

STATEMENT OF REQUIREMENTS  
SUPPLY OF MARINE EVACUATION SYSTEM  
ABOARD OF THE VESSEL MADELEINE



GRUPE CTMA | MADELEINE

For



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# 1 Background

## 1.1 Mandate

The roll-on/roll-off (RoRo) passenger vessel C.T.M.A. Madeleine, owned by Transport Canada (TC) is in need of replacement of its Marine Evacuation Systems (MES). The vessel is currently fitted with MES systems which, although compliant with the applicable regulations and requirements, are approaching the end of their service life. This vessel is operated by a third party under charter party agreements (C.T.M.A).

## 1.2 Madeleine Marine Evacuation System Replacement

The Madeleine, operated by Coopérative de Transport Maritime & Aérien (CTMA), provides service between Cap-aux-Meules, Iles de la Madeleine, Québec and Souris, Prince Edward Island. The ship operates April to mid-January each year depending on ice conditions. The vessel is 'in-class' and delegated to Lloyd's Register.

The Madeleine is certified to carry 750 passengers and 50 crew members, or 768 passengers and 32 crew members, for a total complement of 800 persons. The ship sails between Cap-aux-Meules (Québec) and Souris, Prince-Edward-Island. According to Canadian marine classification, this vessel is classified under Home Trade Class II. Therefore as per the C1436 Life Saving Equipment Regulation, this ship is a Class II Ship.

The Marine Evacuation Systems that need to be replaced each comprise the two chutes and the sixteen (16) life rafts and associated cradles. The eight (8) life rafts (25 persons) and davits installed on the aft end of the vessel will remain on board and not be replaced. The actual rescue boats are to be kept and the new supplied MES system associated rafts must be towable by the present rescue boats now fitted.

### 1.2.1 Vessel's Particulars

Official/ IMO Number	820241 / 7915228
Service	Iles-de-la-Madeleine, QC to Souris PEI
Operator	CTMA
Period of Operation	10-month service (April – January)
Length of Crossing	146 km
Capacity	
• Persons	800
• Passengers	750
• Automobiles	200
• Tractor -Trailers	25
Car Decks	3
Year Built	1981
Gross Tonnage	10024 tons
Net Tonnage	3007 tons
Length Overall:	116.24 m
Breadth	18.51 m
Draft Maximum:	4.995 m
Depth	12.55 m
Fuel Type and Quantity	Diesel – 5,213,062 litres
<b><i>Life Saving Information :</i></b>	
Passengers	750 or 768
Crews	50 or 32
Complement	800
Class of Voyage	Near Coastal 1, limited to Home Trade II

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<i>MES System:</i>	DBC MSS Type 1, 14679 C/W one platform
Weight	Approx. 1400 kg
Chute system	Single
Capacity	400 in 30 minutes (each MES)
MES rafts	None
Freeboard height	13.44 meters
Life rafts	8 X 50 persons DBC (per side)
Life rafts (under davit)	8 X 25 persons (not incl. in total count for 1
<i>Rescue Boat:</i>	2 of
Type	Hurricane 533 FRC, C/W Yamaha outboard
Capacity	6 persons each
Life Jackets	<p>a. Mustang standard adult, over 40 kg, D.O.T. (can) approval 29-10-001/00a</p> <p>b. Mustang Floater, SOLAS model, MD8000, adult over 32 Kg</p> <p>c. Buoy O Boy, standard adult over 40 kg, D.O.T. (Can) approval T.C. 013.010.003ns</p> <p>d. Helly Hansen, standard adult, over 40 kg, D.O.T. (Can) approval T.C.013.010.007, ULC L-5938</p>

## 2 General information

### 2.1 Purpose

The purpose of this Statement of Requirements is to solicit an organization (Manufacturer and/or Supplier) specializing in Marine Evacuation Systems to supply the necessary equipment aboard the vessel Madeleine. The Supplier will supply the lifesaving equipment, and also provide a quotation for the Original Equipment Manufacturer (OEM) Field Service Representative (FSR) for installation supervision and final testing of the units.

Delivery will be required at Verreault Navigation, 127, rue du Quai, Les Méchins, Québec, on or before March 30<sup>th</sup>, 2018.

The successful contractor is responsible for the supply and delivery of the new systems (MES and life rafts) to Verreault Navigation, QC including any and all transportation, duties and taxes.

