

Solicitation No. - N° de l'invitation	Amd. No. - N° de la modif.	Buyer ID - Id de l'acheteur
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## Annex E3

### Technical and Financial Evaluation Methodology

#### Stream 3 – C-band (Canada and CONUS)

## 1. OVERVIEW

- 1.1 This document describes how SSC will evaluate the mandatory and rated requirements of Contractor's Technical Bids, Aboriginal Benefits Plan and Financial Bids for this bid solicitation.

The following table identifies how this RFP will be evaluated:

Mandatory Requirements	Technical Score (based on evaluation of rated requirements)	Financial Score (based on prices offered)	Aboriginal Benefits Plan (based on evaluation of rated requirements)	Final Score
Pass/Fail	Maximum 20	Maximum 70	Maximum 10	Maximum 100

- 1.2 Canada will be evaluating certain criteria and qualified bids will be assigned a score based on its responses to the rated elements.

- 1.3 Pricing sheets are attached with the bid solicitation as follows:

Annex Table	
Name	Description
Annex B3 – Appendix B	Satellite Space Segment Capacity
Annex B3 – Appendix C	Teleport Services
Annex B3 – Appendix D	Modem Services
Annex B3 – Appendix E	Remote Hardware & Associated Parts
Annex B3 – Appendix F	Installation and Site Survey
Annex B3 – Appendix G	Maintenance and Remote Access
Annex B3 – Appendix H	Terrestrial Backhaul
Annex B3 – Appendix I	Accessories & Additional Parts
Annex B3 – Appendix J	Labour Rate
Annex B3 – Appendix K	Published Price List
Annex B3 – Appendix L	Link Design Results

- 1.4 If more than one Contractor receives the same Final Score, the Financial Score will be ranked first. If the Contractors with identical Final Scores also have identical Financial Scores, the Contractor with the lowest average bid price (the average of "bid price" entered on Line Number 7, 10, and 13 of Annex B3 – Appendix B) will be ranked first.

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## 2. EVALUATION (MAXIMUM 100 POINTS)

### 2.1 TECHNICAL SCORE – EVALUATION OF RATED CRITERIA – 20 POINTS

#### 2.1.1 General

- 2.1.1.1 The following table identifies the categories to be evaluated and the mandatory minimum score for each category. Contractors who do not meet the mandatory minimum score will be declared non-responsive.

	Technical Bid	Mandatory Minimum
Fixed Satellite Facilities	30 points	2 points
Fixed Satellite Expertise	25 points	10 points

#### 2.1.2 Fixed Satellite Facilities

- 2.1.2.1 **Allocation of Points for each Fixed Satellite Facilities element:** Where SSC determines that the bid includes Fixed Satellite Facilities, points will be allocated as described in this table:

RFP Reference #	Fixed Satellite Facilities	Point Allocation	Points Available	Contractors Reference
1. Annex A Section 6.1.14	The bid describes the Contractor's ability to provide building facilities to house the Service by indicating at least one Teleport or telecom serving office.  Mandatory minimum of one (1) Teleport or telecom serving office located in Canada (2 points)	Two (2) points for every Teleport or telecom serving office located in Canada to a maximum of four (4).  Two (2) additional points for a Teleport or telecom serving office located in the CONUS	10	
2. Annex A Section 6.1.15	The bid describes the Contractor's ability to provide site diversity for every Teleport or telecom serving office being considered for this Service.	Twenty (20) points for one (1) diverse Teleport  0 points for no diverse Teleport	20	
	TOTAL (Mandatory minimum score = 2)		30	

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### 2.1.3 Fixed Satellite Expertise

2.1.3.1 **Allocation of Points for each Fixed Satellite Expertise element:** Where SSC determines that the bid includes Fixed Satellite Expertise, points will be allocated as described in this table:

RFP Reference #	Fixed Satellite Expertise	Point Allocation	Points Available	Contractors Reference
1. Annex A Section 6.2.3	The bid describes the Contractor's Contract Account Representative experience and CAR's work location.  Mandatory minimum of 5 years of experience in the last 8 years. (5 points)	One (1) point for every year of experience to a maximum of ten (10) years.  Five (5) additional points if located in the National Capital Region & the CAR's experience requirement is met	15	
2. Annex A Section 6.1.16	The bid describes the Contractor's ability to prepare and deliver Operator and Specialized Training in satellite telecommunications technology.  Mandatory minimum of 5 training courses in the past 5 years. (5 points)	One (1) point for every training course delivered to a maximum of ten (10) courses.	10	
	TOTAL (Mandatory minimum score =10)		25	

### 2.1.4 Total Technical Points and Score

#### 2.1.4.1 Calculation of Contractor's Total Technical Score:

- The Contractor's Total Technical Points is the sum of the Contractor's Total Fixed Satellite Facilities Points and Fixed Satellite Expertise Points (maximum 55 points).
- Each Contractor's Total Technical Points will be converted to a Technical Score out of 20.
- The Contractor's Total Technical Points will be divided by the maximum number of points available then multiplied by 20. The formula that will be used to calculate the Technical Score is as follows:

$$[\text{Contractor's Total Technical Points} / \text{Maximum number of points available}] \times 20$$

