D'Estimauville Avenue

Québec

Québec

G1J 0C7

## INVITATION TO TENDER

## APPEL D'OFFRES

**Tender To: Public Works and Government Services  
Canada**

We hereby offer to sell to Her Majesty the Queen in right of Canada, in accordance with the terms and conditions set out herein, referred to herein or attached hereto, the goods, services, and construction listed herein and on any attached sheets at the price(s) set out therefor.

### Soumission aux: Travaux Publics et Services Gouvernementaux Canada

Nous offrons par la présente de vendre à Sa Majesté la Reine du chef du Canada, aux conditions énoncées ou incluses par référence dans la présente et aux annexes ci-jointes, les biens, services et construction énumérés ici et sur toute feuille ci-annexée, au(x) prix indiqué(s).

### Comments - Commentaires

### Vendor/Firm Name and Address

Raison sociale et adresse du

fournisseur/de l'entrepreneur

### Issuing Office - Bureau de distribution

TPSGC - PWGSC

601 - 1550 Avenue d'Estimauville

Québec

Québec

G1J 0C7

<b>Title - Sujet</b> Console Management Server	
<b>Solicitation No. - N° de l'invitation</b> F3063-170500/A	<b>Date</b> 2017-06-30
<b>Client Reference No. - N° de référence du client</b> F3063-170500	<b>GETS Ref. No. - N° de réf. de SEAG</b> PW-\$QCW-028-17153
<b>File No. - N° de dossier</b> QCW-7-40070 (028)	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2017-08-15</b>	
<b>Time Zone</b> <b>Fuseau horaire</b> Heure Avancée de l'Est HAE	
<b>F.O.B. - F.A.B.</b> Specified Herein - Précisé dans les présentes <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input type="checkbox"/> <b>Other-Autre:</b> <input checked="" type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Simoneau, Steve	<b>Buyer Id - Id de l'acheteur</b> qcw028
<b>Telephone No. - N° de téléphone</b> (418) 649-2816 ( )	<b>FAX No. - N° de FAX</b> (418) 648-2209
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b> Garde Cotière Canadienne - MPO 101 Boulevard Champlain QUEBEC Québec G1K7Y7 Canada	

**Instructions: See Herein**

**Instructions: Voir aux présentes**

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

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## **TITLE: CONSOLE MANAGEMENT SERVER**

### **PART 1 - GENERAL INFORMATION**

#### **1.1 Introduction**

The bid solicitation is divided into six parts plus annexes, as follows:

Part 1 General Information: provides a general description of the requirement;

Part 2 Bidder Instructions: provides the instructions, clauses and conditions applicable to the bid solicitation;

Part 3 Bid Preparation Instructions;

Part 4 Evaluation procedures and basis of selection;

Part 5 Certifications: includes the certifications to be provided;

Part 6 Resulting Contract Clauses: includes the clauses and conditions that will apply to any resulting contract.

The Annexes include the Statement of Requirement, the Basis of Payment and the list of individual who are currently directors and or owner of the bidder.

#### **1.2 Requirement**

The Canadian Coast Guard - has a requirement to purchase thirty-five (35) new Console Management Servers unit and access them via IP.

Many years ago, the Coast Guard has equipped its remote sites with Console Management Servers in order to access the console/maintenance port of the various pieces of equipment located on these sites. These servers have now come at the end of their life cycle. Furthermore, over the years, more pieces of equipment have been installed on the sites, which is why a minimum of 40 ports Console Management Server is needed.

#### **1.3 Debriefings**

Bidders may request a debriefing on the results of the bid solicitation. Bidders should make the request to the Contracting Authority within **fifteen (15)** working days of receipt of notification that their bid was unsuccessful. The debriefing may be provided in writing, by telephone or in person.

#### **1.4 Trade Agreements**

The requirement is subject to the provisions of North American Free Trade Agreement (NAFTA), and the Agreement on Internal Trade (AIT)."

## **PART 2 - BIDDER INSTRUCTIONS**

### **2.1 Standard Instructions, Clauses and Conditions**

All instructions, clauses and conditions identified in the bid solicitation by number, date and title are set out in the [Standard Acquisition Clauses and Conditions Manual](https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual) (<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual>) issued by Public Works and Government Services Canada.

Bidders who submit a bid agree to be bound by the instructions, clauses and conditions of the bid solicitation and accept the clauses and conditions of the resulting contract.

The 2003 (2017-04-27) Standard Instructions - Goods or Services - Competitive Requirements, are incorporated by reference into and form part of the bid solicitation.