The successful contractor is responsible to ensure that all of the supplied equipment is approved by a Class Society acting as a Recognized Organization (RO) for Transport Canada Marine Safety and Security (TCMSS) and accepted by Lloyd's Register. The MES and all supplied equipment should meet the requirements of section 4 of this Statement of work.

Space allotted for muster station and area for new MES installation is already determined and all new equipment will need to respect the actual space available while allowing for safe access to the surrounding area.

The proposed MES must currently be in marine service and must have Original Equipment Manufacturer (OEM) representation in Canada. The manufacturer's appointed service organization must hold a stock of essential spares and be capable of providing qualified field service representatives (FSRs), thorough component documentation support, with the capability to provide technical support for standard overhaul as well as repair. The service organization must be capable of delivering these services and parts to Madeleine Islands, QC, as well as all major shipyards located on the eastern seaboard of Canada.

## **2.2 Bid Submission Package**

The bidder shall endeavor to include within the bid submission package a completed reference document entitled "Requirements Reference Section" which will serve to indicate the page and paragraph number within the bid submission package where the requirements stated within this specification are met. A copy of the template for this document is included in the solicitation documents.

The bidder must supply one copy of each of the following:

Technical data listed in Part 3 of this SOR.

Regulatory Compliance documentation with reference to Part 4 of this SOR.

Manufacturers published installation instructions and maintenance schedule for the proposed marine evacuation systems.

Manufacturers published sales, technical specifications and detailed launching instructions for the proposed equipment.

Quotation for supply of Original Equipment Manufacturer (OEM) trained Field Service Representative (FSR) for the installation and testing and training of the MES system proposed. Contractor shall also advise of the location of the FSR in Canada and the service standard response time for an onsite FSR.

OEM field service rates (current) for annual inspection and rates for deployment, re-packing and re-certification. The cost of the annual rates and one deployment and re-certification following deployment shall be itemized separately and included in the bid. An estimate should be provided for the normal period of time required for recertification for both annual and post deployment. Note the cost of transportation and travel is excluded.

A diagram of the proposed MES system indicating the location of the MES units and life rafts as well as location of bowsing tackle and proposed new life rafts.

## 3 Description of Work

### 3.1 Existing Equipment

The two (2) new MES systems complete with, cables, bowing winches, wires and pulleys, are to be capable of being installed in a similar location to the existing MES units, located on boat deck, port and starboard (approx. frame 66).



*Figure 1: Starboard MES, on boat deck*



Figure 2: chute, with inboard door open

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Figure 3: bowing winch with vertical & horizontal pulleys

The sixteen (16) existing DBC life rafts, located on each side of MES systems on Navigating deck, eight (8) on port and eight (8) on starboard, are to be replaced. Currently there are four (4) existing launching racks welded to decks, via 4 square channels (2 on boat deck and 2 on navigating deck) and 4 doubler plates/stands (*see figure 4*). The contractor is to advise if the existing life raft launching racks are recommended for re-use with the new life rafts to be provided.



Figure 4: Starboard life raft rack, with 4 X 50 person's rafts

### 3.2 Equipment to be supplied

The contractor shall supply two (20 NEW MES systems (Open Deck installation) that will be purchased via this Statement of Requirements. Equipment to be supplied:

- Two (2) Class approved MES systems (chutes or slides), in same area as existing MES systems for a total complement capacity of 800 persons, 400 each side (the 25% extra capacity is accommodated by the existing 8 x 25 persons davit launched life rafts).
- Bowsing pulleys, cables, bowsing line stowage profiles and hard points to suit new equipment
- Life rafts to match the vessel's required complement per side. All supplied equipment should meet the requirements of LSA Code and the standards as per section 4 of this specification.
- Design and cost estimate for the required launching racks (port and Starboard) to accommodate the proposed life rafts
- Pipe work for release system (if needed) to be stainless steel or alternatively corrosion resistant
- Local release & control stations for MES
- Quotation for Manufacturer's Factory Trained FSR to be on site and installation to meet all Manufacturer's requirements.

