



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

Vendor/Firm Name and Address

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

Issuing Office - Bureau de distribution

**Marine Chartering Services Directorate/Direction des
services d'affrètements maritime**

11 Laurier St./ 11, rue Laurier

Place du Portage, Phase III, 6C2

Gatineau

Quebec

K1A 0S5

Title - Sujet Emergency Towing Vessels	
Solicitation No. - N° de l'invitation F7017-160056/C	Amendment No. - N° modif. 005
Client Reference No. - N° de référence du client F7017-160056	Date 2018-02-23
GETS Reference No. - N° de référence de SEAG PW-\$\$MB-003-26699	
File No. - N° de dossier 003mb.F7017-160056	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2018-03-20	
Time Zone Fuseau horaire Eastern Standard Time EST	
F.O.B. - F.A.B. Plant-Usine: <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: Aubin, Marc A.	Buyer Id - Id de l'acheteur 003mb
Telephone No. - N° de téléphone (819) 420-5452 ()	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 number 005 is raised to (1) provide a copy of the Bidders' Conference presentation, (2) provide a list of companies and its representative that participated at the Bidders' Conference including WebEx, (3) make modifications to the Request for Proposal (RFP) and (4) answer questions from the industry all as follows:

Modifications to the RFP

Modification #10 – Article 7.19 (Basis of Payment) (i) (a) and (b) only is deleted in its entirety and replaced with the following:

- (i) **ETV Services:** For providing on delivery the services of the fully crewed Emergency Towing Vessels that both meet the baseline requirements and perform the activities as described in Annex A ("ETV Services"), this also includes the required mobilisation work, the accommodation for one CCG officer on the vessel for 365 days a year, all required plans and report, all customs duties, all permits, import duties (including costs involved in establishing temporary or permanent importation bonds), and clearance expenses and equipment, required for or arising out of this Contract, Canada will pay in arrears the firm all-inclusive daily rate set out in Annex B, FOB destination, Applicable Taxes extra.
- (ii) **ETVs during optional years:** If Canada exercises its option for providing on delivery the services of the fully crewed Emergency Towing Vessels that both meet the baseline requirements and perform the activities as described in Annex A ("ETV Services"), this also includes the required mobilisation work, the accommodation for one CCG officer on the vessel for 365 days a year, all required plans and report, all customs duties, all permits, import duties (including costs involved in establishing temporary or permanent importation bonds), and clearance expenses and equipment, required for or arising out of this Contract, Canada will pay in arrears the firm daily rate set out in Annex B, FOB destination, Applicable Taxes extra.

Questions and Answers

Question #14

What is "Government Furnished Equipment" in MR 10 of the baseline requirements?

Answer to question #14

Please refer to section 2.4.3 for Annex A - Statement of Work.

Question #15

Is this vessel subject to West Coast towboat regulations for crewing including hours of rest and lay day requirements?

Answer to question #15

As per section 2 a) of Appendix A to Annex A, the Vessel must comply with all relevant regulations for operating a towing vessel in Canada's Pacific region.

Question #16

Please provide further clarification of the expectations for "Maintaining a patrol" as laid out in Appendix b to Annex A as this impacts total fuel consumption and engine hours considerably. How wide are we to range on this patrol, what is the expected patrol speed? How many days from port are patrols to last? What is acceptable turnaround time?

Answer to question #16

The overall patrol areas for the ETV's are provided graphically in the RFP Appendix B to Annex A, Article 3.6 "Area of Operation". Individual patrols will be defined within those areas at the time of tasking by the Regional Operations Centre and the scope (coverage area and duration) will depend on operational requirements at the time. Patrols will not be planned to exceed the vessel's crew change requirements. Patrols are normally conducted at economical speeds unless a specific tasking or, response to an emergency dictates otherwise. Likewise, turnaround time will depend on operational requirements at the time a patrol ends and/or crew change occurs.

Question #17

RR-10 - What is the reason for CCG requiring the Azimuth Stern Drive Propulsion? Which performance criteria are to be met?

Answer to question #17

As a rated requirement, CCG wishes to introduce azimuthing propulsion into the CCG fleet to expose seagoing personnel to new technology in advance of delivery of the first Offshore Oceanographic Science Vessel (OOSV). CCG is not seeking to meet any specific Azimuthing Stern Drive propulsion performance criteria at this time.

Question #18

Would Canada accept a different class society than Noble Denton, such as ABS with a towing class "TOW"?

Answer to question #18

No, the classification organization notation does not speak to the overall capability of the individual towing vessel for its intended service. Thus, MR 4 remains unchanged."

Question #19

Please advise what address our response to the RFP should be sent to?