#### **2.1.1 SACC Manual Clauses**

B1000T (2014-06-26) Condition of material – Bid

B3000T (2006-06-16) Equivalent Products

### **2.2 Submission of Bids**

Bids must be submitted only to Public Works and Government Services Canada (PWGSC) Bid Receiving Unit by the date, time and place indicated on page 1 of the bid solicitation.

**Bid Receiving - PWGSC**  
**1550, D'Estimauville Avenue**  
**Quebec, Quebec**  
**G1J 0C7**

Bids can also be submitted via facsimile at 418-648-2209, in accordance with Standard Instructions 2003 (2016-04-04) 08 Transmission by Facsimile.

### **2.3 Enquiries - Solicitation Period**

All enquiries must be submitted in writing to [steve.simoneau@tpsgc-pwgsc.gc.ca](mailto:steve.simoneau@tpsgc-pwgsc.gc.ca), the Contracting Authority no later than five (5) calendar days before the bid closing date. Enquiries received after that time may not be answered.

Bidders should reference as accurately as possible the numbered item of the bid solicitation to which the enquiry relates. Care should be taken by Bidders to explain each question in sufficient detail in order to enable Canada to provide an accurate answer. Technical enquiries that are of a proprietary nature must be clearly marked "proprietary" at each relevant item. Items identified as "proprietary" will be treated as such except where Canada determines that the enquiry is not of a proprietary nature. Canada may edit the question(s) or may request that the Bidder do so, so that the proprietary nature of the question(s) is eliminated, and the enquiry can be answered to all Bidders. Enquiries not submitted in a form that can be distributed to all Bidders may not be answered by Canada.

### **2.4 Applicable Laws**

Any resulting contract must be interpreted and governed, and the relations between the parties determined, by the laws in force in **Quebec**.

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Bidders may, at their discretion, substitute the applicable laws of a Canadian province or territory of their choice without affecting the validity of their bid, by deleting the name of the Canadian province or territory specified and inserting the name of the Canadian province or territory of their choice. If no change is made, it acknowledges that the applicable laws specified are acceptable to the bidders.

## **PART 3 - BID PREPARATION INSTRUCTIONS**

### **3.1 Bid Preparation Instructions**

Canada requests that Bidders provide their bid as follows:

**Section I: Technical Bid** (1 hard copy)  
**Section II: Financial Bid** (1 hard copy)  
**Section III: Certifications** (1 hard copy)

#### **Section I: Technical Bid**

In their technical bid, Bidders should explain and demonstrate how they meet the mandatory requirements listed under Annex A – Statement of Requirement.

#### **Section II: Financial Bid**

Bidders must submit their financial bid in accordance with Annex B - Basis of Payment.

#### **3.1.1 Exchange Rate Fluctuation**

C3011T (2013-11-06), Exchange Rate Fluctuation

#### **Section III: Certifications**

Bidders must submit the certifications required under Part 5.

## **PART 4 - EVALUATION PROCEDURES AND BASIS OF SELECTION**

### **4.1 Evaluation Procedures**

- (a) Bids will be assessed in accordance with the entire requirement of the bid solicitation including the technical and financial evaluation criteria.
- (b) An evaluation team composed of representatives of Canada will evaluate the bids.

#### **4.1.1 Technical Evaluation**

##### **4.1.1.1 Mandatory Technical Criteria**

- (a) The bidder must demonstrate meeting all mandatory criteria's of the Annex A Statement of Requirement.
- (b) The bidder must include with its proposal the datasheets of the products, and indicate the reference in the table of Annex D, Technical Evaluation of an equivalent product, demonstrating that the products meet the mandatory requirements describe at Annex A.

**Any proposal that does not comply with any mandatory requirements will be considered non-responsive.**

#### **4.1.2 Financial Evaluation**

The price of the bid will be evaluated in Canadian dollars, Applicable Taxes excluded, DDP destination, Canadian customs duties and excise taxes included.

Unless the bid solicitation specifically requires bids to be submitted in Canadian currency, bids submitted in foreign currency will be converted to Canadian currency for evaluation purposes. The rate given by the Bank of Canada in effect on the bid solicitation closing date, or on another date specified in the bid solicitation, will be applied as a conversion factor to the bids submitted in foreign currency.

### **4.2 Basis of Selection – Mandatory Technical Requirements**

A bid must comply with the requirements of the bid solicitation and all the mandatory technical criteria to be declared responsive. The responsive bid with the lowest Total Bid Price will be recommended for award of a contract.