### 3.2.1 Functionalities of new MES systems and accessories

- The MES installed must be able to evacuate at minimum the required complement of 800 persons within 30 minutes
- The MES shall utilize a slide or helical slide chute method with dual slides or chutes (each unit) (note only a slide or helical slide type chute will be accepted).
- All supplied life rafts to be enclosed (canopied) and self-righting with B Packs. Rafts included are:
  - rafts part of MES
  - and extra throw over (link) rafts
- Size of new MES must be similar to old model, as deck area needs to be similar. . Approximate dimensions of old MES: 1.63 m long X 1.5 m wide X 2.23 m high, weight: 1400 kg,
- Freeboard height of vessel is 13.44 meters, in lightest Seagoing Condition
- Total (MES & link) number of proposed life rafts to be 10 or less (maximum five (5) life rafts per side)
- MES system shall be capable of being deployed from the ship under unfavourable conditions of trim up to 10 degrees and list up to 20 degrees either way.
- The MES descend slide or chute must be deployed with a minimum of one self-righting canopied life raft connected integral to the system.
- The bidder shall advise if the MES system is compatible with the lifejackets presently fitted on the vessel, see section 1.2.1. This information shall be confirmed in the bid package.

## 4 General Requirements and Standards

### 4.1 Regulatory, Classification and Standard Requirements

- 1) The Marine Evacuation Systems (MES) are required to be 'Type Approved' by one of the Recognized Organizations (RO) approved by Transport Canada Marine Safety and Security within the Delegated Statutory Inspection Program (DSIP) and accepted by Lloyd's Register.
- 2) The vessel Madeleine is 'in-Class' with Lloyd's Register and delegated under Transport Canada Marine Safety and Security's (TCMSS) Delegated Statutory Inspection Program (DSIP). The MES system and life rafts must meet the requirements of Lloyd's Register and TCMSS.
- 3) The requirements of the following standards must be complied with for the MES and life rafts. Current editions of documents at the time of solicitation are to be used.
  - a) IMO International Convention for the Safety of Life at Sea (SOLAS)
  - b) IMO Life Saving Appliances (LSA) Code, including the latest Recommendations of the Code. In particular Resolution MSC. 81(70): International Marine Organization Resolution MSC.81(70) entitled *Revised Recommendation on Testing of Life-Saving Appliances* and appendices, as amended.
  - c) Rules and Regulations for the Classification of Ships (Lloyds Register).
  - d) Canada Shipping Act, 2001 (CSA 2001)
    1. Life Saving Equipment Regulations
    2. Marine Machinery Regulations
    3. Hull Construction Regulations
    4. Vessel Pollution and Dangerous Chemicals Regulations
  - e) Transport Canada Publications
    5. TP127 – Ships Electrical Standards
    6. TP14475 – Canadian Life Saving Appliance Standard
    7. TP 14612 - Approval Procedures for Life Saving Equipment and Structural Fire Protection Products
  - f) LR requirements.

- 4 All materials supplied and work carried out by Contractor shall be adequate to meet the following service conditions:
- a) outside air temperature of minus (-) 30° C to plus (+) 35° C;
  - b) wind velocity of 50 knots;
  - c) water temperature of minus (-) 2° C to plus (+) 30° C;

## 5 Experience

The Contractor's professional experience, expertise and qualifications are the key to a successful outcome. As such, the Contractor/Supplier shall have previous experience in the procurement of similar lifesaving systems on board vessels of comparable size and complexity as the CTMA Madeleine. The Contractor/Supplier shall also have to verify the availability of qualified personnel/resources in Eastern Canada/Iles-de-la-Madeleine/Québec to provide warranty, maintenance and repair services for the future.

## 6 Supplied info + Drawings

The following documentation will be supplied to the bidders:

Supplied drawings Madeleine .....

- a) MV Madeleine, Life-Saving Appliances Plan 9765-01 (1)
- b) MV Madeleine Principal Particulars (General Arrangement)
- c) Ajout de Protection Structurale au Borde pour les Postes de Mise a l'eau, 1802-97-013 (1)
- d) Détails Des Renforts Aux Assises Des Chutes D'Evacuation 1802 97 011
- e) Plan de Localisation des Principaux Equipements de Sauvetage 1802-97-007 (1)

## 7 Responsibilities of Contractor and TC

The Contractor is to ensure that all components of the supplied systems, connections and associated components are approved by a Class Society acting as a Recognized Organization (RO) for TCMSS and accepted by Lloyd's Register. Additionally the MES should meet the LSA Code and be certified for use in Canada as per TP14612 and TP14475, as well as meeting the Life Saving Equipment Regulations.

