



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

Relocation Services Division/Division des services de
réinstallation

Terrasses de la Chaudière 5th Floor

10 Wellington Street

Gatineau

Quebec

K1A 0S5

Title - Sujet IHGRS	
Solicitation No. - N° de l'invitation EN578-181495/A	Amendment No. - N° modif. 003
Client Reference No. - N° de référence du client 20181495	Date 2018-04-18
GETS Reference No. - N° de référence de SEAG PW-\$\$ZU-001-32316	
File No. - N° de dossier 001zu.EN578-181495	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2018-05-14	
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: Sanford(zudiv), Gordon	Buyer Id - Id de l'acheteur 001zu
Telephone No. - N° de téléphone (613) 618-2727 ()	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

Solicitation Amendment 003

This solicitation amendment is raised to:

1. Respond to questions relating to this bid solicitation as detailed in Section A; and
2. Modify the bid solicitation as detailed in Sections B.

SECTION A: QUESTIONS AND ANSWERS

Number	Question	Answer
Q46	<p>Annex A – 2 – Scope of Work 2.1 h) Can you please advise how, during the bidding process, that contractors are able to use the information in the BSI for specific requirements per mission location, as these are outdated and will be revised after the RFP is due?</p>	<p>Please use the BSI in accordance with Annex A, sections 2.1 h) and 2.11 c). Disregard the transit times and company names to be utilized (e.g. shipping contractors and airlines) in the BSI.</p>
Q47	<p>IHGRS Financial Proposal Attachment 2 to Part 3 Tables 2 and 3 – Air Outgoing and Incoming 1. Can you please clarify why the charges for Air Freight is based on Gross Weight when all air carrier's charge air freight based on the air chargeable weight (ACW)? If not changing to the global air industry requirement of using ACW for air freight charges, will you be providing list of gross volumes for historical air shipments? ACW is the higher of the Volumetric Weight or the physical gross weight per airline scaling. • Volumetric weight is calculated by the airline by: o Using Gross External Dimensions of air case to obtain gross volume in Cubic feet o Gross Volume x 4.72 KG per cubic foot • Example #1: Air Case has dimensions of 54" x 54" x 56" and has gross weight of 364 KG o Air Case has a volume of 94.5 Cubic Feet o This gives Air Case a Volumetric weight of 446 KG o As Volumetric weight is higher than the Gross weight, the ACW is 446 KG • Example #2: Air Case has dimensions of 40" x 40" x 48" and gross weight of 275 KG o Air Case has a volume of 44.5 Cubic Feet o This gives Air Case a Volumetric weight of 210 KG o As Gross Weight is higher than the Volumetric weight, the ACW is 275 KG</p>	<p>Annex B Tables 2 and 3 are amended to request pricing based on ACW. The weighting factors based on gross weight for origin and destination services remain the same. Annex B, section 2.2 d) Minimum charge for Air Freight will be ACW of 100 kg. Historical ACW data is provided in an attachment.</p>

<p>Q48</p>	<p>IHGRS Financial Proposal Attachment 2 to Part 3 Tables 4 and 5 – Sea Outgoing and Incoming 1. Can you please clarify why the charges for LCL Freight is based on Weight when all LCL Shipping carrier's charge LCL Sea freight based on the Gross Crated volume of the shipment in Cubic Meters (CBM)? If not changing to the global LCL industry requirement of using CBM for LCL freight charges, will you be providing list of gross volumes for historical LCL shipments?</p>	<p>Policy requires that weight, and not volume, is used for reporting. Prices are therefore required for actual weights, not CBM for LCL shipments.</p>
<p>Q49</p>	<p>IHGRS Financial Proposal Attachment 2 to Part 3 Please correct us if we have misinterpreted what was stated in the bidder conference, but we interpreted the following from Major Lori Wood's comments discussing loose load versus lift van shipments: 1. That the Federal Government would not be specific on when they required loose load or lift van service and bidder's would have to consider this and take the appropriate caution when completing pricing; and, 2. That the BSI provided as an attachment to the RFP document could not be relied upon to formulate exact pricing, that it is being replaced during the contract period. If our interpretation is correct, then the incumbent would have an unfair advantage. He would have the experience to understand what risks to take in pricing loose loads rather than lift van service, which can be as much as 25% in cost less than lift van service. The incumbent would already have three years of history to determine where the Federal Government has made decisions to ship via loose load or lift van services. As such, this history must be included in the RFP document to provide fairness and transparency for all bidders. If the history is not available, the RFP must include schedules for the Financial Proposal for loose load and lift van services respectively. By doing so, all parties in the process will be protected – the Government receiving the most opportune price from all bidders and the bidder mitigating risk.</p>	<p>The Move Order is subject to change after receiving the estimate from the Contractor. If, after the estimate, the quantity to be shipped is small, we may consider changing a 20 foot sea container to a LCL or an Air shipment. There are no guarantees from one year to the next or one shipper to another that they will have a small quantity requiring a LCL. 1. Canada will specify when consolidation of loads is required, therefore a lift van would be required, e.g. more than 1 Shipper going to the same destination. In addition, the BSI will indicate when lift van service is required. Historical LCL data is included as an attachment. For further information, please see Answer to Q46.</p>