The following example illustrates the methodology that will be used during the calculation of the scores:

Contractor	Total Technical Points	Formula Calculation	Total Technical Score
Contractor 1	15	$(15/55) \times 20$	5.45
Contractor 2	29	$(29/55) \times 20$	10.55
Contractor 3	37	$(37/55) \times 20$	13.45

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## 2.2 FINANCIAL SCORE – EVALUATION OF RATED CRITERIA - 70 POINTS

### 2.2.1 General

2.2.1.1 The following table identifies the categories to be evaluated and the maximum score per category.

RFP Reference #	Financial Bid
Annex B3 – Appendix M: Total Bid Price – Initial 3 years	50 points
Annex B3 – Appendix M: Total Bid Price – Optional 3 – 1 year periods	20 points

### 2.2.2 Calculation of Contractor's Financial Score:

#### 2.2.2.1 Annex B3 - Appendix M – Initial 3 years

- Each Contractor's Total Bid Price (TBP) for the Initial 3 years will be converted to a Financial Score out of 50 based on its relative price compared to other Contractors.
- The responsive bid with the lowest TBP will be allocated the maximum of 50 points. All other scores will be calculated by determining the ratio of its TBP in relation to the lowest TBP. Each bid's financial score will be rounded to 2 decimal places. The formula that will be used to calculate the ratio is as follows:

$$[\text{TBP of lowest scoring Contractor} / \text{Contractor's TBP}] \times 50$$

- This example illustrates the calculation of the Financial Score for Initial 3 years:

Contractor	Total Bid Price	Formula Calculation	Financial Score Initial 3 years
Contractor 1	\$1,400,000.00	$(\$1,400,000 / \$1,400,000) \times 50$	50.00
Contractor 2	\$1,500,000.00	$(\$1,400,000 / \$1,500,000) \times 50$	46.67
Contractor 3	\$2,000,000.00	$(\$1,400,000 / \$2,000,000) \times 50$	35.00

#### 2.2.2.2 Annex B3 - Appendix M – Optional 3 years

- Each Contractor's TBP for the Optional 3 years will be converted to a Financial Score out of 20 based on its relative price compared to other Contractors.
- The responsive bid with the lowest TBP will be allocated the maximum of 20 points. All other scores will be calculated by determining the ratio of its TBP in relation to the lowest TBP. Each bid's financial score will be rounded to 2 decimal places. The formula that will be used to calculate the ratio is as follows:

$$[\text{TBP of lowest scoring Contractor} / \text{Contractor's TBP}] \times 20$$

- This example illustrates the calculation of the Financial Score for Optional 3 years:

Contractor	Total Bid Price	Formula Calculation	Financial Score – Optional 3 years
Contractor 1	\$1,700,000.00	$(\$1,600,000 / \$1,700,000) \times 20$	18.82
Contractor 2	\$1,600,000.00	$(\$1,600,000 / \$1,600,000) \times 20$	20.00
Contractor 3	\$2,150,000.00	$(\$1,600,000 / \$2,150,000) \times 20$	14.88

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### 2.2.2.3 Calculation of Contractor's Total Financial Score

(a) The Contractor's Total Financial Score is the sum of the calculated Financial Score for Initial 3 years (as per 2.2.2.1) and the calculated Financial Score for Optional 3 years (as per 2.2.2.2).

(b) This example illustrates the calculation of Total Financial Score.

Contractor	Financial Score Initial 3 years	Financial Score Optional 3 years	Total Financial Score
Contractor 1	50.00	18.82	68.82
Contractor 2	46.67	20.00	66.67
Contractor 3	35.00	14.88	49.88

## 2.3 ABORIGINAL BENEFITS PLAN SCORE – 10 POINTS

2.3.1 The contents of the plan will be evaluated in accordance with Annex E – Aboriginal Benefits Plan Evaluation Methodology.

## 2.4 FINAL SCORE – 100 POINTS

2.4.1. **Total Final Score Calculation:** The Sum of the Technical Score, Financial Score and Aboriginal Benefits Plan Score will represent the Total Final Score for each Contractor.

2.4.2 This example illustrates the calculation of the Total Final Score:

Contractor	Total Technical Score (as calculated in Section 2.1.4.1 of Annex D3)	Total Financial Score (as calculated in Section 2.2.2.3 of Annex D3)	Total Aboriginal Benefits Plan Score (as calculated in Annex E)	Total Final Score (as calculated in Section 2.4.1 of Annex D3)
Contractor 1	5.45	68.82	2	76.27
Contractor 2	10.55	66.67	4	81.22
Contractor 3	13.45	49.88	10	73.33

2.4.3 The Contractor with the highest Total Final Score will be recommended for contract award, subject to the provisions of this bid solicitation.