The Contractor is responsible for all costs relating to the certification of the system and the witnessing of the Factory Acceptance Testing by Class.

The contractor is to supply to TC a copy of the Class Compliance Certificate from LR for the MES and life rafts. The Contractor is to supply to TC a copy of the Factory Acceptance Test Certificate (or type approved) for the equipment.

After a contract award, the Government of Canada will not consider any requests to amend the contract basis of payment to allow the Contractor to recover any costs associated with a change in the location where the required services are provided.

The supply of the MES systems and life rafts is to be delivered to Verreault Navigation, 127, rue du Quai, Les Méchins, Québec, on or before March 30<sup>th</sup> 2018.

## 8 Imposed Constraints

Decisions concerning the revision or definition of key search criteria, as well as contractual obligations and requirements, are excluded from the contractor's services. Contractor personnel must limit themselves to provide comments and recommendations only to the Technical Authority on these issues.

The personnel of the Contractor providing the services must be independent of direct control by servants of Canada are not in any respect employees or servants of Canada.

All drawings, reports, data, documents or materials, provided to the Contractor by the Government of Canada remain the property of Canada and will be used solely in support of this requirement. The Contractor is required to safeguard the preceding information and materials from unauthorized use and must not release them to any third party, person or agency without the express written permission of the Technical Authority. Such information and material must be returned to the Technical Authority upon completion of the services or when requested by the Technical Authority.

All correspondence, either initiated by the Contractor personnel or by any section of TC, must be submitted to the Technical Authority. Correspondence is defined as records of conversations or decisions as well as any written correspondence in any format.

The Technical Authority or other authorized departmental government representative must have access at all times to the work that is being performed.

The Contractor must ensure that their personnel do not use Government of Canada or TC designations, logos or insignia on any business cards, cubicle/office signs or written/electronic correspondence that in any manner lead others to perceive contracted personnel as being an employee of Government of Canada.

## 9 Deliverables

The deliverables must be in the form of services provided to the Technical Authority in accordance with the assessment and the products generated thereof.

A meeting will be arranged at the Contractor's place of work, or via teleconference with the Technical Authority to discuss the project and deliverables. The Contractor will need to supply to the Client the following:

### **Before ordering MES equipment and life rafts**

- Conceptual arrangement drawing of MES and life rafts (modified GA of vessel)
- Evacuation procedure utilized with this type of MES (ex. minimum personnel to deploy, etc.)
- Technical documentation of proposed equipment
- Client will then comment on proposed equipment and approve conceptual GA drawing

The supply of MES and life rafts as required by this SOR. The successful contractor is responsible for the supply and delivery of the new systems (MES and life rafts) to Verreault Navigation, QC including any and all transportation, duties and taxes on or before March 30<sup>th</sup> 2018.

The contractor is to provide a quote for provision of service technicians (FSR) for the installation phase and completion of acceptance tests for a period sufficient to satisfy the classification and regulatory requirements, and to demonstrate the requirements of this SOR are met. Tests will be in accordance with the LSA Code and Life Saving Equipment Regulations.

Two (2) copies of installations and operational manuals (in English and French) in a bound paper format, explaining the details of the installation and operation of the system as well as maintenance and parts listing. In addition, one electronic PDF copy of the manual is to be supplied (in French and English). This includes copies of Type Examination Certificates for FAT, and installation drawings and instructions.

The contractor is to quote on the supply of two (2) independent (French and English) sessions of training and familiarization of the MES system and its operation for the two (2) crews of the vessel. A training DVD (or other electronic format) (French and English) will also be supplied to Client.

Unless otherwise specified by the Technical Authority, two hard copies and one soft copy of the deliverables must be provided to the Technical Authority. Soft copy deliverables must be provided electronically. Deliverables must be provided according to the following format: MS Word and/or Adobe Acrobat. Other formats may be accepted if approved by the Technical Authority.

The Contractor should be aware that the deliverables provided may form part of a subsequent specification or information package provided to another entity.

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## Certifications

- The Contractor shall obtain and provide to TC and /LR all required technical Certifications as specified in the applicable rules and codes. These shall include but not be limited to the following:
  1. Equipment and Component inspection certificates including all test reports supporting the certifications.
  2. Material test certificates including all test reports supporting the certifications and Type Approval certificates
  3. System Installation inspection certificates including proof of compliance.
  4. Classification approval certificate shall be provided for the new MES.