Answer to question #19

As indicated in Article 2.2 of the RFP, bids must be submitted only to Public Works and Government Services Canada (PWGSC)'s Bid Receiving Unit by the date, time and place indicated on page 1 of the bid solicitation, as follows:

Bid Receiving – PWGSC / Reception des soumissions – TPSGC
11 Laurier St. / 11, rue Laurier
Place du Portage, Phase III
Core 0B2 / Noyau 0B2
Gatineau, Québec, K1A 0S5

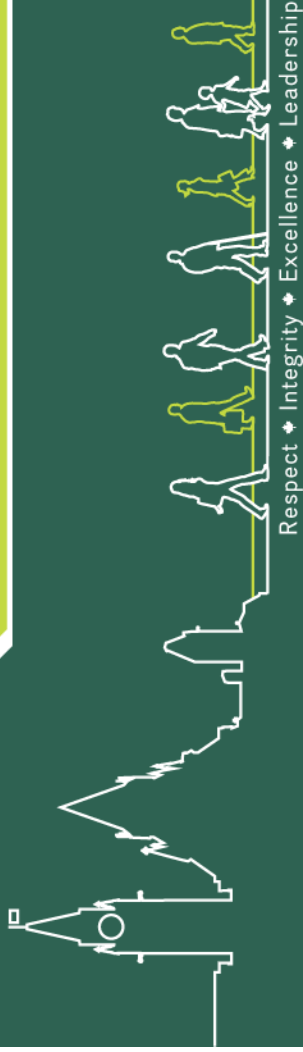
Question #20

Is there an amendment detailing any clarifications made at the bidders meeting in Ottawa forthcoming?

Answer to question #20

Canada is working at answering and publishing questions as quickly as possible (including questions received during the Bidders' Conference).

ALL OTHER TERMS AND CONDITIONS OF THE RFP REMAIN UNCHANGED



Emergency Towing Vessels (ETVs) Request for Proposal (RFP)

Bidders' Conference

Presented jointly by:


Public Services and Procurement Canada (PSPC)
The Canadian Coast Guard (CCG)
Crown-Indigenous Relations and Northern Affairs (CIRNA)

National Capital Region
February 19th, 2018



Agenda

- Opening Remarks
- Overview of the Technical Requirements
- Request For Proposal Overview
- Deliverables & Schedules
- Bid Evaluation Methodology
- Recommendation for Contract Award
- Question Period



Opening Remarks



Opening Remarks

Yves Lortie
Manager Marine Chartering Services - PSPC



Administration

- This event and all presentations are Unclassified
- The Request For Proposal (RFP), together with its associated Amendments, published on Buy&Sell take precedence over anything mentioned here
- Cameras, videos or any other recording device are not permitted
- Exits and emergency exits
- Washroom locations
- Smoking is not permitted in Government buildings
- Language



Purpose

The purpose of this Bidders' Conference is to provide an overview of the Emergency Towing Vessels (ETVs) Request For Proposal F7017-160056/C released on February 5th 2018.



PSPC Procurement Team:

