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Gatineau, Québec K1A 0S5
Bid Fax: (819) 997-9776**

Revision to a Request for a Standing Offer

Révision à une demande d'offre à commandes

Departmental Individual Standing Offer (DISO)

Offre à commandes individuelle du département(OCID)

The referenced document is hereby revised; unless otherwise indicated, all other terms and conditions of the Offer remain the same.

Ce document est par la présente révisé; sauf indication contraire, les modalités de l'offre demeurent les mêmes.

Comments - Commentaires

Vendor/Firm Name and Address

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

Issuing Office - Bureau de distribution

Parliamentary Precinct Division/Acquisitions de la
Cité parlementaire
222 Queen Street / 222, rue Queen
Ottawa
Ontario
K1A 0S5

Title - Sujet Interconnected Panels		
Solicitation No. - N° de l'invitation EP803-183135/A		Date 2018-06-07
Client Reference No. - N° de référence du client EP803-183135		Amendment No. - N° modif. 003
File No. - N° de dossier 019pps.EP803-183135	CCC No./N° CCC - FMS No./N° VME	
GETS Reference No. - N° de référence de SEAG PW-\$PPS-019-26790		
Date of Original Request for Standing Offer Date de la demande de l'offre à commandes originale		2018-04-17
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2018-06-27		Time Zone Fuseau horaire Eastern Daylight Saving Time EDT
Address Enquiries to: - Adresser toutes questions à: Abdillahi, Mahade		Buyer Id - Id de l'acheteur 019pps
Telephone No. - N° de téléphone (613) 990-3717 ()	FAX No. - N° de FAX () -	
Delivery Required - Livraison exigée		
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction: See Annex A		
Security - Sécurité This revision does not change the security requirements of the Offer. Cette révision ne change pas les besoins en matière de sécurité de la présente offre.		

Instructions: See Herein

Instructions: Voir aux présentes

Acknowledgement copy required Accusé de réception requis	Yes - Oui <input type="checkbox"/>	No - Non <input type="checkbox"/>
The Offeror hereby acknowledges this revision to its Offer. Le proposant constate, par la présente, cette révision à son offre.		
Signature	Date	
Name and title of person authorized to sign on behalf of offeror. (type or print) Nom et titre de la personne autorisée à signer au nom du proposant. (taper ou écrire en caractères d'imprimerie)		
For the Minister - Pour le Ministre		

QUESTIONS AND ANSWERS – SERIES II

- Q1. In accordance with Stage 1 – MSRP Discount at item 4.2.3, section 4.2 Basis of Selection, in Part 4, the examples given appears that the ranking is determined by an MSRP discount factor only (discount off the Manufacturer's Suggested Retail Price).

Table 1a – Average MSRP Discount for Activity-Based Systems shows multiple discount factors being divided to arrive at an average MSRP discount.

Manufacturer's Suggested Retail Prices vary from one manufacturer to another. So, if you base your ranking on an MSRP discount factor, this does not reflect the lowest net cost, from one Offeror to another. This formula only works if all bidders are using the same manufacturer and their same list prices.

As an example, if two (2) Offerors offer a compliant product, and if Offeror 1 offers a product at \$100.00 (MSRP) – 60% discount is a sell of \$40. But Manufacturer 2 offers the product at \$110 (manufacturer's list price) – 62% discount is a sell of \$41.80. In this analogy, Manufacturer 2 scores better on the MSRP based on the discount, but in reality, the manufacturer 1 has a lower cost. Based on the Stage 1 methodology, the higher priced product would be awarded the contract.

Please confirm if the evaluation conducted at Stage 1 is based on the MSRP discount factor (discount applied to Manufacturer's Suggested Retail Price), or its net sum as applied to the Manufacturer's Suggested Retail Price. As well, please confirm that Canada is aware that a higher priced products may be awarded the Standing Offer as a result of Stage 1 evaluation.

- A1. See amendment below.
- Q2. At Annex A – Statement of Requirement, item 5.2.4, it states that multiple revisions can be very time consuming and result in additional costs for the SO holder. Please confirm if the drawings provided to the SO holder will be final drawings after all design changes have been made, or if the SO holder can charge for revising the shop drawings more than 2 times from the original design.
- A2. See amendment below.
- Q3. At Annex A – Statement of Requirement, item 5.4.1, if the Offeror is to commit to deliver the products according to the schedule of others (based on a construction schedule), only to be provided at the time of call-up, is there a sample schedule or a tentative schedule that can be used to understand PSPC's timeline expectations?
- A3. Delivery schedules will be based on industry standard lead times. Schedules can only be provided at time of call-up since each project will have different requirements and timelines.
- Q4. In reference to Annex A – Statement of Requirement, item 5.4.3, will there be a place on the bid submission that the Offeror can indicate standard lead times for manufacturing, for delivery and for installation?
- A4. See amendment below.
- Q5. At Annex A – Statement of Requirement, item 5.5, in order to properly quote delivery costs, please explain the process involved in complying with security protocols for (a) Scanning at a

Scanning Facility; and (b) Scanning on the truck not at a Scanning Facility. Please include the average time required in the scanning process (waiting to be scanned as well as the scanning time itself).