Two (2) typewritten copies of all above-noted test data must be provided to the Technical Authority (TA) prior to acceptance.

## 10 Basis of payment

The basis of Payment for this contract will be a fixed price including all transportation, duties and taxes.

## Selection Criteria

### Contractor Selection Method

The selected Contractor/Supplier will be determined on the basis of the highest responsive combined rating by a 70/30 percentage ratio of technical merit and price respectively. Final score =

$$\begin{aligned} & \text{Technical merit score} \quad + \quad \text{Lowest Price Score} \\ & (\text{maximum: 100 points}) = \quad (\text{maximum: 70 points}) \quad + \quad (\text{maximum: 30 points}) \end{aligned}$$

#### Lowest Price Score

The lowest priced technically responsive proposal is allocated the maximum of 40 points and other technically responsive proposals are awarded points according to the formula

$$\text{Lowest price score} = \text{lowest priced proposal} / \text{bid price} \times 30$$

#### Point Related Technical Merit Score

The total points are 70

Minimum points to be awarded is 30

The following table illustrates an example where three bids are responsive and the selection of the contractor is determined by a 90/10 ratio of technical merit and price, respectively. The total available point's equal 135 and the lowest evaluated price is \$45,000 (45).

Basis of Selection – Highest Combined Rating Merit (90%) and Price (10%)			
	Bidder 1	Bidder 2	Bidder 3
Overall Technical Score	115/135	89/135	92/135
Bid Evaluated Price	\$55000	\$50000	\$45000
Technical Merit Score	$115/135 \times 90 = 76.66$	$89/135 \times 90 = 59.33$	$92/135 \times 90 = 61.33$
Pricing Score	$45/55 \times 10 = 8.18$	$45/50 \times 10 = 9.00$	$45/45 \times 10 = 10.00$
Combined Rating	84.84	68.33	71.33
Overall Rating	1 <sup>st</sup>	3 <sup>rd</sup>	2 <sup>nd</sup>

Bidder 1 was the most expensive, but technical merit made him win the bid.

## Mandatory Technical Criteria

The bid must meet the mandatory technical criteria specified below. The bidder must provide the necessary documentation to demonstrate compliance with this requirement.

Bids that fail to meet the mandatory technical criteria will be declared non-responsive. Each mandatory technical criterion should be addressed separately. **Bidders must complete the following checklist and include it in the bid submission package.**

### Mandatory Technical Criteria (MT)

Bidder's name:

Date:

Number	Description of Criterion	Met	Not Met	Cross Ref to Proposal
MT1	Bidders must demonstrate completeness and quality of the written proposal. Demonstration of how the requirements are to be met Indicators Respond to Section 9 and describe in writing how each requirement will be met in a thorough, concise and clear manner.			
MT2	Bidders must demonstrate that the MES units are approved and meets all the requirements of Section 4.  Submit documentation from LR that they will provide design assessment and approval according to Lloyd's Register and the requirements of section 4 will be met.			

<b>MT3</b>	Bidders must demonstrate that the new MES at a minimum meets the functionality as described in section 3.2 & 3.2.1. The Contractor must verify and summarize the proposed equipment's functions for items listed in Section 3.2 & 3.2.1			
<b>MT4</b>	<b>The supplied bid must demonstrate the ability to supply, deliver the MES systems + life rafts and design for launching racks on or before March 30<sup>th</sup> 2018.</b>			
<b>MT5</b>	Bidders must demonstrate that they can provide an Eastern Canada FSR to provide support to vessel on designated route Contractor to provide identification and qualifications of the FSR together with contact information			
<b>MT6</b>	The bidder must identify a minimum of six (6) installations in the last ten (10) years by the MES manufacturer. Reference list must also include the current installations of the vendor equipment which has been installed / maintained in Canada by the manufacturer in the last ten (10) years. This must be in the form of objective evidence			

## Technical Merit Criteria

### Technical Merit (TM)

#### TM1 MES Self Contained, fully autonomous single action release

Description of Criteria	Score	Indicators
<p>Bidder will supply an approved MES with total or a combination of autonomous single acting release system</p> <p><b>Total (10 points)</b></p> <p>(0-2 points) Very complex system, quite larger than original, with electrical/hydraulic launch system, needing extra crew to deploy MES</p> <p>(3-6 points) System larger than original, and requires minimal modifications, with assisted release system, requiring 2-3 crew participation for deployment</p> <p>(7-10 points) Compact all-in-one stowage, minimal footprint, and single action release (no electrical/hydraulics) requiring minimal crew participation</p>		