Senior Contracting Director

Mr. Nicolas Nabaa

Contracting Manager

Mr. Yves Lortie

Contracting Authority

Mr. Marc Aubin

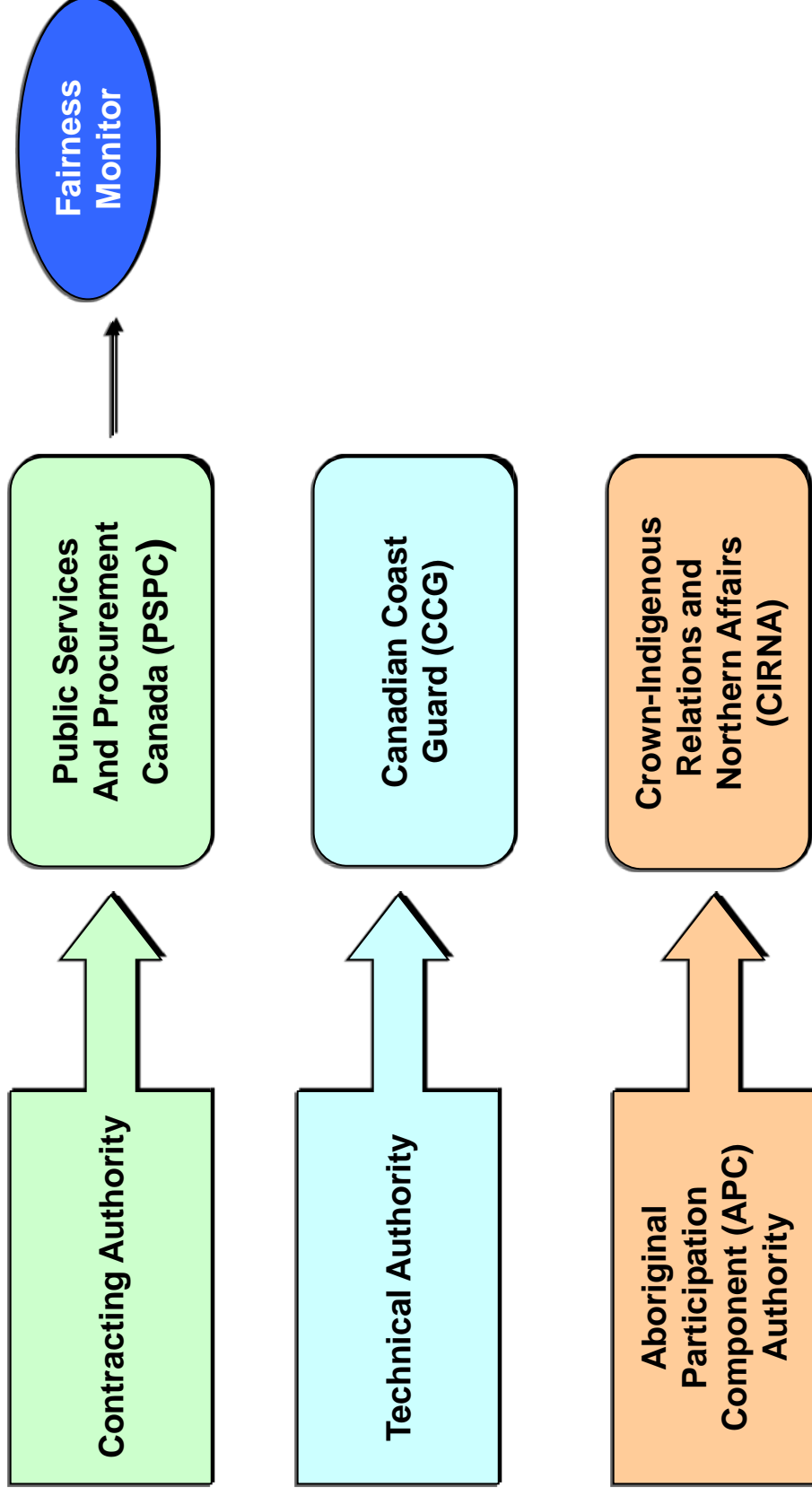
Supply Team Leader

Ms. Lucie Laliberté

Questions and Answers Process

- There is a box, on a table at the back of the room, where questions can be dropped anonymously. PSPC will collect these questions approx. 10 minutes after the beginning of the break session.
- (Where possible) questions will be reviewed and then answered verbally after the break.
- If Canada cannot provide an answer during this Bidders' Conference, the answer will be provided via Questions and Answers through a RFP amendment.
- All Q&A will be recorded and published in amendment(s) to this solicitation on BuyandSell.

Project Interdepartmental Team





Reminders:

- Direct any and all concerns or requests for clarification solely to the Contracting Authority.
- The ETV RFP governs any communication during the Bidders' Conference.
- What will be communicated to the Bidders during the Bidders' Conference is for familiarization purposes only.
- No communication provided during this Bidders' Conference is to be construed as a change to the RFP.



Overview of Technical Requirements

Henri Legros
ETVs Project Manager - CCG



Fisheries and Oceans
Canada

Pêches et Océans
Canada

Canadian
Coast Guard

Garde côtière
canadienne



Safety First, Service Always



Emergency Towing Vessel

 Canada

Outline



- **Project Background / Objectives**
- **Statement of Work**
- **Baseline Requirements**
- **Concept of Operations**
- **Data Item Deliverables (DIDs)**

ETV Project Background



- **Increasing CCG's offshore towing capacity is addressed in three key areas under Ocean Protection Plan (OPP):**
 - Immediate gap (tow kits and leased vessels);
 - Collecting Information (needs assessment); and
 - Developing a long term strategy (funding and delivery model – TC-led).
- **The long-term strategy will be determined based on the outcome of the needs assessment and consultations with stakeholders.**
- **Potential outcome is extension of leased vessels until organic capability within CCG fleet is in place.**

Statement of Work



- The primary deliverable for this contract is the provision of service from two Emergency Towing Vessels (ETV) on a time charter basis.
- The contractor must provide a master and crew with emergency and off-shore towing experience for each of the two leased vessels.
- A project manager must be assigned and all deliverables listed in the CDRL must be submitted to the contracting authority at the indicated timeline.

