



**RETURN BIDS TO:
RETOURNER LES SOUMISSIONS À:**

**Bid Receiving
PWGSC
33 City Centre Drive
Suite 480C
Mississauga
Ontario
L5B 2N5
Bid Fax: (905) 615-2095**

**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
Public Works and Government Services Canada
Ontario Region
33 City Centre Drive
Suite 480
Mississauga
Ontario
L5B 2N5

Title - Sujet National Food and Beverage Strategy	
Solicitation No. - N° de l'invitation E6TOR-17RM10/A	Amendment No. - N° modif. 004
Client Reference No. - N° de référence du client E6TOR-17RM10	Date 2018-03-19
GETS Reference No. - N° de référence de SEAG PW-\$TOR-031-7471	
File No. - N° de dossier TOR-7-40136 (031)	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2018-03-23	
Time Zone Fuseau horaire Eastern Daylight Saving Time EDT	
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: Schmidt, Jeff	Buyer Id - Id de l'acheteur tor031
Telephone No. - N° de téléphone (905) 615-2058 ()	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

Amendment 004 has been issued to provide the Industry Day Questions and Answers and presentation slides.

Note: The Industry Day presentation slides can be found in the 'Attachments' section of Buy & Sell.

Industry Day Questions & Answers:

Question 1: Where does the Department of National Defence (DND) cook their meals for ships? Is it done at the ship port?

Answer 1: DND receives all food shipments at the port and transfers the food to the ship where it is prepared in the ship kitchens.

Question 2: Regarding the Office of Small and Medium Enterprise (OSME) presentation, is there a fee to register for Supplier Registration Information (SRI) to receive a Procurement Business Number (PBN)?

Answer 2: All services offered by OSME are free of charge which includes the SRI and PBN.

Question 3: The monthly information sessions that OSME Toronto holds on Wednesday's, do all regions provide these similar sessions?

Answer 3: Yes, each region provides sessions both in English and French and the topics vary. We encourage you to contact the OSME office in your region. **Note:** The presentation referred to slide 35 but for supplier ease of reference, the link can be found here: <https://buyandsell.gc.ca/for-businesses/contacts-for-businesses/office-of-small-and-medium-enterprises-osme-regional-offices>

Question 4: When a Request for Information (RFSO) is published, does one supplier need to supply for each region or certain location?

Answer 4: Each region is different and has different strategies depending on the regional requirements. In reference to section 5, Evaluation and Selection of Suppliers, the two types of strategies are Line Item Award Methodology and Basket Award Methodology. The Line Item Methodology requires suppliers to provide their best prices on individual line items whereas the Basket Award Methodology requires suppliers to bid on all line items. Industry day is a great way for feedback and it will help us determine each regional approach i.e. is it working well and/or need to change anything?

Question 5: Do I need to fulfill a requirement for each location and what if I can't?

Answer 5: Each RFSO and resulting requirement are different and it depends on the regional strategy. Depending on whether the requirement is for one or multiple departments, PSPC regional offices may require delivery a single base or institution whereas other PSPC regional office may require delivery for all locations.

Question 6: Regarding e-procurement, what features will this shift offer and when can we expect to see this implemented?

Answer 6: That has been a question PSPC has been working in our department for several months. PSPC posted a solicitation and we are currently in process of awarding the contract. There is no firm date for implementation at the moment, but it is in the process.

Question 7: Will any additional information be provided that was not covered today?

Answer 7: All the information including questions and answers will be posted online and will be available for all suppliers to view.

Question 8: With the smart procurement approach, what are the biggest challenges for the department?

Answer 8: Early engagement has been really important in most cases and using Environment Canada as an example, their original requirements were completely changed as a result of the Smart Procurement approach. A challenge is that government sometimes cannot be on forefront of the technology and relies a lot on the industry. We are including the Smart Procurement approach more often so the challenge is ensuring we properly engage industry. By involving industry early, we have reduced the amount of solicitations and can focus on better quality documents and processes.

Question 9: In regards to closing lead time for when the solicitation closes and the standing offer period starts, is there a standard? If so, what is it based on? We find they are not too realistic.

Answer 9: Each PSPC office attempts to manage this by providing suppliers with the necessary lead time to prepare for deliveries while recognizing market fluctuation in food prices. This is an opportunity for suppliers to provide PSPC and the other departments with feedback on lead times so we can incorporate this information into our food and beverage procurement strategies.

Question 10: Are there requirements for direct delivery?

Answer 10: Currently the process going forward is to consolidate our approach with all federal departments and find distributors that are capable of provide in certain geographical area (1 or more supplier). We are looking to consolidate either regional or national depending on the commodity while following the Item Award Methodologies. We are requesting industry feedback on our various strategy approaches that balance the operational requirements of our client departments while improving the processes. There are two simultaneous processes currently being undertaken by the Government of Canada. One is the regular solicitation process for regional standing offers and second is maintaining the food and beverage strategy for the entire Government of Canada. PSPC wants to create efficiencies in our solicitation processes while engaging suppliers. We do not want to eliminate local small vendors either and have asked industry in the Request for Information process on how we could expand opportunities for small and medium enterprises.