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## PART 5 – CERTIFICATIONS

Bidders must provide the required certifications and additional information to be awarded a contract.

The certifications provided by Bidders to Canada are subject to verification by Canada at all times. Unless specified otherwise, Canada will declare a bid non-responsive, or will declare a contractor in default if any certification made by the Bidder is found to be untrue whether made knowingly or unknowingly, during the bid evaluation period or during the contract period.

The Contracting Authority will have the right to ask for additional information to verify the Bidder's certifications. Failure to comply and to cooperate with any request or requirement imposed by the Contracting Authority will render the bid non-responsive or constitute a default under the Contract.

### 5.1 Certifications Precedent to Contract Award and Additional Information

Bidders must submit the following duly completed certifications as part of their bid.

#### 5.1.1 Integrity Provisions - Declaration of Convicted Offences

In accordance with the *Ineligibility and Suspension Policy* (<http://www.tpsgc-pwgsc.gc.ca/ci-if/politique-policy-eng.html>), the Bidder must provide with its bid the required documentation, as applicable, to be given further consideration in the procurement process.

#### 5.1.2 Integrity Provisions - Required Documentation

In accordance with the *Ineligibility and Suspension Policy* (<http://www.tpsgc-pwgsc.gc.ca/ci-if/politique-policy-eng.html>), the Bidder must provide the required documentation, as applicable, to be given further consideration in the procurement process.

#### 5.1.3 Integrity Provisions – List of Names

Bidders who are incorporated, including those bidding as a joint venture, must provide a complete list of names of all individuals who are currently directors of the Bidder, see Annex C.

Bidders bidding as sole proprietorship, as well as those bidding as a joint venture, must provide the name of the owner(s).



## PART 6 - RESULTING CONTRACT CLAUSES

The following clauses and conditions apply to and form part of any contract resulting from the bid solicitation.

### 6.1 Security Requirements

6.1.1 There is not security requirement applicable to the Contract.

### 6.2 Statement of Requirement

The Contractor must provide and deliver the items detailed under the **Annex A – Statement of Requirement**, and in accordance with the Contractor's bid dated \_\_\_\_\_ (*will be completed at Contract award*)

### 6.3 Standard Clauses and Conditions

All clauses and conditions identified in the Contract by number, date and title are set out in the [Standard Acquisition Clauses and Conditions Manual](https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual) (<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual>) issued by Public Works and Government Services Canada.

#### 6.3.1 General Conditions

[2010A](#) (2016-04-04), General Conditions - Goods (Medium Complexity), apply to and form part of the Contract.

### 6.4 Term of Contract

#### 6.4.1 Period of the Contract

The contract period is from the date of contract award until the end of the warranty period inclusively.

#### 6.4.2 Delivery Date

All the deliverables must be received within 4 weeks following Contract award.

### 6.5 Authorities

#### 6.5.1 Contracting Authority

The Contracting Authority for the Contract is:

Name: Steve Simoneau  
Title: Procurement Officer  
Public Works and Government Services Canada  
Acquisitions Branch  
601-1550, avenue d'Estimauville  
Québec (Québec) G1J 0C7  
Telephone: 418-649-2816  
Facsimile: 418-648-2209  
E-mail address: [steve.simoneau@pwgsc-tpsgc.gc.ca](mailto:steve.simoneau@pwgsc-tpsgc.gc.ca)

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The Contracting Authority is responsible for the management of the Contract and any changes to the Contract must be authorized in writing by the Contracting Authority. The Contractor must not perform work in excess of or outside the scope of the Contract based on verbal or written requests or instructions from anybody other than the Contracting Authority.

### 6.5.2 Project Authority

The Project Authority for the Contract is: **(will be completed at contract award)**

Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Organization: \_\_\_\_\_  
Address: \_\_\_\_\_

Telephone: \_\_\_\_\_  
Facsimile: \_\_\_\_\_  
E-mail address: \_\_\_\_\_

The Project Authority is the representative of the department or agency for whom the Work is being carried out under the Contract and is responsible for all matters concerning the technical content of the Work under the Contract. Technical matters may be discussed with the Project Authority, however the Project Authority has no authority to authorize changes to the scope of the Work. Changes to the scope of the Work can only be made through a contract amendment issued by the Contracting Authority.