Baseline Requirements



- **Main Mandatory Capabilities:**

- Minimum 120 T Bollard Pull;
- Minimum 15 kts;
- Minimum 5 tonne deck crane;
- Minimum endurance of 10 days at sea;
- Minimum of eight extra berths; and
- Capable of email at sea.

- **Main Desirable Requirements:**

- 20 tonne deck crane;
- Clear, unobstructed bulwark and (where fitted) cargo/tow rail opening ;
- Second Fast Rescue Craft (FRC);
- Oil recovery notation.

Concept of Operations - Services



- **The ETVs will provide emergency towing services in a first instance priority role.**
- **The vessels will also enhance CCG's Environmental Response (ER) program and will increase CCG's Search and Rescue (SAR) capacity.**
- **The ETVs might also be called upon to support CCG programs and OPP initiatives such as:**
 - Aids to Navigation (AtoN);
 - Marine Communications and Traffic Services (MCTS);
 - Community Engagement with First Nations;
 - Vessels of Concern (VOC) Program; and
 - Other Government of Canada programs.

Concept of Operations – Skills and Knowledge Transfer



- The CCG seeks to maximize the value of the ETVs and related expertise by undertaking a skills and knowledge transfer initiative throughout the duration of the contract.
- **The contractor will provide:**
 - In-classroom familiarization;
 - Simulations;
 - Live demonstrations; and
 - Coordinated exercises.
- **This will increase CCG's emergency response and incident management capability and prepare it for a long-term solution, should the Towing Needs Analysis conclude it becomes required.**

Concept of Operation – Operations



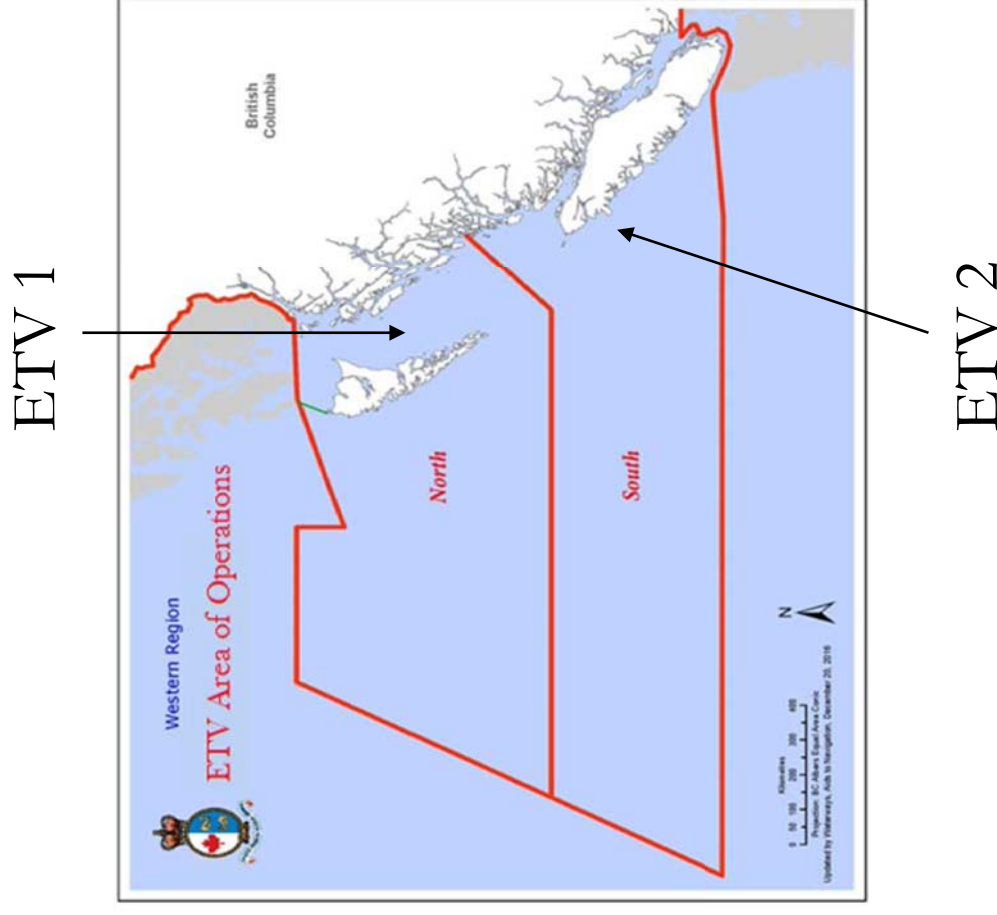
- **ETV operations:**

- Response operations;
- Scheduled operations; and
- Only one vessel on planned maintenance at a time.