- A5. See amendment below.
- Q6. At Annex A – Statement of Requirement, item 5.5.1, please confirm that the Scanning Facility Team will take responsibility for any damages that occur to the product during the scanning process for any product that is moved by the Scanning Facility Team.
- A6. See amendment below.
- Q7. At Annex A – Statement of Requirement, item 5.5.5, please confirm what size of truck does “large deliveries (complete truck load)” applies to.
- A7. See response to A5. above.
- Q8. At Annex A – Statement of Requirement, item 5.5.5 (i), please confirm what is meant by “access to all goods”, by indicating how the goods should be loaded on a full truck, and in what way access is required.
- A8. See response to A5. above.
- Q9. At Annex A – Statement of Requirement, item 5.5.5.iii), delivery costs are dependent on the time it takes to offload a truck. If product is delivered where the scanning happens on the truck, or if the product is delivered to a Scanning Facility and it must be off-loaded, scanned and re-loaded, this will affect the delivery cost. However, Table 2 of Attachment 1 has only one place to indicate Delivery. We request that you add 2 Delivery options (1) Delivery via Scanning Facility; and (2) Delivery via Large Truck scanned (no offload).
- A9. See amendment below.
- Q10. At Annex A – Statement of Requirement, item 5.6.5, please provide anticipated security requirements so that the Offeror can prepare based on expected requirements. For example, Reliability Status will likely be required vs. Secret Clearance will likely be required.
- A10. Security requirements will be unique to each project and can only be provided at the time of call-up. Typically, Reliability Status or Site Access will likely be required and time will be provided for personnel to be cleared.
- Q11. At Annex A – Statement of Requirement, item 6.2, please provide clarification: Are you requesting that we use existing inventory for the furniture requirements or that you want us to assign existing inventory numbers to the product we're providing so they can be added to the Asset Inventory System?
- A11. See amendment below.
- Q12. At Annex A – Statement of Requirement, item 3.14.1, requests for perforated tiles. These don't function well for air circulation as the openings are too small. Will open frame panels be acceptable?
- A12. See amendment below.

- Q13. At Annex A – Statement of Requirement, item 5.5.1 requests a 4 circuit system. Is this to be a 2+2 or a 3+1 configuration?
- A13. See amendment below.
- Q14. At Annex A – Statement of Requirement, item 5.5.1, will a 3 circuit system with full dedicated and isolated capabilities be acceptable?
- A14. A 3 circuit system with full dedicated and isolated capabilities will not be acceptable. The requirement at 5.5.1 remains unchanged.
- Q15. At Annex A – Statement of Requirement, item 5.6.5, will a utility pole that can be installed at end of runs, and both ends of any panel acceptable?
- A15. Utility Pole located at either ends of the panel will be accepted but it must be able to accommodate both power and data in one pole.
- Q16. At Annex A – Statement of Requirement, item 5.7 asks for two duplex receptacles. Can 2 triplex be provided?
- A16. Yes, a 2 triplex will be acceptable.
- Q17. At Annex A – Statement of Requirement, item 7.14 states that post leg be adjustable from 26" to 35". Standard seated height adjustable range is 26" to 32". Will this be acceptable?
- A17. Yes, standard seated height adjustable range of 26" to 32" is acceptable.
- Q18. At Annex A – Statement of Requirement, item 7.15 notes a vertical adjustment range for fixed legs of ½ to 2 ½ ". Please confirm that this means that the glide must adjust vertically to a minimum of ½"?
- A18. See amendment below.
- Q19. At Annex A – Statement of Requirement, item 8.13 states a sit stand range of 24" to 48" where current standards define sit to stand as 27" to 41". Is this acceptable?
- A19. No, a sit stand range of 27" to 41" is not acceptable. The requirement at 8.13 remains unchanged.
- Q20. At Annex A – Statement of Requirement, item 9.15, Fixed Pedestals, it states "laminated or veneer" finish. Please confirm that pedestals are to be metal.
- A20. See amendment below.
- Q21. At Annex A – Statement of Requirement, item 9.33, Credenzas, it states that "laminated or veneer" finish. Please confirm that credenzas are to be metal.
- A21. See amendment below.
- Q22. At Annex A – Statement of Requirement, item 9.55 states a "coat rod" but due to the cabinets' width and/or depth, a coat hanger may not fit on a coat rod. A coat hook would be more appropriate. Is a hook acceptable?