### 6.5.3 Contractor's Representative (to be completed)

Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Address: \_\_\_\_\_

Telephone: \_\_\_\_\_  
Facsimile: \_\_\_\_\_  
E-mail address: \_\_\_\_\_

## 6.6 Payment

### 6.6.1 Basis of Payment - Firm Unit Prices

In consideration of the Contractor satisfactorily completing all of its obligations under the Contract, the Contractor will be paid a firm unit prices, as specified in Annex A for a cost of \$ \_\_\_\_\_ (the amount will be insert at contract award). Customs duties are included and Goods and Services Tax or Harmonized Sales Tax is extra, if applicable.

Canada will not pay the Contractor for any design changes, modifications or interpretations of the Work, unless they have been approved, in writing, by the Contracting Authority before their incorporation into the Work.

### 6.6.2 Terms of Payment – Single payment

SACC Manual clause H1000C (2008-05-12), Single Payment

## 6.7 Invoicing Instructions

1. The Contractor must submit invoices in accordance with the section entitled "Invoice Submission" of the general conditions. Invoices cannot be submitted until all work identified in the invoice is completed.
2. Invoices must be distributed as follows:

DFOinvoicing-MPOfacturation@dfo-mpo.gc.ca

Important:

Write the name of the following person on invoice;

\_\_\_\_\_ (to be completed at Contract award)

AND

- a) An electronic copy must be transmitted to the Contracting Authority identified under the section entitled "Authorities" of the Contract.

## 6.8 Certifications and Additional Information

### 6.8.1 Compliance

Unless specified otherwise, the continuous compliance with the certifications provided by the Contractor in its bid or precedent to contract award, and the ongoing cooperation in providing additional information are conditions of the Contract and failure to comply will constitute the Contractor in default. Certifications are subject to verification by Canada during the entire period of the Contract.

## 6.9 Applicable Laws

The Contract must be interpreted and governed, and the relations between the parties determined, by the laws in force in Québec.

## 6.10 Priority of Documents

If there is a discrepancy between the wording of any documents that appear on the list, the wording of the document that first appears on the list has priority over the wording of any document that subsequently appears on the list.

- (a) the Articles of Agreement;
- (b) the general conditions 2010A (2016-04-04) - General Conditions - Goods (Medium Complexity)
- (c) Annex A, Statement of Requirement;
- (d) Annex B, Basis of payment;
- (e) the Contractor's bid dated \_\_\_\_\_ (will be completed at contract award)

## 6.11 Shipping Instructions - Delivery at Destination

Goods must be consigned to the destination specified in the Contract and delivered:

Delivered Duty Paid (DDP) at:

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Fisheries and Oceans Canada – Canadian Coast Guard, 101 Champlain Boulevard, Québec, Canada, G1K 7Y7. Incoterms 2000 for shipments from a commercial contractor.

## **6.12 Defense Contract**

*SACC Manual* clause A9006C (2012-07-16), Defense Contract

## **6.13 Inspection and Acceptance**

The Technical Authority or representative is the Inspection Authority. All reports, deliverable items, documents, goods and all services rendered under the Contract are subject to inspection by the Inspection Authority or representative. Should any report, document, good or service not be in accordance with the requirements of the Statement of Work and to the satisfaction of the Inspection Authority, as submitted, the Inspection Authority will have the right to reject it or require its correction at the sole expense of the Contractor before recommending payment.

## **6.14 SACC Manual Clauses**

<b>SACC Reference</b>	<b>Date</b>	<b>Title</b>
B7500C	(2006-06-16)	Excess Goods
G1005C	(2016-01-28)	Insurance

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## ANNEX A – STATEMENT OF REQUIREMENT

### 1. Context

This document was created to list the different technical specifications that must meet the unit that will replace the existing Console Management Switch CMS-16 which are at the end of their life cycle.

Many years ago, the Coast Guard has equipped its remote sites with Console Management Servers in order to access the console/maintenance port of the various pieces of equipment located on these sites. The Western Telematic Inc. CMS-16 was used for this application. The CMS-16 servers have now come at the end of their life cycle. Furthermore, over the years, more pieces of equipment have been installed on the sites and the CMS-16 sixteen ports are no longer sufficient.

The Coast Guard wants to replace the CMS-16 with a 40 ports unit and access these unit units via IP. The DSM-40 console server (Console Server, 40-Port RJ45, 10/100/1000 Ethernet, SSHv2, Telnet, RS232, Mini-USB 100/240V AC) from Western Telematic Inc. meets these requirements in terms of functionality. Equivalent products on the market will be considered, but they shall meet the specifications in section 2 of this document, which describes the minimum specifications that must meet the new Console Server.