- **CCG may designate personnel to board the ETVs in support of various objectives.**

- **Key Performance Indicators:**

- Operational Availability of 98%
- Response readiness



Data Item Deliverables (DIDs)



- **Project Management DIDs:**
 - Address all project management, scheduling, reporting, and governance components of the project.
- **Technical DIDs:**
 - Mobilisation, de-mobilisation, federal identity program and maintenance components for the ETVs.
- **Safety Management DID:**
 - Identifies the requirement for the development and presentation of the Safety Management Plan.
- **Integrated Logistics Support DID:**
 - All elements relevant to the Skills and Knowledge Transfer component of the project.



Request For Proposal (RFP) Overview



RFP Overview

Yves Lortie
Manager Marine Chartering Services - PSPC



RFP in 7 Parts:

- Part 1 – General Information
- Part 2 – Bidder Instructions
- Part 3 – Bid Preparation Instructions
- Part 4 – Evaluation Procedures and Basis of Selection
- Part 5 – Certifications
- Part 6 – Security, Financial, and Other Requirements
- Part 7 – Resulting Contract Clauses



Part 1 – General Information

- Summary of the requirement.
- One resulting Contract as a result of this bid solicitation.

Part 2 – Bidder Instructions

- Article 2.1: *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.*
- Bid Validity period: 225 days.
- Bids must be submitted only to PSPC Bid Receiving Unit by the date, time and place indicated on page 1 of the bid solicitation.
- Former Public Servant – is requested to be filled out by all Bidders.
- Enquiries – Must be submitted in writing to the Contracting Authority no later than 10 calendar days prior to bid closing date.
- Buy-in-Canada and Aboriginal Participation Component (APC).
- Applicable Laws – Bidders may substitute the applicable laws of Canadian province or territory of their choice.

Part 3 – Bid Preparation Instructions

Canada requests that bidders provide their bid in separately bound sections as follows:

- Section I – Technical Bid
 - Demonstrate your understanding of the requirements;
 - Bid Submission Form Attachment 3.1, at Part 3, to be filled out by Bidders;
 - Explain how each requirement is met or provide reference to its response in your Bid (Bidders must fill out Attachment 4.1, at Part 4, in its entirety); and
 - Security – Information for the Master of each crew is requested to be provided with the bid.

Part 3 – Bid Preparation Instructions (Cont.)

- Section II – Financial Bid
 - Financial Evaluation is only to appear in Section II – Financial Bid; and
 - Bidders must fill out Attachment 4.2, at Part 4, in its entirety.
- Section III – Certifications
 - Bidders are requested to fill out all Attachments to Part 5.

Part 4 – Evaluation Procedures and Basis of Selection

- Defines in detail the process and methodology to be followed for the evaluation of the following components of the proposals offered in response to this RFP:
 - Technical;
 - Financial;
 - Ranking of the Bids; and
 - Vessel Confirmation Assessment.

Part 5 – Certifications

- Bidders should submit Attachments 5.3, 5.4, 5.5 and 5.6 with their bid. If any of these certifications or additional information is not completed and submitted as requested, the Contracting Authority will inform the Bidder of a time frame within which to provide the information. Failure to provide the certifications or the additional information within the time frame provided will render the bid non-responsive.



Overview of Aboriginal Participating Component (APC)

Dolores Coelho
Sr. Program Officer - CIRNA



Indigenous and
Northern Affairs Canada

Affaires autochtones
et du Nord Canada

Emergency Towing Vessels (ETVs) Aboriginal Participation Component

Crown-Indigenous Relations & Northern Affairs

Business Development Directorate

CIDM # 10388826



INAC • AANG

Canada

Background

- The socio-economic development of Aboriginal people and communities is one of Canada's national policy objectives.
- When there is a lack of Aboriginal business capacity to undertake a full set-aside under the Procurement Strategy for Aboriginal Business, a mandatory Aboriginal Participation Component (APC) may be included to address Aboriginal socio-economic development.
- In the case of the Emergency Towing requirement, a portion of this procurement is set-aside under the PSAB program for Aboriginal Business and includes a mandatory Aboriginal Participation Component (APC).

Aboriginal Participation Component (APC)

- The APC is a mechanism designed to meet the Government of Canada's objectives of encouraging Aboriginal socio-economic development through federal contracting opportunities.
- The APC is also designed to encourage Industry Respondents to contribute to creating long-term sustainable and meaningful socio-economic benefits for Aboriginal people, businesses and communities.
- The APC's main goal is to build and develop viable Aboriginal business capacity.
 - prime contractors or their subcontractor(s) are encouraged to demonstrate how they intend to maximize the use of Aboriginal firms.