- A22. See amendment below.
- Q23. At Annex A – Statement of Requirement, item 9.59 states “plan file drawer”. This are specialty items and as such, should it not form part of the RFSO?
- A23. See amendment below.
- Q24. At Annex A – Statement of Requirement, item 5.5 refers to the need to have products scanned at the scanning facility. Can you please approximate the down time required for Scanning Facility personnel to offload and scan a truckload of product if an appointment is made prior to delivery as this will factor into the cost of delivery and installation.
- A24. See amendment below.
- Q25. At Attachment 1 to Annex A – Product Specifications, section 5.2, please confirm that PSPC is requesting that the receptacles be available “above” work surface height, but not at 29” high which would interfere with the work surfaces that are installed “at” 29” high, as per section 7.17.
- A25. See amendment below.
- Q26. At Attachment 1 to Annex A – Product Specifications, section 8.10, please confirm that you are requesting the surface edge trim to meet the 3mm radius edge requirement of CGSB, not 3mm thick.
- A26. See amendment below.
- Q27. At Attachment 1 to Annex A – Product Specifications, section 8.12, please confirm that the cross bars you are referring to is a metal bar attaching one leg to another at the mid-point of the leg height, where it may impede on the leg clearances.
- A27. Confirmed. The cross bars are metal bars attaching one leg to another at the mid-point of the leg height and may impede on the leg clearances.
- Q28. At Attachment 1 to Annex A – Product Specifications, section 9.8 states, “...*Must have smooth surfaces and be covered entirely in a consistent, dust- free paint finish...*” and 9.14 also asks for a paint finish, but 9.15 asks for a laminate finish. Please confirm the storage requires a paint finish and delete 9.15.
- A28. See amendment below.
- Q29. At Attachment 1 to Annex A – Product Specifications, section 9.16, please delete “safety 54 hazard” and replace with “safety hazard”.
- A29. See amendment below.
- Q30. At Attachment 1 to Annex A – Product Specifications, section 9.32 states, “...*Must have smooth surfaces and be covered entirely in a consistent, dust-free paint finish...*” and 9.33 requests a laminate finish. Please confirm if the Credenzas should be a laminate finish and delete 9.32.
- A30. See amendment below.

Q31. At Attachment 2 to Part 4, Lines 70-77, it states "Stack-on for Non-Powered Panels". Please confirm if these Stack-on panels must be load-bearing.

A31. See amendment below.

Q32. At Attachment 4 to Part 4 – Typical Layout, Typical D, would PSPC consider laminate gables instead of metal legs? If laminate gables are allowed, can the modesty panel be attached?

A32. The requirement remains unchanged. Please refer to Attachment 1 to Annex A - Product Specifications, section 11.5.3 for specifications.

Q33. At Attachment 4 to Part 4 – Typical Layout, Typical D, what is meant by Optional Shroud?

A33. The optional shroud must be specified. It consists of an enclosed cavity and removable cover for vertical routing power and data.

THIS AMENDMENT IS RAISED TO CHANGE THE REQUEST FOR STANDING OFFER (RFSO) SOLICITATION, INCLUDING ANNEX A - STATEMENT OF REQUIREMENT. THE FOLLOWING REVISIONS ARE:

1. At RFSO Table of Contents,

DELETE: "Request for Standing Offers Template"
INSERT: "Request for Standing Offer".

2. At Part 4-Evaluation Procedures and Basis of Selection, 4.1.2.1 Mandatory Financial Criteria (MFC), ADD the following,

"MFC 6	<p>The Offeror must include with their offer, pricing for all the product components identified in the Typical Layouts found in Attachment 4 to Part 4. Pricing for the Minimum Product Requirements listed in the Financial Presentation Sheet must be base grade finishes.</p> <p>The Offeror must provide the pricing in</p>		
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	<p>Table 7 of Attachment 1 to Part 4 – Financial Presentation Sheet.</p> <p>A breakdown, in excel spreadsheet readable by PSPC, of all products used and product pricing, including MSRP, MSRP Discount and Selling Price must be included with the Offer, at solicitation closing date.</p>		
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3. At Part 4-Evaluation Procedures and Basis of Selection, 4.2 Basis of Selection, article 4.2.3, DELETE in its entirety and REPLACE with the following,

“4.2.3 All Offers must meet all mandatory technical and financial evaluation criteria to be responsive. All responsive offers will be ranked according to their total financial score which is the combined rating between their MSRP Discount (40%), Delivery (10%), Installation (10%), Reconfiguration Services (5%), Inventory Services (5%), Storage Services (5%) and the Typical Layout Pricing (25%).

The responsive bid with the highest total financial score on each stream will be recommended for issuance of a Standing Offer agreement.

Below provides a description on how each rated element will be calculated. All pricing and rates will be prorated against the other Offers to provide the weighted scoring applied towards the Offeror's Total Financial Score.

4.2.3.1 The MSRP Discount Score will be derived from the Overall MSRP Discount of the Offeror's Minimum Offered Products. The Overall MSRP Discount will be the combined total average of MSRP discounts of the Benching/Activity-Based Systems, to be referred to as “Activity-Based Products”, weighted at 20% PLUS the total average of the MSRP discounts for the Panels, Glass Blades and Privacy Screens, Panel Power and Communications, Base Feeds, Supported Components and Panel Hung worksurfaces, Freestanding height-adjustable worksurfaces, workspace storage and desktop accessories, to be referred to as “All Other Products” weighted at 80%. All the MSRP discounts will be derived from Offeror's completed Attachment 1 to Part 4 – Financial Presentation Sheet, Table 1.