<p>Q50</p>	<p>General The bidders' conference indicated that not all shipments will be subject to insurance coverage. Please advise how this will be determined.</p>	<p>The Move Order will indicate whether RCP and PC are applicable. At present, Canada acquires RCP and PC on everything, with the exception of HG&E for GAC. Please see Appendix 8 and Appendix 9 for further information.</p>
<p>Q51</p>	<p>GTT Please confirm that GTT does not include the customs clearance period at destination.</p>	<p>Customs clearance by the Shipper at destination stops the clock on the GTT. In accordance with Annex A, Appendix 2 – GTT, section 1.0 c): Once the Shipper has cleared customs at destination the Contractor must deliver within 2 business days from date of clearance. This customs clearance is not included in the GTT. These 2 days are in addition to the GTT as the GTT is to get the load to the destination city.</p>
<p>Q52</p>	<p>On the financial proposal attachment 2 to part 3, table 6, row #195, I just want to confirm that what you requesting is that we enter prices for all origin servicers and destination services that apply for all cities in Canada as if Canada was one region with one price?</p>	<p>Yes, prices are required for all locations that are reachable by all-weather roads.</p>
<p>Q53</p>	<p>We can certainly understand the need to carefully consider all questions at hand before providing a response to all bidders. We also understand that our question relating to comments made in the bidders conference and subsequent fairness issue that we raised may also be a cause for a delayed response. Having said this, we would hope that the Federal Government would understand that the business days left to compose and vet financial rates to ensure accuracy is far from sufficient time for a proponent to respond. There is no way for a proponent to accurately respond without the Federal Government's response to our second question concerning IHGRS Financial Proposal Attachment 2 to Part 3. In all fairness, should the Federal Government now extend the close date to 30 business days after this decision is made? Not to state the obvious, but this is a long term contract with millions of dollars at stake for a proponent and we want to ensure that we have the opportunity to put our best foot forward, which certainly would be of benefit to the Federal Government as well. Please let us know as this is becoming a major concern for our organization.</p>	<p>The solicitation closing date is extended by 2 weeks, to May 14, 2018 (2:00 PM).</p>

<p>Q54</p>	<p>I am writing to express my concern regarding the timeline of the bid for completion. We are now two weeks past the Bidder's Conference and we have not seen Minutes of the meeting nor any questions answered, either those taken down during the meeting in Ottawa or subsequent questions we sent for further clarification. As we are now in the second half of the allowed time line of the bid, this causes us grave concern. We don't have full information, we feel we do not have a clear understanding, thus our questions. We know that answers may incur further questions and we are getting down to a very fine line for putting forth our best effort which requires a need for complete understanding of the bid and its parameters. We think, as an Industry, we are standing on tenuous ground in preparing a responsive bid for your review. We need an extension of the timeline for submission that would follow receipt of answers, in order to prepare a proper bid.</p>	<p>Please see Answer to Q53.</p>																
<p>Q55</p>	<p>On the financial proposal attachment 2 to part 3, table 6, row #195, I just want to confirm that what you requesting is that we enter prices for all origin servicers and destination services that apply for all cities in Canada as if Canada was one region with one price?</p>	<p>Please see Answer to Q52.</p>																
<p>Q56</p>	<p>At the conference, a question was asked if bidders could weight shipments using any of the two SOLAS methods as identified by the International Maritime Organization (IMO). Any news on this? http://www.imo.org/en/MediaCentre/HotTopics/container/Pages/default.aspx</p>	<p>Please see Answer to Q5.</p>																
<p>Q57</p>	<p>IHGRS Financial Proposal Attachment 2 to Part Three Table 6 Move Services</p> <table border="1" data-bbox="349 1367 889 1451"> <thead> <tr> <th>Total Avg Shipments / Year Outgoing from Canada</th> <th>Total Avg Shipments / Year Incoming to Canada</th> <th>See Table 1 - Annex B - BOP</th> <th>See Table 1 - Annex B - BOP</th> <th>See Table 1 - Annex B - BOP</th> <th>Origin Services (\$PMY)</th> <th>Evaluated Price (\$ (U x Y)</th> <th>Dest Ser (\$F)</th> </tr> </thead> <tbody> <tr> <td>215</td> <td>230</td> <td></td> <td></td> <td></td> <td>\$ -</td> <td>\$ -</td> <td>\$ -</td> </tr> </tbody> </table> <p>Should the equation for Evaluated Origin Services (field AB195) be =sum(V195*AA195) and Evaluated Dest. Services (field AD195) be = sum(W195*AC195)?</p>	Total Avg Shipments / Year Outgoing from Canada	Total Avg Shipments / Year Incoming to Canada	See Table 1 - Annex B - BOP	See Table 1 - Annex B - BOP	See Table 1 - Annex B - BOP	Origin Services (\$PMY)	Evaluated Price (\$ (U x Y)	Dest Ser (\$F)	215	230				\$ -	\$ -	\$ -	<p>Version 2 of the IHGRS Financial Proposal Attachment 2 to Part 3, which is provided as an attachment, corrects this issue.</p>
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<p>Q58</p>	<p>IHGRS Financial Proposal Attachment 2 to Part Three Table 7 Miscellaneous The equation in Field G14 Evaluated Price is incorrect. It should be =sum(D14*.02*E14/100)</p>	<p>Table 7 is correct. When reviewing the formulas, please use the Excel column headings as opposed to the headings that are written as text in the table.</p>																