Aboriginal Participation Component (APC)

The APC's main goal consists of :

- **Aboriginal Business Development** and encourages prime contractors to contribute and invest in building and developing viable Aboriginal business capacity by procuring goods and services from qualified Aboriginal firms;
- Encouraging the use of **Aboriginal Employment**; prime contractors are encouraged to demonstrate how Aboriginal employment will be maximized and include details pertaining to Aboriginal recruitment and retention strategies and related job activities such as the work to be carried out by each position;
- The APC also consists of **Aboriginal Training and Skills Development**; prime contractors are encouraged to demonstrate how training opportunities and skills development will be maximized for Aboriginal persons such as how they intend to provide on-the job training, in-house training as well as succession plans; and
- When there is a lack of Aboriginal business capacity, the prime contractor may **consider other relevant measures** such as, but not limited to specialized training, career development, scholarships and community outreach to help Aboriginal communities in meeting their economic development needs.
- In support of the APC, Industry Respondents are encouraged to reach out to Aboriginal businesses and communities.

Aboriginal Business Capacity

- The Bidder agrees that at least 1% of the Total Estimated Cost of the Contract must be subcontracted to Aboriginal business(es) .
- The Contractor will be expected to seek and secure Aboriginal business involvement primarily through subcontracting opportunities. The business activities proposed in support of this objective should be in the form of quantifiable transactions.
- The purchase of goods and services from Aboriginal businesses not directly related to the Emergency Towing Vessels, will be considered as indirect APC. This objective should be in the form of quantifiable transactions.
- Direct Aboriginal Participation Components (APC's) are preferable to indirect Aboriginal Participation Components (APC's).
- Direct benefits result from any part of the Work pertaining to the Emergency Towing Vessels. Direct benefits must include, but are not be limited to:
 - (a) subcontracting for goods, services and materials;
 - (b) direct employment of Aboriginal labour by the Contractor; and
 - (c) Aboriginal business involvement.
- Direct benefits are preferable to indirect benefits, however indirect benefits may include contract opportunities not related to the Emergency Towing Vessels.

Aboriginal Business Capacity

- Early engagement with Aboriginal businesses and communities is strongly encouraged to create meaningful relationships and beneficial partnerships by:
 - ensuring a common understanding of the project requirements;
 - determining Aboriginal business capacity for the procurement of goods and services;
 - identifying skills and training gaps for employment of Aboriginal peoples.

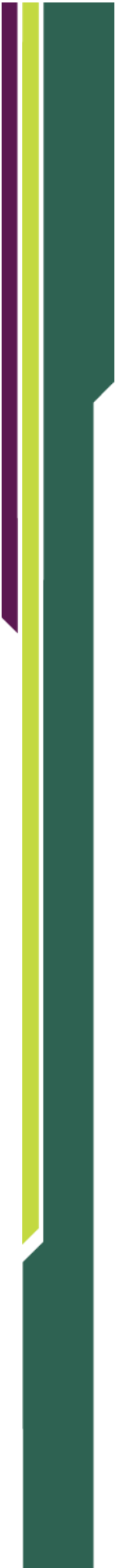
NOTE: Qualified Aboriginal businesses can be considered for more than one contract or sub-contract opportunity.

Aboriginal Business Capacity

- **Aboriginal Business Directory (ABD)** http://www.aadnc-aandc.gc.ca/eng/1100100033057/1100100033058?utm_source=abd&utm_medium=url
- **Other Aboriginal Business Directories**
 - Canadian Council for Aboriginal Business www.ccab.com
 - Union Gas <https://www.uniongas.com/about-us/community/aboriginal/business-list>
 - Kativik Regional Government www.krg.ca
 - BC Aboriginal Business Association <http://bcaboriginalbusiness.com>
 - Canadian Aboriginal and Minority Supplier Council www.camsc.ca
 - Province of Manitoba www.gov.mb.ca/ana
 - Province of Ontario <https://www.lrcsde.lrc.gov.on.ca/aboriginalbusinessdirectory>
- **Aboriginal Financial Institutions** may also help in identifying Aboriginal business capacity <https://www.aadnc-aandc.gc.ca/eng/1100100033216/1100100033220>.
- **Aboriginal Labour Market Programs**
 - Aboriginal Skills and Employment Training Strategy (ASETS) and Skills and Partnership Fund (SPF)

Part 6 – Security, Financial and Other Requirements

- There is a security requirement inherent to this solicitation. Before award of a contract, the Security Requirement provided under Article 7.6 of the Resulting Contract Clauses (Part 7) must be met.
- Financial Capability requirement explained under article 6.2 at Part 6.