The average MSRP Discount for Activity-Based Products will be calculated using below formula:

$$\frac{\text{Sum of All MSRP Discounts for Activity-Based Products}}{\text{Total Number of Activity-Based Products}} = \text{Average MSRP Discount for Activity-Based Products}$$

The average MSRP Discount for All Other Products will be calculated using below formula:

Solicitation No. - N° de l'invitation
EP803-183135/A
Client Ref. No. - N° de réf. du client
EP803-183135

Amd. No. - N° de la modif.
003
File No. - N° du dossier
019pps.EP803-183135

Buyer ID - Id de l'acheteur
019pps
CCC No./N° CCC - FMS No./N° VME

Sum of All MSRP Discounts for All Other Products (except Activity-Based Products) = Average MSRP Discount for

Total Number of All Other Products (except Activity-Based Products) All Other Products

The MSRP Discount for Activity-Based Products will be calculated using below formula:

Offeror's Average MSRP Discount for Activity-Based Products X 100 X 20% = MSRP Discount for Activity-Based Products
Highest Average MSRP Discount for Activity-Based Products

The MSRP Discount for All Other Products will be calculated using below formula:

Offeror's Average MSRP Discount for All Other Products X 100 X 80% = MSRP Discount for All Other Products
Highest Average MSRP Discount for All Other Products

The Overall MSRP Discount will be calculated using below formula:

MSRP Discount for Activity-Based Products + MSRP Discount for All Other Products = Overall MSRP Discount

The MSRP Discount Score will be calculated using below formula:

Offeror's Overall MSRP Discount X 100 X 40% = MSRP Discount Score (for Offeror's
Highest Overall MSRP Discount Total Financial Score)

4.2.3.2 The Delivery and Installation scores will be based on the percentage fees for delivery and installation, prorated against the other Offers, to provide the weighted scoring applied towards the overall financial score. The individual delivery and installation percentage fees for normal working hours will be used for evaluation purposes. The delivery percentage fee for normal working hours will be used for evaluation purposes.

The Delivery Score will be calculated using below formula:

Highest Delivery Percentage Fee – Offeror's Delivery Percentage Fee X 100 X 10% = Delivery Score (for
Offeror's
Highest Delivery Percentage Fee Total Financial Score)

The Installation Score will be calculated using below formula:

Highest Installation Percentage Fee – Offeror's Installation Percentage Fee X 100 X 10% = Installation Score (for Offeror's
Highest Installation Percentage Fee Total Financial Score)

4.2.3.3 The Product-Related Services scores (Reconfiguration Services, Inventory Services and Storage Services) will be based on the firm all-inclusive rates provided in Tables 6 of the Attachment 1 to Part 4. The figures used in the evaluation are as follows: Reconfiguration Services and Inventory and Assessment rates were based on Normal Working Hours, Firm All-Inclusive Hourly Rates, with the level of effort at 1 hour; and the Storage Services rates will be based on the weekly and monthly rate per cubic meter, with the level of effort of 1. The Total Prices for each of the Product-Related Services is derived from Table 6 of Attachment 1 to Part 4. The Product-Related Services Scores will be calculated using below formulas:

For the Reconfiguration Services Score,

Lowest Reconfiguration Services Total Price X 100 X 5% = Reconfiguration Services
Score (for
Offeror's Reconfiguration Services Total Price Offeror's Total Financial Score)

For the Inventory Services Score,

Lowest Inventory Services Total Price X 100 X 5% = Inventory Services Score (for Offeror's
Offeror's Inventory Services Total Price Total Financial Score)

For the Storage Services Score,

Lowest Storage Services Total Price X 100 X 5% = Storage Services Score (for Offeror's
Offeror's Reconfiguration Services Total Price Total Financial Score)

4.2.3.4 Table 7 in Attachment 1 to Part 4 – Financial Presentation Sheet and Attachment 4 to Part 4 – Typical Layouts will be used to determine the Typical Layouts Price for evaluation, which includes the type and quantity of goods. The product pricing must reflect the MSRP discounts.

The Typical Layouts Pricing Score will be calculated using below formula:

Lowest Total Typical Layouts Price X 100 X 25% = Typical Layouts Pricing Score (for
Offeror's
Offeror's Total Typical Layouts Price Total Financial Score)

4.2.3.5 The sum of the MSRP Discount Score, Delivery Score, Installation Score, Product-Related Scores (Reconfiguration Services Score + Inventory Services Score + Storage Services Score) and Typical Layouts Pricing Score will determine the Offeror's Total Financial Score. The top ranked responsive offer with the highest Total Financial Score on each stream will be recommended for issuance of Standing Offer agreement. The following formula will be used to calculate the Total Financial Score:

MSRP Discount Score
+
Delivery Score
+
Installation Score
+
Product-Related Scores
+
Typical Layouts Pricing Score
= Total Financial Score"

4. At Part 4-Evaluation Procedures and Basis of Selection, 4.2 Basis of Selection, 4.2.11, DELETE in its entirety and REPLACE with the following,

"4.2.11 Below are possible scenarios and examples of the basis of selection process including calculations for the Average MSRP Discounts, Overall MSRP Discount, MSRP Discount Score, Delivery Score, Installation Score, Product-Related Scores and Typical Layouts Pricing Score, which will determine the Offeror's Total Financial Score.

Scenario 1 – One General Offeror only and/or One PSAB Offeror only

All Offers must meet all mandatory technical and financial evaluation criteria to be responsive. If there is only one responsive Offeror on each stream, the responsive Offerors will be recommended for issuance of Standing Offer agreement.

Scenario 2 – Multiple General Offerors only and/or Multiple PSAB Offerors only

All Offers must meet all mandatory technical and financial evaluation criteria to be responsive. The responsive offer(s) in each stream will be ranked based on their Total Financial Scores.

The following examples will show how the Average MSRP Discounts, Overall MSRP Discount, MSRP Discount Score, Delivery Score, Installation Score, Product-Related Scores and Typical Layouts Pricing Score are calculated to determine the Offeror's Total Financial Score.

