



RETURN BIDS TO:

RETOURNER LES SOUMISSIONS À:

**Bid Receiving - PWGSC/Réception des soumissions -
TPSGC**

11 Laurier St. / 11, rue Laurier

Place du Portage, Phase III

Core 0B2 / Noyau 0B2

Gatineau

Quebec

K1A 0S5

Bid Fax: (819) 997-9776

SOLICITATION AMENDMENT

MODIFICATION DE L'INVITATION

The referenced document is hereby revised; unless otherwise indicated, all other terms and conditions of the Solicitation remain the same.

Ce document est par la présente révisé; sauf indication contraire, les modalités de l'invitation demeurent les mêmes.

Comments - Commentaires

THIS DOCUMENT CONTAINS A SECURITY REQUIREMENT.

Vendor/Firm Name and Address

**Raison sociale et adresse du
fournisseur/de l'entrepreneur**

Issuing Office - Bureau de distribution

P3 Procurement Directorate/Direction des
approvisionnements en P3

11 Laurier St. / 11, rue Laurier

Place du Portage, Phase III

Gatineau QC

Gatineau

Quebec

K1A 0S5

Title - Sujet Request for Qualification - ESAP	
Solicitation No. - N° de l'invitation EP635-173247/B	Amendment No. - N° modif. 006
Client Reference No. - N° de référence du client 20173247	Date 2017-10-18
GETS Reference No. - N° de référence de SEAG PW-\$\$NB-011-73350	
File No. - N° de dossier nb011.EP635-173247	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2017-11-01	Time Zone Fuseau horaire Eastern Daylight Saving Time EDT
F.O.B. - F.A.B. Plant-Usine: <input type="checkbox"/> Destination: <input checked="" type="checkbox"/> Other-Autre: <input type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: Malik, Manu	Buyer Id - Id de l'acheteur nb011
Telephone No. - N° de téléphone () - ()	FAX No. - N° de FAX () -
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction:	

Instructions: See Herein

Instructions: Voir aux présentes

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

This amendment is raised to answer questions and modify the RFQ (Items 1 to 17 of this document), as detailed below.

Question 30:

Can the sponsors please confirm the weighting attributed to the sub-sections in B-1.1, B-1.2, C-1.1, C-1.2, D-1.1 and D-1.2?

For example, in B-1.1 Comparability, is '1. Similar climate and jurisdiction' weighted the same as '2. Energy services provided, energy source and capacity of primary equipment and design'?

Answer 30:

There will be no direct weighting attributed to the sub-sections in B-1.1, B-1.2, C-1.1, C-1.2, D-1.1 and D-1.2. These criteria will be evaluated using a holistic approach.

Question 31:

To ensure a competitive pool of Respondents to the RFQ, will the Crown consider extending the Response Submission Deadline to November 17th?

We feel that an extension to the RFQ timeline will provide Respondent teams the appropriate amount of time required to diligently respond to the RFQ requirements.

Answer 31:

No. An extension to the RFQ Response Submission Deadline will not be considered.

Question 32:

Could you please define the "Pass/Fail evaluation" for the financial parameters on page 56 of the RFQ document?

A Prime Member with revenues of \$149M (an average of the last 3 years) would receive a "Fail" on a Pass/Fail basis. In determining financial metrics and based on Scale D-3, an O&M Prime Member with Revenues of \$149M would get a rating of 2.

What are the consequences of a Prime Member or Equity Member not meeting the Revenue or Liquidity parameters defined on page 56?

Could you also specify if the metrics and ratios mentioned in Scale D-3 are based on 3-year averages?

Answer 32:

The pass/fail evaluation under Criteria E-1 will be calculated as follows:

- Total revenues for each discipline is the sum of the revenues of each Prime Member in that discipline multiplied by their proportionate share of that discipline. For example, if there were two O&M Prime Members, each with 50% of the O&M work, the total revenues for the pass/fail evaluation would be calculated as follows:
 - Company A, three year average revenues = \$130M, proportionate share = $\$130\text{M} \times 50\% = \65M ;
 - Company B, three year average revenues = \$300M, proportionate share = $\$300\text{M} \times 50\% = \150M ; and
 - Total revenues for evaluation purposes = $\$65\text{M} + \$150\text{M} = \$215\text{M}$.
- Total Liquidity of the Equity Members is calculated using the same proportionate share methodology.

If the Respondent receives a “Fail” grade on any of the revenue or Liquidity parameters, the Respondent will, as a result, be prevented from becoming a Qualified Respondent.

The metrics and ratios in Scale D-3 are based on an average of the last three (3) financial years for each Prime Member.