BREAK





Part 7 – Resulting Contract

- All Terms and Conditions including Annexes apply and form part of any contract resulting from the bid solicitation.
- Next slide provides an example of « Your Proposal is Accepted » at Contract Award.



Public Works and
Government Services
Canada

Travaux publics et
Services gouvernementaux
Canada

Purchasing Office - Bureau des achats:

Marine Chartering Services Directorate/Direction
des services d'affrètements maritime
11 Laurier St./11, rue Laurier
Place du Portage, Phase III, 6C2
Ottawa
Ontario
K1A 0S5

CONTRACT - CONTRAT

Your proposal is accepted 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 or prices set out therefor.

Nous acceptons votre proposition de vendre à Sa Majesté la Reine en droit du Canada, conformément aux termes et conditions énoncés par référence dans les présentes, et aux annexes ci-jointes, les biens, services et construction énumérés dans les présentes, 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

Title - Sujet Emergency Towing Vessels	
Contract No. - N° du contrat F7017-160056/001/MB	Date
Client Reference No. - N° de référence du client F7017-160056	
Requisition No. - N° de la demande F7017-160056	
File No. - N° de dossier 003mb.F7017-160056	CCC No./N° CCC - FMS No./N° VME
Financial Code(s) Code(s) financier(s) H9292-F18-120-4403-90FRP	
GST/HST TPS/TVH <input type="checkbox"/>	
F.O.B. - F.A.B. Destination	
GST/HST - TPS/TVH See Herein - Voir ci-inclus	Duty - Droits See Herein - Voir ci-inclus
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction: Specified Herein Précisé dans les présentes	
Invoices - Original and two copies to be sent to: Factures - Envoyer l'original et deux copies à: Specified Herein Précisé dans les présentes	
Address Enquiries to: - Adresser toutes questions à: Aubin, Marc A.	
Telephone No. - N° de téléphone (819) 939-8453 () -	FAX No. - N° de FAX () -
Total Estimated Cost - Coût total estimatif \$0.00	Currency Type - Devise CAD
For the Minister - Pour le Ministre	

Canada




Deliverables & Schedules



Deliverables and Schedules

- ETV 1 must be delivered, inspected and accepted by Canada in Victoria prior to 6 Months After Contract Award (MACA).
- ETV 2 must be delivered, inspected and accepted by Canada in Victoria prior to September 30th 2019.
- If the delivery dates are not respected, Late Delivery Payment Credit will apply as explained under Article 7.20 (g) (i) at Part 7.



Bid Evaluation Methodology and Basis of Selection

Bid Evaluation Methodology – Step 1

Bids Received by PSPC

- Screened for timeliness (Bid Receiving Unit).
- Review all bids to confirm that they are complete (including confirm that the Bidder is not subject to Vendor Performance Corrective Measures, all needed certifications have been provided, etc.).
- Failure to pass both bullets above will render the bid non-responsive and the bid will be returned to the bidder.

Bid Evaluation Methodology (con't)

- Clarifications. Article 4.1: *During the proposal evaluation process, it may be necessary for the Contracting Authority to seek clarifications from Bidders in order to gain a better understanding of their proposals.*
- The Bid Evaluation is comprised of the following elements:
 1. Initial screening completed once the bids are received;
 2. Technical Evaluation (4.2) - Mandatory and Rated Requirements, yields the Technical Proposal Score;
 3. Financial Evaluation (4.3) – yields Financial Proposal Score;
 4. Ranking of Bids (4.4) – yields to Top Ranked Responsive Bid; and
 5. Vessels Assessment Methodology (4.5) – Demonstration of Bid.

Bid Evaluation Methodology (con't)

Technical Evaluation

- Mandatory Criteria Evaluation – Table must be filled out under Attachment 4.1 at Part 4; and
- Rated Criteria Evaluation – Table to be filled out under Attachment 4.1 at Part 4.

Financial Evaluation

- Tables to be filled out under Attachment 4.2 at Part 4.

Bid Evaluation Methodology (cont.)

Ranking of the Bids

- The Top-Ranked Responsive bid will be determined based on the bid that has met all of the Mandatory Requirements of the bid solicitation and offers the Highest Responsive Combined Rating of Technical Merit (30%) and Price (70%).

Bid Evaluation Methodology (cont.)