Table 1a – Average MSRP Discount for Activity-Based Systems

Offeror	Stream	Activity-Based Systems MSRP Discounts	Total Number of products in Activity-Based Systems	Calculation	Average MSRP Discount for Activity-Based Systems
A	General	70% (all Activity-Based Systems)	8	$\frac{(70 \times 8)}{8}$	70%
ABC	General	70%, 75%, 65%, 80%, 80%, 85%, 60%, 70%	8	$(70\% + 75\% + 65\% + 80\% + 80\% + 85\% + 60\% + 70\%) / 8$	73.13%
WXY	General	70%, 75%, 75%, 80%, 80%, 75%, 80%, 80%	8	$(70\% + 75\% + 75\% + 80\% + 80\% + 75\% + 80\% + 80\%) / 8$	76.88%
B	General	60%, 65%, 65%, 80%, 80%, 75%, 60%, 70%	8	$(60\% + 65\% + 65\% + 80\% + 80\% + 75\% + 60\% + 70\%) / 8$	69.38%
MNM	General	60%, 65%, 65%, 60%, 70%, 75%, 60%, 70%	8	$(60\% + 65\% + 65\% + 60\% + 70\% + 75\% + 60\% + 70\%) / 8$	65.63%
C	General	85% (all Activity-Based Systems)	8	$\frac{(85 \times 8)}{8}$	85%
PST	General	80% (all Activity-Based Systems)	8	$\frac{(80 \times 8)}{8}$	80%
ISC1	PSAB	80% (all Activity-Based Systems)	8	$\frac{(80 \times 8)}{8}$	80%
AAA	PSAB	80% (all Activity-Based Systems)	8	$\frac{(80 \times 8)}{8}$	80%

<i>D</i>	<i>PSAB</i>	80%, 75%, 75%, 70%, 70%, 75%, 80%, 70%	8	$(80\% + 75\% + 75\% + 70\% + 70\% + 75\% + 80\% + 70\%) / 8$	74.36%
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Table 1b – Average MSRP Discount for All Other Products

Offeror	Stream	All Other Products MSRP Discounts	Total Number of Products (except Activity-Based Systems Products)	Calculation	Average MSRP Discount for All Other Products
A	General	70% (1 discount for All Other Products)	10	$\frac{(70 \times 10)}{10}$	70%
ABC	General	70%, 75%, 65%, 80%, 80, 80%, 85%, 60%, 70%, 70%	10	$(70\% + 75\% + 65\% + 80\% + 80\% + 80\% + 85\% + 60\% + 70\% + 70\%) / 10$	73.50%
WXY	General	70%, 80%, 70%, 75%, 75%, 80%, 80%, 75%, 80%, 80%	10	$(70\% + 80\% + 70\% + 75\% + 75\% + 80\% + 80\% + 75\% + 80\% + 80\%) / 10$	76.50%
B	General	60%, 65%, 65%, 80%, 80%, 75%, 60%, 70%, 65%, 75%	10	$(60\% + 65\% + 65\% + 80\% + 80\% + 75\% + 60\% + 70\% + 65\% + 75\%) / 10$	69.50%
MNM	General	60%, 65%, 65%, 60%, 70%, 75%, 60%, 75%, 60%, 70%	10	$(60\% + 65\% + 65\% + 60\% + 70\% + 75\% + 60\% + 75\% + 60\% + 70\%) / 10$	66%
C	General	85% (1 discount for All Other Products)	10	$\frac{(85 \times 10)}{10}$	85%
PST	General	80% (1 discount for All Other Products)	10	$\frac{(80 \times 10)}{10}$	80%
<i>ISC1</i>	<i>PSAB</i>	80% (1 discount for All Other Products)	10	$\frac{(80 \times 10)}{10}$	80%
AAA	<i>PSAB</i>	80% (1	10	$\frac{(80 \times 10)}{10}$	80%

		<i>discount for All Other Products)</i>		10	
D	PSAB	80%, 75%, 75%, 75%, 70%, 70%, 75%, 80%, 70%, 80%	10	(80% + 75% + 75% + 75% + 70% + 70% + 75% + 80% + 70% + 80%) / 10	75%

Table 1c - MSRP Discount for Activity-Based Systems

Offeror	Stream	Calculation	MSRP Discount Score for Activity-Based Systems
A	General	$[(70 / 85) \times 100] \times 20\%$	16.47
ABC	General	$[(73.13 / 85) \times 100] \times 20\%$	17.21
WXY	General	$[(76.88 / 85) \times 100] \times 20\%$	18.09
B	General	$[(69.38 / 85) \times 100] \times 20\%$	16.32
MNM	General	$[(65.63 / 85) \times 100] \times 20\%$	15.44
C	General	$[(85 / 85) \times 100] \times 20\%$	20.00
PST	General	$[(80 / 85) \times 100] \times 20\%$	18.82
ISC1	PSAB	$[(80 / 80) \times 100] \times 20\%$	20.00
AAA	PSAB	$[(80 / 80) \times 100] \times 20\%$	20.00
D	PSAB	$[(74.36 / 80) \times 100] \times 20\%$	18.59