1) At RFQ Section 1.4.6. Activities Outside the Private Partner's Responsibilities - Building Conversions

Delete: "The implementation of the LTHW technical solution for the future heating service capability in the NCR means that all Service Area buildings and future connected buildings must be capable of using LTHW heating. Canada is in the process of undertaking the LTHW heating building conversions for all connected federal buildings. The building conversions will address existing building deficiencies in individual buildings including installation of cooling ETSS. The building conversion plan will be provided at the Request for Proposal (RFP) stage. The building conversions are scheduled to be completed before the Substantial Completion of the Private Partner's Design and Construction Phase scope of work."

Insert: "The implementation of the LTHW technical solution for the future heating service capability in the NCR means that all Service Area buildings and future connected buildings must be capable of using LTHW heating. Canada is in the process of undertaking the LTHW heating building conversions for all connected federal buildings. The building conversions involves preparing the buildings to accept LTHW as a heating medium instead of steam and installing cooling ETSS. The building conversion plan will be provided at the Request for Proposal (RFP) stage. The building conversions are scheduled to be completed before Substantial Completion. Notwithstanding that building conversion work for buildings currently connected to the Existing Infrastructure is anticipated to be outside of the Private Partner's core responsibilities, Canada may include in the Project Agreement an option, which may be exercised at Canada's discretion, to perform some building conversion work. Further details will be set out in the RFP and Project Agreement."

2) At RFQ Section 1.5.8. – Expansion

Delete: "The Private Partner may be required by Canada to take on additional design, construction, operation and maintenance activities during the O&M Phase. A change mechanism within the Project Agreement will establish the procurement and pricing methodology for these changes."

Insert: "The Private Partner may be required by Canada to take on additional design, construction, operation and maintenance work related to the expansion of the District Energy Infrastructure within the NCR and other associated activities such billing or desk services. The Project Agreement will set a change mechanism which will include the procurement and pricing methodology for these changes; and may include incentives in the payment mechanism to enhance expansion of the District Energy Infrastructure."

3) At RFQ Section 4.3. – Qualified Respondent, Section 4.3.1.

Delete: To be considered a Qualified Respondent, a Respondent must submit a Response that:

- a. is in accordance with Sections 3.4.1 and 3.4.2; and
- b. obtains the required minimum scores where applicable in Appendix C – Rated Evaluation Criteria and Submission Requirements.

Insert: To be considered a Qualified Respondent, a Respondent must submit a Response that:

- a. is received at the Delivery Address before the Response Submission Deadline and is in accordance with Section 3.5.;
- b. receives a “Pass” grade for mandatory evaluation criteria E-1.1; and
- c. obtains the required minimum scores where applicable in Appendix C – Rated Evaluation Criteria and Submission Requirements.

In addition, the Respondent must submit all forms and certifications required by Appendix B (B-1 to B-5), noting that such forms and certifications may be submitted after the Response Submission Deadline in accordance with section 3.5.1.

4) At RFQ Appendix A – Definitions and Interpretation

Insert: Bidder means a Respondent.

5) At RFQ Appendix A – Definitions and Interpretation

Insert: Liquidity means cash, cash equivalents and undrawn credit facilities.

6) At RFQ Appendix B – Forms and Certification, Instructions, Section 1

Delete: Respondents must provide the required forms, certifications and documentation as set out herein.

Insert: Respondents should provide the required forms, certifications and documentation as set out herein.

7) At RFQ Appendix B – Forms and Certification, Form B-3: Corporate Profile, Section 1.1.

Delete: Respondents must provide a corporate profile that will introduce the Respondent and each Equity Member, Prime Member and the Key Individuals (including the Key Individual’s respective organizations if not employed by an Equity or

Prime Member) and the roles for each as identified in the forms and certifications. This information will not be rated and will be shared with the Evaluation Committee.

Insert: Respondents should provide a corporate profile that will introduce the Respondent and each Equity Member, Prime Member and the Key Individuals (including the Key Individual's respective organizations if not employed by an Equity or Prime Member) and the roles for each as identified in the Forms and Certifications. This information will not be rated and will be shared with the Evaluation Committee.

8) At RFQ Appendix B – Forms and Certification, Form B-4: Directors of the Respondent Team

Delete: The following are the names of all individuals who are currently members of the boards of directors of Prime Members and Equity Members of the Respondent Team. Respondents submitting as sole proprietorship must provide the name of the owner:

Insert: The following are the names of all individuals who are currently members of the boards of directors of Prime Members and Equity Members of the Respondent Team. Respondents submitting as a sole proprietorship should provide the name of the owner.

9) At RFQ Appendix C – Rated Evaluation Criteria and Submission Requirements, Section 1 – Instructions to Proponents, Replace Section 1.7

Delete: Projects may be referenced in response to more than one submission requirement. However, Respondents should complete one (1) project experience form for each reference to a project (even if the project is referred to more than once) and not cross-reference projects referred to in answers to other sections. For example, if a project is referenced in a Respondent's response to Section B-2 and the Respondent intends to use the same project in its response to Section C-2, the Respondent shall complete a separate project experience form for each of Section B-2 and Section C-2.