Ranking of the Bids (con't)

- The following formula will be used to determine the Highest Responsive Combined Rating of Technical Merit and Price:
 - (i) Calculation of Total Technical Score: The Total Technical Score will be computed for each responsive bid by converting the Technical Score obtained for the point-rated technical criteria using the following formula, rounded to two decimal places:

$$\frac{\text{Technical Score}}{\text{Maximum Technical Points indicated under Attachment 4.1 at Part 4.}} \times 30 = \text{Total Technical Score}$$

Maximum Technical Points indicated under Attachment 4.1 at Part 4.

- (ii) Calculation of Total Financial Score: The Total Financial Score will be computed for each responsive bid by converting the Financial Score obtained for the financial evaluation using the following formula rounded to two decimal places:

$$\frac{\text{Lowest Financial Evaluated Price}}{\text{The Bidder's Financial Evaluated Price}} \times 70 = \text{Total Financial Score}$$

The Bidder's Financial Evaluated Price

- (iii) Total Technical Score + Total Financial Score = Combined Rating of Technical Merit (30%) and Price (70%).

Bid Evaluation Methodology (cont.)

Vessel Confirmation Assessment

- Canada will require that the Top-Ranked Responsive bid demonstrates any features, functionality and capabilities described in its bid or bid solicitation document.
- The Vessels Confirmation Assessment must be conducted, at no cost to Canada, at a location chosen by the Bidder.
- Canada will provide no fewer than 10 working days of notice before the scheduled date for the Vessels Confirmation Assessment. Once the Vessels Confirmation Assessment has begun, it must be completed within 3 working days. Selected Bidder will be required to sign a Non-Disclosure Agreement (NDA).
- Further information is provided under Article 4.5 at Part 4 of the RFP.

Basis of Selection

- The Bidder who has submitted a responsive bid; has met all mandatory criteria, was successful on the Vessels Confirmation Assessment and offers the Highest Responsive Combined Rating of Technical Merit (30%) and Price (70%) will be recommended for contract award.
- Bidders should note that all contract awards are subject to Canada's internal approvals process, which includes a requirement to approve funding in the amount of any proposed contract. Despite the fact that the Bidder may have been recommended for contract award, a contract will only be awarded if internal approval is granted according to Canada's internal policies. If approval is not granted, no contract will be awarded.



Question Period



FEUILLE DE SIGNATURE / SIGNING SHEET

**Participants à la Conférence des soumissionnaires /
Participants to Bidder Conference**

NAVIRES DE REMORQUAGE D'URGENCE / EMERGENCY TOWING VESSELS PROJECT

19 février 2018 / February 19, 2018

INDUSTRIE / INDUSTRY	NOM ET SIGNATURE / NAME and SIGNATURE
Atlantic Towing Limited	Wayne Power
Atlantic Towing Limited	Gilles Gagnon
Atlantic Towing Limited	Sheldon Lace
Atlantic Towing Limited	WebEx Brent Peiser
CME – Canadian Maritime Engineering	WebEx Cory MacPhee
Canship Ugland Ltd	WebEx Marco Mahrens
Horizon Maritime	Richard Spellacy
LMC Marine Services	David Hill
LMC Marine Services	WebEx Dan McCarthy Johan Sperling Bob Barry

FEUILLE DE SIGNATURE / SIGNING SHEET

**Participants à la Conférence des soumissionnaires /
Participants to Bidder Conference**

NAVIRES DE REMORQUAGE D'URGENCE / EMERGENCY TOWING VESSELS PROJECT

19 février 2018 / February 19, 2018

INDUSTRIE / INDUSTRY	NOM ET SIGNATURE / NAME and SIGNATURE
Maersk Supply Service	WebEx François-Xavier Morency Christian Sullev Carol Richenhaller Kenneth Skjaerbaek Mogensen Dorte Hostrup Pedersen
McKeil	WebEx Jennifer Roy Dan MacPherson
Nanuq Marine	WebEx François Janson
Robert Allan Ltd.	WebEx Rollie Webb Mike Phillips
Schottel	WebEx Sylvain Robitaille
Seaspan Marine	Bart Reynolds
Seaspan Marine	John Fowles

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INDUSTRIE / INDUSTRY	NOM ET SIGNATURE / NAME and SIGNATURE
Seaspan Marine	Chief Clifford White
Fairness Monitor	Jean Montplaisir
GOVERNMENT REPRESENTATIVES	
Canadian Coast Guard	Henri Legros
Canadian Coast Guard	Guy Vanderwaeren
CIRNA	Dolores Coelho
PSPC	Yves Lortie

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INDUSTRIE / INDUSTRY	NOM ET SIGNATURE / NAME and SIGNATURE
PSPC	Marc Aubin
ISED	Alexander Li
PSPC	Andrew Merritt
PSPC	Lucie Laliberté