Table 1d - MSRP Discount for All Other Products

Offeror	Stream	Calculation	MSRP Discount Score for All Other Products
A	General	$[(70 / 85) \times 100] \times 80\%$	65.88
ABC	General	$[(73.50 / 85) \times 100] \times 80\%$	69.18
WXY	General	$[(76.50 / 85) \times 100] \times 80\%$	72.00
B	General	$[(69.50 / 85) \times 100] \times 80\%$	65.41
MNM	General	$[(66 / 85) \times 100] \times 80\%$	62.12
C	General	$[(85 / 85) \times 100] \times 80\%$	80.00
PST	General	$[(80 / 85) \times 100] \times 80\%$	75.29
ISC1	PSAB	$[(80 / 80) \times 100] \times 80\%$	80.00
AAA	PSAB	$[(80 / 80) \times 100] \times 80\%$	80.00
D	PSAB	$[(70 / 80) \times 100] \times 80\%$	70.00

Table 1e – Overall MSRP Discount

Offeror	Stream	Calculation	Overall MSRP Discount
A	General	16.47 + 65.88	82.35 points
ABC	General	17.21 + 69.18	86.39 points
WXY	General	18.09 + 72	90.09 points
B	General	16.32 + 65.41	81.73 points
MNM	General	15.44 + 62.12	77.56 points
C	General	20 + 80	100.00 points
PST	General	18.82 + 75.29	94.11 points
ISC1	PSAB	20 + 80	100.00 points
AAA	PSAB	20 + 80	100.00 points

<i>D</i>	<i>PSAB</i>	<i>18.59 + 70</i>	<i>88.59 points</i>
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Table 1f – MSRP Discount Score

Offeror	Stream	Calculation	MSRP Discount Score (A)
A	General	$[(82.35 / 100) \times 100] \times 40\%$	32.94
ABC	General	$[(86.39 / 100) \times 100] \times 40\%$	34.56
WXY	General	$[(90.09 / 100) \times 100] \times 40\%$	36.04
B	General	$[(81.73 / 100) \times 100] \times 40\%$	32.69
MNM	General	$[(77.56 / 100) \times 100] \times 40\%$	31.02
C	General	$[(100 / 100) \times 100] \times 40\%$	40.00
PST	General	$[(94.11 / 100) \times 100] \times 40\%$	37.64
<i>ISC1</i>	<i>PSAB</i>	$[(100 / 100) \times 100] \times 40\%$	<i>40.00</i>
<i>AAA</i>	<i>PSAB</i>	$[(100 / 100) \times 100] \times 40\%$	<i>40.00</i>
<i>D</i>	<i>PSAB</i>	$[(88.59 / 100) \times 100] \times 40\%$	<i>35.44"</i>

Table 2 – Typical Layouts, Delivery and Installation based on Offeror's Financial Presentation Sheet

Offeror	Stream	Typical Layouts Total Price*	Delivery Percentage Fee	Installation Percentage Fee
A	General	\$70,000.00	3%	4%
ABC	General	\$75,000.00	1%	2%
WXY	General	\$73,000.00	0%	3%
B	General	\$85,000.00	5%	5%
MNM	General	\$70,000.00	7%	7%
C	General	\$100,000.00	2%	2.5%
PST	General	\$69,000.00	6%	10%
<i>ISC1</i>	<i>PSAB</i>	<i>\$90,000.00</i>	<i>0%</i>	<i>5%</i>
<i>AAA</i>	<i>PSAB</i>	<i>\$85,000.00</i>	<i>3%</i>	<i>3%</i>
<i>D</i>	<i>PSAB</i>	<i>\$85,000.00</i>	<i>2%</i>	<i>4%</i>

Table 3 – Delivery Score

Offeror	Stream	Calculation	Delivery Score (B)
A	General	$[(7-3) / 7] \times 100] \times 10\%$	5.71 points
ABC	General	$[(7-1) / 7] \times 100] \times 10\%$	8.57 points
WXY	General	$[(7-0) / 7] \times 100] \times 10\%$	10.00 points
B	General	$[(7-5) / 7] \times 100] \times 10\%$	2.86 points
MNM	General	$[(7-7) / 7] \times 100] \times 10\%$	0.00 points
C	General	$[(7-2) / 7] \times 100] \times 10\%$	7.14 points
PST	General	$[(7-6) / 7] \times 100] \times 10\%$	1.43 points
<i>ISC1</i>	<i>PSAB</i>	$[(3-0) / 3] \times 100] \times 10\%$	<i>10.00 points</i>
<i>AAA</i>	<i>PSAB</i>	$[(3-3) / 3] \times 100] \times 10\%$	<i>0.00 points</i>
<i>D</i>	<i>PSAB</i>	$[(3-2) / 3] \times 100] \times 10\%$	<i>3.33 points</i>

Note: The Delivery Fee will be the average of the 2 delivery fees identified in Offeror's completed Financial Presentation Sheet.