### 2. Mandatory Technical Specifications:

#### 2.1 Network Interface

- a) 10/100/1000 Base-T Ethernet, RJ45, multi-session telnet

#### 2.2 Remote and local access

- a) Remote and local access must be possible in order to control any serial port that has some equipment connected to it.
- b) Remote Access shall be done via a serial and/or Ethernet link with IP.
- c) Remote and local access must be password protected

#### 2.3 Serial Interface

- a) Each port must have its own configuration
- b) Configuration must be protected against power failure
- c) Quantity : a minimum of 40 ports
- d) Type : RS232
- e) Connectors : RJ-45 configured as DTE with RJ-45 to DB9 adapters
- f) Data Rate : 300 à 115.2Kbps
- g) Coding : asynchrone, 7 or 8 bits ASCII, parity (even, odd, none), 1 or 2 Stop Bits
- h) Flow Control : XON/XOFF, RTS/CTS, Both, None
- i) Mode : passive, any-to-any

## **2.4 Timeout**

No Activity Disconnects Port/Modem Session after:

- a) None, 1, 5, 15, 30 Seconds.
- b) 1, 5, 15, 30, 90 Minutes

## **2.5 Memory**

- a) 256 Kbytes per serial port.

## **2.6 Operating Temperature**

- a) The Console Server shall operate minimally between 32° F to 140° F (0° C to 60° C)

## **2.7 Power**

- a) 115VAC, 60 Hz

## **2.8 Dimensions**

- a) The width of the Console Server shall be adequate for rackmount installation in a standard 19 inch rack

## **2.9 Modem**

- a) The unit must contain an internal 56k v.92 modem

## **2.10 Access Method**

- a) IP, Serial, modem (telnet and /or SSH)

## **2.11 Miscellaneous**

- a) Must support ``Direct Connect`` command
- b) Must include 19" Rack Brackets
- c) Must include RJ-45 to DB9 adapters

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## ANNEX B - BASIS OF PAYMENT

Firm unit prices, Delivered Duty Paid at destination, Incoterms 2000, Canadian Custom Duties and Excise Taxes included where applicable and Applicable Taxes are extra.

Item	Description	Quantity	Firm Unit Price	Total Price
1	WTI DSM-40 Ports Console Management Servers in accordance with the Requirement at Annex A, or equivalent product.	35	\$ _____	\$ _____
2	Shipping and Delivery fees	1	\$ _____	\$ _____
Total (applicable taxes not included)				\$ _____

**Note:**

\* All mandatory requirements must be met before any evaluation of price will take place and all items must be priced.

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## ANNEX D – TECHNICAL EVALUATION OF AN EQUIVALENT PRODUCT

All of the following mandatory requirements must be met. Bidders must submit the product data sheet for confirmation that the following mandatory requirements are met.

ITEM	MANDATORY REQUIREMENTS	Compliant	Non-compliant	Bidder's Specifications (should indicate the reference to the technical specifications of the proposed cable or indicate the exact information)
2.1	a) 10/100/1000 Base-T Ethernet, RJ45, multi-session telnet			
2.2	a) Remote and local access must be possible in order to control any serial port that has some equipment connected to it. b) Remote Access shall be done via a serial and/or Ethernet link with IP. c) Remote and local access must be password protected			
2.3	a) Each port must have its own configuration b) Configuration must be protected against power failure c) Quantity : 40 ports minimum d) Type : RS232 e) Connectors : RJ-45 configured as DTE with RJ-45 to DB9 adapters f) Data Rate : 300 à 115.2Kbps g) Coding : asynchrone, 7 or 8 bits ASCII, parity (even, odd, none), 1 or 2 Stop Bits h) Flow Control : XON/XOFF, RTS/CTS, Both, None i) Mode : passive, any-to-any			
2.4	No Activity Disconnects Port/Modem Session after: a) None, 1, 5, 15, 30 Seconds b) 1, 5, 15, 30, 90 Minutes			
2.5	a) 256 Kbytes per serial port.			
2.6	a) The Console Server shall operate minimally between 32° F to 140° F (0° C to 60° C)			
2.7	a) 115VAC, 60 Hz			
2.8	a) The width of the Console Server shall be adequate for rackmount installation in a standard 19 inch rack			
2.9	a) The unit must contain an internal 56k v.92 modem			

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qcw028  
CCC No./N° CCC - FMS No./N° VME

<b>2.10</b>	a) IP, Serial, modem (telnet and /or SSH)			
<b>2.11</b>	a) Must support ``Direct Connect`` command b) Must include 19" Rack Brackets c) Must include RJ-45 to DB9 adapters			