<p>Q59</p>	<p>IHGRS Financial Proposal Attachment 2 to Part Three Total Evaluated bid price I believe that there are a few reference issues with the fields and the Total Evaluated Price does not include Table 7 charges in the calculation. See following.</p> <table border="1" data-bbox="349 472 844 640"> <caption>Table 7 - Miscellaneous Charges</caption> <thead> <tr> <th>Item</th> <th>Amount</th> <th>Should Read</th> </tr> </thead> <tbody> <tr> <td>LTS Rate (\$/100 kg, per month)</td> <td>\$ -</td> <td>H10</td> </tr> <tr> <td>Re Pack Rate (\$/100 kg)</td> <td>\$ -</td> <td>H11</td> </tr> <tr> <td>RCP - \$120,000 of Coverage for LTS (Per Lot)</td> <td>\$ -</td> <td>E20</td> </tr> <tr> <td>RCP - \$120,000 of Coverage - Furnished Accommodations</td> <td>\$ -</td> <td>E21</td> </tr> <tr> <td>RCP - \$140,000 of Coverage - Unfurnished Accommodations</td> <td>\$ -</td> <td>E22</td> </tr> <tr> <td>PMV Protection Coverage Rate (\$/1,000 of Value)</td> <td>\$ -</td> <td></td> </tr> <tr> <td>Total Evaluated Price</td> <td>\$ -</td> <td>(612-256)</td> </tr> </tbody> </table> <p>Version 2 of the IHGRS Financial Proposal Attachment 2 to Part 3 is provided as an attachment to correct these issues.</p>	Item	Amount	Should Read	LTS Rate (\$/100 kg, per month)	\$ -	H10	Re Pack Rate (\$/100 kg)	\$ -	H11	RCP - \$120,000 of Coverage for LTS (Per Lot)	\$ -	E20	RCP - \$120,000 of Coverage - Furnished Accommodations	\$ -	E21	RCP - \$140,000 of Coverage - Unfurnished Accommodations	\$ -	E22	PMV Protection Coverage Rate (\$/1,000 of Value)	\$ -		Total Evaluated Price	\$ -	(612-256)	<p>Version 2 of the IHGRS Financial Proposal Attachment 2 to Part 3 is provided as an attachment to correct these issues.</p>
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<p>Q60</p>	<p>When Calculating Distance using www.googlemaps.com in Canada, will it be the distance using only Canadian all-weather roads that will be used, or routes that go via the USA if they are shorter (even though that could cause delays with US Customs)?</p>	<p>When road distance is calculated for locations in Canada, only routes through Canada are used to calculate the distance.</p>																								

SECTION B: MODIFICATIONS TO BID SOLICITATION

Modification 17:

At Annex A – Statement of Work, section 2.11 c):

Delete: Ensure that shipments (i.e. air, sea, ground transport) are performed in accordance with instructions in the BSI.

Insert: Ensure that shipments (i.e. air, sea, ground transport) are performed in accordance with instructions in the BSI, with the exception of the BSI transit times and any contractors that the BSI specifies to use.

At Annex A – Statement of Work, section 2.1 h), insert the following at the end of the section:

Insert: Use of any suppliers identified in the BSI are at the Contractor's discretion. The transit times identified in the BSI do not apply to this Contract.

Modification 18:

On page 1 of the RFP, the solicitation closing date has been extended by 2 weeks, from April 30, 2018 to May 14, 2018.

Modification 19:

Further to the Answers to Q57 and Q 59 in this Bid Solicitation Amendment, Version 2 of the IHGRS Financial Proposal Attachment 2 to Part 3 is attached, and replaces the original version.

All references to IHGRS Financial Proposal Attachment 2 to Part 3 relate to Version 2 of this document.

Modification 20:

At Annex A – Statement of Work, section 2.1 u):

Delete: Ground Transport Services include: transportation by road and/or rail; tolls; and ferries. Distance is calculated as defined in Rule 1.

Insert: Ground Transport Services include: transportation by road and/or rail; tolls; and ferries by the most direct all-weather road in Canada. Distance is calculated as defined in Rule 1.

ALL OTHER TERMS AND CONDITIONS OF THE BID SOLICITATION REMAIN UNCHANGED