Table 4 – Installation Score

Offeror	Stream	Calculation	Installation Score (C)
A	General	$[(10-4) / 10] \times 100] \times 10\%$	6.00 points
ABC	General	$[(10-2) / 10] \times 100] \times 10\%$	8.00 points
WXY	General	$[(10-3) / 10] \times 100] \times 10\%$	7.00 points
B	General	$[(10-5) / 10] \times 100] \times 10\%$	5.00 points
MNM	General	$[(10-7) / 10] \times 100] \times 10\%$	3.00 points

C	General	$[(10-2.5) / 10] \times 100] \times 10\%$	7.50 points
PST	General	$[(10-10) / 10] \times 100] \times 10\%$	0.00 points
ISC1	PSAB	$[(5-5) / 5] \times 100] \times 10\%$	0.00 points
AAA	PSAB	$[(5-3) / 5] \times 100] \times 10\%$	4.00 points
D	PSAB	$[(5-4) / 5] \times 100] \times 10\%$	2.00 points

Table 5a – Reconfiguration Services Score

Offeror	Stream	Calculation	Reconfiguration Services Score (D)
A	General	$[(\$80.00 / \$150.00) \times 100] \times 5\%$	2.67 points
ABC	General	$[(\$80.00 / \$85.00) \times 100] \times 5\%$	4.71 points
WXY	General	$[(\$80.00 / \$90.00) \times 100] \times 5\%$	4.44 points
B	General	$[(\$80.00 / \$100.00) \times 100] \times 5\%$	4.00 points
MNM	General	$[(\$80.00 / \$80.00) \times 100] \times 5\%$	5.00 points
C	General	$[(\$80.00 / \$80.00) \times 100] \times 5\%$	5.00 points
PST	General	$[(\$65.00 / \$70.00) \times 100] \times 5\%$	4.64 points
ISC1	PSAB	$[(\$65.00 / \$65.00) \times 100] \times 5\%$	5.00 points
AAA	PSAB	$[(\$65.00 / \$100.00) \times 100] \times 5\%$	3.25 points
D	PSAB	$[(\$65.00 / \$150.00) \times 100] \times 5\%$	2.17 points

Table 5b – Inventory Services Score

Offeror	Stream	Calculation	Inventory Services Score (E)
A	General	$[(\$15.00 / \$20.00) \times 100] \times 5\%$	3.75 points
ABC	General	$[(\$15.00 / \$25.00) \times 100] \times 5\%$	3.00 points
WXY	General	$[(\$15.00 / \$15.00) \times 100] \times 5\%$	5.00 points
B	General	$[(\$15.00 / \$19.00) \times 100] \times 5\%$	3.95 points
MNM	General	$[(\$15.00 / \$20.00) \times 100] \times 5\%$	3.75 points
C	General	$[(\$15.00 / \$20.00) \times 100] \times 5\%$	3.75 points
PST	General	$[(\$15.00 / \$18.00) \times 100] \times 5\%$	4.17 points
ISC1	PSAB	$[(\$15.00 / \$20.00) \times 100] \times 5\%$	3.75 points
AAA	PSAB	$[(\$15.00 / \$15.00) \times 100] \times 5\%$	5.00 points
D	PSAB	$[(\$15.00 / \$20.00) \times 100] \times 5\%$	3.75 points

Table 5c – Storage Services Score

Offeror	Stream	Calculation	Storage Services Score (F)
A	General	$[(\$30.00 / \$50.00) \times 100] \times 5\%$	3.0 points
ABC	General	$[(\$30.00 / \$60.00) \times 100] \times 5\%$	2.50 points
WXY	General	$[(\$30.00 / \$45.00) \times 100] \times 5\%$	3.33 points
B	General	$[(\$30.00 / \$50.00) \times 100] \times 5\%$	3.00 points
MNM	General	$[(\$30.00 / \$40.00) \times 100] \times 5\%$	3.75 points
C	General	$[(\$30.00 / \$35.00) \times 100] \times 5\%$	4.29 points
PST	General	$[(\$30.00 / \$30.00) \times 100] \times 5\%$	5.00 points
ISC1	PSAB	$[(\$25.00 / \$50.00) \times 100] \times 5\%$	2.50 points
AAA	PSAB	$[(\$25.00 / \$25.00) \times 100] \times 5\%$	5.00 points
D	PSAB	$[(\$25.00 / \$30.00) \times 100] \times 5\%$	4.17 points

Table 6 – Typical Layouts Pricing Score

Offeror	Stream	Calculation	Typical Layout Pricing Score (G)
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A	General	$[(\$69,000.00 / \$70,000.00) \times 100] \times 25\%$	24.64 points
ABC	General	$[(\$69,000.00 / \$75,000.00) \times 100] \times 25\%$	23.00 points
WXY	General	$[(\$69,000.00 / \$73,000.00) \times 100] \times 25\%$	23.63 points
B	General	$[(\$69,000.00 / \$85,000.00) \times 100] \times 25\%$	20.29 points
MNM	General	$[(\$69,000.00 / \$70,000.00) \times 100] \times 25\%$	24.64 points
C	General	$[(\$69,000.00 / \$100,000.00) \times 100] \times 25\%$	17.25 points
PST	General	$[(\$69,000.00 / \$69,000.00) \times 100] \times 25\%$	25.00 points
ISC1	PSAB	$[(\$85,000.00 / \$90,000.00) \times 100] \times 25\%$	23.61 points
AAA	PSAB	$[(\$85,000.00 / \$85,000.00) \times 100] \times 25\%$	25.00 points
D	PSAB	$[(\$85,000.00 / \$85,000.00) \times 100] \times 25\%$	25.00 points"

Table 7 - Total Financial Score

Offeror	Stream	Overall MSRP Discount Score + Delivery Score + Installation Score + Reconfiguration Services Score + Inventory Services Scores + Storage Services Score + Typical Layouts Pricing Score	Total Financial Score (A+B+C+D+E+F+G)
A	General	32.94 + 5.71 + 6.00 + 2.67 + 3.75 + 3.00 + 4.50 + 24.64	83.21
ABC	General	34.56 + 8.57 + 8.00 + 4.71 + 3.00 + 2.50 + 4.60 + 23.00	88.94
WXY	General	36.04 + 10.00 + 7.00 + 4.44 + 5.00 + 3.33 + 4.73 + 23.63	94.17*
B	General	32.69 + 2.86 + 5.00 + 4.00 + 3.95 + 3.00 + 4.06 + 20.29	72.25
MNM	General	31.02 + 0.00 + 3.00 + 5.00 + 3.75 + 3.75 + 4.93 + 24.64	76.09
C	General	40.00 + 7.14 + 7.50 + 5.00 + 3.75 + 4.29 + 3.45 + 17.25	88.38
PST	General	37.64 + 1.43 + 0.00 + 4.64 + 4.17 + 5.00 + 5.00 + 25.00	82.88
ISC1	PSAB	40.00 + 10.00 + 0.00 + 5.00 + 3.75 + 2.50 + 4.72 + 23.61	89.58*
AAA	PSAB	40.00 + 0.00 + 4.00 + 3.25 + 5.00 + 5.00 + 5.00 + 25.00	87.25
D	PSAB	35.44 + 3.33 + 2.00 + 2.17 + 3.75 + 4.17 + 5.00 + 25.00	80.86

In accordance with the basis of evaluations, the top ranking responsive bid with the highest total financial score on each stream will be recommended for issuance of Standing Offer agreement(s). In above scenario, Offeror WXY will be recommended for the General Stream and Offeror ISC1 will be recommended for the PSAB Stream."

5. At Annex A - Statement of Requirement, 6. Asset Management Program, DELETE in its entirety.
6. At Attachment 1 to Annex A – Product Specification, article 3.14, DELETE in its entirety.
7. At Attachment 1 to Annex A – Product Specification, article 3.9, DELETE in its entirety and REPLACE with the following,

“3.9. Interconnecting panel must be finished as per the following methods:

 - 3.9.1. Monolithic frame with segmented face: Frames ranging from 914mm (36”) to 1296mm (51”) in height must have each panel face comprised of two (2) or three (3) elements;
 - 3.9.2. Panels must allow for stackable panel add-on modules that can be stacked up to 81” high and must be load bearing.
 - 3.9.2.1 Panel Add-on modules must have the option of fabric or glass add-on modules (both framed and frameless).
 - 3.9.3. Elements must be field-interchangeable comprised of fabric upholstered, whiteboard or integrated accessory element.
 - 3.9.4. All panels and their elements must align horizontally to create a uniform appearance.”
8. At Attachment 1 to Annex A – Product Specifications, article 5.2, ADD the following,

“Power receptacles must be above the standard worksurface height of 736mm (29”) and also below the worksurface at the base of the panel.”
9. At Attachment 1 to Annex A – Product Specification, 5.5.1., DELETE in its entirety and REPLACE with the following,

“5.5.1. All powered panels and non-powered panels must be capable of accommodating an eight wire, four circuit (3+1 configuration) electrical systems and a twenty four (24) cable telecommunication system (category 5e and/or 6) with no more than a 60% fill capacity.”
10. At Attachment 1 to Annex A – Product Specification, article 7.15, ADD the following,

“The fixed height leg must have a minimum glide levelling range of 1½”.”
11. At Attachment 1 to Annex A – Product Specification, article 8.10, DELETE in its entirety and REPLACE with the following,

“8.10 Freestanding work surfaces must have a pvc or pvc-free flat edge trim maximum radius of 3 mm.”
12. At Attachment 1 to Annex A – Product Specification, article 9.15, DELETE in its entirety.
13. At Attachment 1 to Annex A – Product Specification, article 9.16,

DELETE: “safety 54 hazard”
INSERT: “safety hazard”
14. At Attachment 1 to Annex A – Product Specification, article 9.32, DELETE in its entirety.

15. At Attachment 1 to Annex A – Product Specification, article 9.33, DELETE in its entirety and REPLACE with the following,

“9.33. Must have smooth surfaces and be covered entirely in a consistent, dust-free laminate or a combination of laminate and metal finish.”
16. At Attachment 1 to Annex A – Product Specification, article 9.55, ADD the following,

“Coat hooks will be accepted for smaller sizes but coat rods must be provided for larger sizes that can accommodate a coat hook.”
17. At Attachment 1 to Annex A – Product Specification, article 9.59, DELETE in its entirety.
18. At Attachment 1 to Annex A – Product Specification, 9. Workspace Storage, ADD the following,

“9.0.1 Mobile Pedestals, Fixed Pedestals and Filing Laterals must be metal.
9.0.2 Credenzas must be laminate or a combination of metal and laminate.
9.0.3 Storage and Wardrobe towers and Lockers must be either metal, laminate or a combination of metal and laminate.”

ALL OTHER TERMS AND CONDITIONS OF THE REQUEST FOR STANDING OFFER REMAIN UNCHANGED.