#### TM2 Self Aligning/Tensioning Bowsing System

Description of Criteria	Score	Indicators
<p>Bidder supplied MES with functional bowsing system:</p> <p><b>Total (10 points)</b></p> <p>(2 points) Bowsing system is manual, with no self-aligning</p> <p>(6 points) Bowsing system has automatic function for alignment</p> <p>(10 points) Bowsing system is completely automatic for self-aligning and tensioning</p>		

**TM3 Return to vessel via chute or slide**

Description of Criteria	Score	Indicators
<p>MES will be designed to permit crew to re-embark on vessel, and/or help passengers evacuate vessel</p> <p><b>Total (4 points)</b></p> <p>(0 – 2 points) MES has means to permit crew or passengers to return to ship via slide or chute with harness</p> <p>(3 - 4 points) MES permits crew to return to vessel during an evacuation and/or aid personnel recovery via chute or slide in a fast and effective manner</p>		

**TM4 Heavy Weather testing**

Description of Criteria	Score	Indicators
<p>MES manufacturer provides documentation to confirm Heavy Weather tested in excess of Beaufort 6 wind forces (as per LSA Code)</p> <p><b>Total (4 points)</b></p> <p>(1-4 points) MES tested to more than Beaufort 6 weather conditions as per LSA code requirements.</p>		

**TM5 Size of crew for safe deployment**

Description of Criteria	Score	Indicators
<p>Bidder to clearly identify personnel and duties required to deploy and evacuate MES including life raft personnel</p> <p><b>Total (10 points)</b></p> <p>(1-4 points) MES deploys chute/slide + integrated life raft initially and needs throw over rafts to complete evacuation (need very little personnel)</p> <p>(5-10 points) MES deploys chute + totality of necessary life rafts (need minimal personnel)</p>		

**TM6 Technical assistance response**

Description of Criteria	Score	Indicators
<p>Supplier to be able to supply a Field Service Representative to assist vessel, within 48 hours. Service depot is located in Eastern Canada</p> <p><b>Total (6 points)</b></p> <p>(1 point) FSR available and dispatched within 48 hours or more</p> <p>(4 points) FSR available and dispatched within 36</p> <p>(6 points) FSR available and dispatched within 24 hours</p>		

**TM7 Servicing (Annual and post Deployment)**

Description of Criteria	Score	Indicators
<p>Time normally required in OEM service facility to inspect and re-certify MES following deployment. (Transportation excluded)</p> <p><b>Total 6 Points</b></p> <p>0 (10 or more days)</p> <p>1-3 ( 5-9 days)</p> <p>4-6 (4 days or less)</p>		

**TM8 MES Facilitates evacuation of disabled and injured persons**

Description of Criteria	Score	Indicators
<p>System readily facilitates evacuation of disabled or injured persons and allows for assisted decent and good communication with ship's personnel.</p> <p>Bid submission to demonstrate</p> <p>Total ( 6 ) points</p> <p>Demonstrate easily crew assisted descent of disabled of injured passenger (0-4 points)</p> <p>Demonstrates assistance while allowing for good communication and visual contact (0-2 points)</p>		<p>Demonstrates assisted descent</p> <p>Accommodates stretcher</p> <p>Allows for good communication with ship's personnel including line of sight</p>

**TM 9 MES Slide/chute Provides Protection from Elements**

Description of Criteria	Score	Indicators
<p>The MES slide or chute is enclosed and provides protection from elements during decent</p> <p>Total (8 Points)</p> <p>(0-4 Points) Slide or chute provides partial protection</p> <p>(4-8 Points) Slide or chute is totally enclosed and provides good protection from elements</p>		

**TM 10 Anticipated Service Cost**

Description of Criteria	Score	Indicators
<p>Present cost for OEM FSR service (as quoted) by MES OEM supplier for annual and service following deployment</p> <p>Total (6 Points)</p> <p>Cost for annual x 6 + deployment (1) = Total</p> <p>(0-4 pts) Low Total/quoted Total X 6</p> <p>(6 pts) Low total</p>		