Insert: Reference projects may be cited in response to more than one criteria. However, Respondents should complete one (1) project experience form for each individual citation and not point to reference projects cited in response to other criteria. For example, if a reference project is cited in a Respondent's response to criteria B-2 and the Respondent intends to use the same reference project in its response to criteria C-2, the Respondent shall complete one project experience form for criteria B-2 and one project experience form for criteria C-2.

10) At RFQ Appendix C – Rated Evaluation Criteria and Submission Requirements, Section 2 - RFQ Evaluation Summary, Section 2.2

Delete: Respondents will have their Responses evaluated in accordance with the criteria and weight factors indicated in Table 1 below. To be considered as a Qualified

Respondent, Responses must obtain the minimum weighted scores specified. Failure to achieve the applicable minimum score will prevent a Respondent from proceeding further in the evaluation process.

Insert: Responses will be evaluated in accordance with the criteria and weight factors indicated in Table 1 below. If a Response fails to meet the minimum score requirements identified in Table 1, or receives a “Fail” grade for mandatory evaluation criteria E-1.1, the Respondent will, as a result, be prevented from becoming a Qualified Respondent.

11) At RFQ Appendix C – Rated Evaluation Criteria and Submission Requirements, Section 2 - RFQ Evaluation Summary

Insert: 2.3.4. The reference projects provided in relation to criteria E-3 Financing Experience will be evaluated collectively.

12) At RFQ Appendix C – Rated Evaluation Criteria and Submission Requirements, replace Table 1 with:

RATED EVALUATION CRITERIA		WEIGHTING	MINIMUM SCORE
A: Team Partnering		Total: 10	N/A
A-1 Respondent Team Composition, Structure and Approach		2	
A-2 Experience Working Together		4	
A-3 Key Individuals		4	
B: Design Capability and Experience		Total: 20	12/20
B-1 Experience	B-1.1 Comparability	5	
	B-1.2 Capability	5	
B-2 Approach		3	
B-3 Key Individuals		7	
C: Construction Capability and Experience		Total: 20	12/20
C-1 Experience	C-1.1 Comparability	5	
	C-1.2 Capability	5	
C-2 Approach		3	
C-3 Key Individuals		7	
D: Operations and Maintenance Capability and Experience		Total: 35	21/35
D-1 Experience	D-1.1 Comparability	10	
	D-1.2 Capability	10	
D-2 Approach		5	
D-3 Key Individuals		10	

E: Financing Capability and Experience		Total: 15	9/15
E-1 Financial Capacity	E-1.1 Mandatory evaluation	Pass/Fail	Pass
	E-1.2 Rated evaluation	5	
E-2 Financial Approach		2	
E-3 Financial Experience		3	
E-4 Key Individuals		3	
E-5 Ability to Secure Guarantees and Obtain Insurance		2	

13) At RFQ Appendix C – Rated Evaluation Criteria and Submission Requirements, Sub-Package B - Design Capability and Experience, B-1.1 Comparability, 2.i.

Delete: reference projects that involve design of thermal energy generation, distribution and transfer of energy to customers, where systems serving multiple independent customers will be considered to be comparable;

Insert: reference projects that involve the design of thermal energy generation, distribution and transfer of energy to customers, where systems serve multiple independent customers;

14) At RFQ Appendix C – Rated Evaluation Criteria and Submission Requirements, Sub-Package E – Financial Capability and Experience, E-1 Financial Capability, Evaluation Criteria, Section 1

Delete: Pass/fail evaluation: based on the following financial parameters and ratios (average of the last three (3) financial years)

Insert: Mandatory evaluation criteria - Pass/fail evaluation: based on the following financial parameters and ratios (average of the last three (3) financial years)

Note: If a Response receives a “Fail” grade for mandatory evaluation criteria E-1.1, the Respondent will, as a result, be prevented from becoming a Qualified Respondent.

15) At RFQ Appendix E – RFQ Standard Instructions, Section 17.1., 2nd sentence

Delete: Except as expressly stated in this RFQ and subject to the ATI or other applicable Laws, all documents and other records submitted in response to this RFP will be considered confidential; however such information or parts thereof may be released pursuant to requests under the ATI, other applicable Laws or court/tribunal order.

Insert: Except as expressly stated in this RFQ and subject to the ATI or other applicable Laws, all documents and other records submitted in response to this RFQ will be considered confidential; however such information or parts thereof may be released pursuant to requests under the ATI, other applicable Laws or court/tribunal order.

16) Within RFQ Appendix E – RFQ Standard Instructions, Section 12. – Integrity Provisions replace all of the instances of the term “Respondent” with “Bidder”. This change only applies to Appendix E, Section 12.

17) Within RFQ Appendix E – RFQ Standard Instructions, Section 15.1.1 and Section 15.4, replace all instances of “Representatives” with “representative”.

ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED.