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**11 Laurier/11,rue Laurier
Place du Portage, Phase III
Core 0B2 / Noyau 0B2
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 Collaborative Furniture	
Solicitation No. - N° de l'invitation EP803-183135/C	Date 2018-06-20
Client Reference No. - N° de référence du client EP803-183135	Amendment No. - N° modif. 001
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-019-26855	
Date of Original Request for Standing Offer 2018-06-07	
Date de la demande de l'offre à commandes originale	
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2018-07-18	
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		

THIS AMENDMENT IS RAISED TO CHANGE THE REQUEST FOR STANDING OFFER (RFSO) SOLICITATION, INCLUDING ATTACHMENT 3 TO PART 4. THE FOLLOWING REVISIONS ARE:

1. At Part 1 – General Information, 1.6 Offeror's Conference, DELETE in its entirety and REPLACE with the following,

"1.6 Offeror's Conference

An offerors' conference will be held at 222 Queen Street, Ottawa, Ontario on Thursday, June 28, 2018. The conference will begin at 1:30 p.m. EST, in Room 500 (5th Floor). The scope of the requirement outlined in the Request for Standing Offers (RFSO) will be reviewed during the conference and questions will be answered. It is recommended that Offerors who intend to submit an offer attend or send a representative.

Offerors are requested to communicate with the Standing Offer Authority before the conference to confirm attendance. Offerors should provide, in writing, to the standing Offer Authority, the name(s) of the person(s) who will be attending and a list of issues they wish to table no later than 2:00 p.m. EST, June 25, 2018. There will be a maximum of 2 representatives for each Offeror. Representatives that did not confirm attendance will not be permitted to attend the conference.

Any clarifications or changes to the RFSO resulting from the Offerors' conference will be included as an amendment to the RFSO. Offerors who do not attend will not be precluded from submitting an offer."

2. At Part 2 – Offeror Instructions, ADD the following,

"2.7. Equivalent Products

2.7.1 Products that are equivalent in form, fit, function and quality to the item(s) specified in the bid solicitation will be considered where the Bidder:

- a. designates the brand name, model and/or part number of the substitute product;
- b. states that the substitute product is fully interchangeable with the item specified;
- c. provides complete specifications and descriptive literature for each substitute product;
- d. provides compliance statements that include technical specifics showing the substitute product meets all mandatory performance criteria that are specified in the bid solicitation; and
- e. clearly identifies those areas in the specifications and descriptive literature that support the substitute product's compliance with any mandatory performance criteria.

2.7.2 Products offered as equivalent in form, fit, function and quality will not be considered if:

- a. the bid fails to provide all the information requested to allow the Contracting Authority to fully evaluate the equivalency of each substitute product; or
- b. the substitute product fails to meet or exceed the mandatory performance criteria specified in the bid solicitation for that item.

2.7.3 In conducting its evaluation of the bids, Canada may, but will have no obligation to, request bidders offering a substitute product to demonstrate, at the sole cost of bidders, that the substitute product is equivalent to the item specified in the bid solicitation."

3. At Part 4-Evaluation Procedures and Basis of Selection, 4.1.1.1 Mandatory Technical Criteria (MTC), MTC 5, DELETE in its entirety and REPLACE with the following,

"MTC 5	<p>The Offeror must confirm to provide the Offered Product(s) throughout the duration of the Standing Offer. Additionally, the Offeror must also confirm to provide the entire line of products of the Offered Product(s) throughout the duration of the Standing Offer. The MSRP percentage discount(s) must be the same as the Offered Product(s).</p> <p>The Offeror shall not add any other product to Attachment 1 to Part 4 – Financial Presentation Sheet and Attachment 2 to Part 4 – Offered Products List.</p> <p>A list of the entire line of products including the other configurations and variations of the Offered Product(s) shall be provided upon issuance of a Standing Offer.</p> <p>For the purposes of evaluation, the other configurations and variations of the offered product(s) will not be part of the financial evaluation.</p> <p>Note: The entire line of products refer to the Offered Product(s) and the other configurations and variations of the offered product(s)."</p>		
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4. At Part 4-Evaluation Procedures and Basis of Selection, 4.1.1.1 Mandatory Technical Criteria (MTC), MTC 10, DELETE in its entirety and REPLACE with the following,

"MTC 10	<p>The Offeror must complete and submit all other RFSO requirements as described in the following, by solicitation closing time and date:</p> <ul style="list-style-type: none"> - Certifications and Additional Information (RFSO Part 5) - Insurance Requirements (RFSO Part 6) - Signed RFSO cover page (original and all amendments)" 		
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5. 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 responsive offers will be ranked according to their combined rating between the MSRP Discount Score (15%), Basket of Product(s) Score (40%), Delivery Score (15%), Installation Score (15%), Reconfiguration Services Score (5%), Inventory Services Score (5%), and Storage Services Score (5%), on an item-by-item basis (for each product listed in Attachment 1 to Part 4)."

6. At Part 4-Evaluation Procedures and Basis of Selection, 4.2 Basis of Selection, article 4.2.5, DELETE in its entirety and REPLACE with the following,

“4.2.5 The following formulas and calculations will be used to determine the basis of selection:

4.2.5.1 The Offeror's MSRP Discount Score will be calculated using below formula:

$$\frac{\text{Offeror's Average MSRP Discount}}{\text{Highest Average MSRP Discount}} \times 100 \times 15\% = \text{Offeror's MSRP Discount Score}$$

4.2.5.2 Should there be sub-items, where 1 item is composed of multiple sub-items (e.g. 1a, 1b,...), the average of all the sub-items' MSRP Discount will be taken and used as the Offeror's average MSRP Discount (as per 4.2.5.1 above). Below formula will be used in the calculation:

$$\frac{\text{Sum of All Sub-Items' MSRP Discounts}}{\text{Total number of sub-items}} = \text{Offeror's Average MSRP Discount (with sub-items)}$$

4.2.5.3 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 total financial score. The individual delivery and installation percentage fees for normal working hours will be used for evaluation purposes.

4.2.5.4 The Delivery Score will be calculated using below formula:

$$\frac{\text{Highest Delivery Percentage Fee} - \text{Offeror's Delivery Percentage Fee}}{\text{Highest Delivery Percentage Fee}} \times 100 \times 15\% = \text{Delivery Score}$$

4.2.5.5 The Installation Score will be calculated using below formula:

$$\frac{\text{Highest Installation Percentage Fee} - \text{Offeror's Installation Percentage Fee}}{\text{Highest Installation Percentage Fee}} \times 100 \times 15\% = \text{Installation Score}$$

4.2.5.6 The Product-Related Services scores (Reconfiguration Services, Inventory Services and Storage Services) will be based on the firm all-inclusive rates provided in Attachment 1 to Part 4 – Financial Presentation Sheet. 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 will be derived from Table 6 of Attachment 1 to Part 4. The Product-Related Services Scores will be calculated using below formulas:

4.2.5.6.1 For the Reconfiguration Services Score,

$$\frac{\text{Lowest Reconfiguration Services Total Price}}{\text{Offeror's Reconfiguration Services Total Price}} \times 100 \times 5\% = \text{Reconfiguration Services Score}$$

4.2.5.6.2 For the Inventory Services Score,

$$\frac{\text{Lowest Inventory Services Total Price}}{\text{Offeror's Inventory Services Total Price}} \times 100 \times 5\% = \text{Inventory Services Score}$$

4.2.5.6.3 For the Storage Services Score,

$$\frac{\text{Lowest Storage Services Total Price}}{\text{Offeror's Reconfiguration Services Total Price}} \times 100 \times 5\% = \text{Storage Services Score}$$

4.2.5.7 Table 7 in Attachment 1 to Part 4 – Financial Presentation Sheet will be used to determine the Basket of Product(s) Pricing Score for evaluation purposes, which

includes the type of goods. A quantity of 1 for each item, including sub-items will be used for evaluation. The product pricing must reflect the MSRP discounts. Each Offered Product will be evaluated individually. In most cases, the Basket of Product(s) will consist of 1 item and the Total Basket of Product(s) Price will be the that item's price. However, there are products with multiple sub-items. The Total Basket of Product(s) Price for those will be the sum of all prices for all the sub-items.

The Basket of Product(s) Pricing Score will be calculated using below formula:

$$\frac{\text{Lowest Total Basket of Product(s) Price}}{\text{Offeror's Total Basket of Product(s) Price}} \times 100 \times 40\% = \text{Basket of Product(s) Pricing Score (for Offeror's Total Financial Score)}$$

4.2.5.8 The sum of the MSRP Discount Score, Delivery Score, Installation Score, Product-Related Scores (Reconfiguration Services Score + Inventory Services Score + Storage Services Score) and Basket of Product(s) Score per item per stream will determine the Offeror's Total Financial Score. The top 2 ranked responsive offers with the highest Total Financial Score per item per stream will be recommended for issuance of Standing Offer agreement. The following formula will be used to calculate the Offeror's Total Financial Score:

$$\begin{aligned} &\text{MSRP Discount Score} \\ &+ \\ &\text{Delivery Score} \\ &+ \\ &\text{Installation Score} \\ &+ \\ &\text{Product-Related Services Scores} \\ &+ \\ &\text{Basket of Product(s) Pricing Score} \\ &\text{-----} \\ &= \text{Total Financial Score} \end{aligned}$$

7. At Part 4-Evaluation Procedures and Basis of Selection, 4.2 Basis of Selection, article 4.2.9, DELETE in its entirety and REPLACE with the following,

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

Scenario 1 – Two or Less General Offeror and/or Two or less PSAB Offeror

All Offers must meet all mandatory technical and financial evaluation criteria to be responsive. If there are two or less responsive Offerors per item on each stream, the responsive Offerors will be recommended for issuance of Standing Offer agreement.

Scenario 2 – Three or more General Offerors and/or Three or more PSAB Offerors

All Offers must meet all mandatory technical and financial evaluation criteria to be responsive. The responsive offer(s) for each item on 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 Basket of Product(s) Pricing Score are calculated on each Offered product to determine the Offeror's Total Financial Score.

Table 1a – MSRP Discount for Offered Product(s)

Product	Offeror	Total Number of Items (Product Components)	Stream	MSRP Discount(s)	Calculation	Average MSRP Discount
Four-Person Lounge Pod	A	1	General	70%	$\frac{(70)}{1}$	70%
Four-Person Lounge Pod	ABC	1	General	75%	$\frac{(75)}{1}$	75%
Four-Person Lounge Pod	WXY	1	General	80%	$\frac{(75)}{1}$	75%
Lounge Pod, Back-to-back Huddle	B	2	General	65%, 68%	$\frac{(65 + 68)}{2}$	66.50%
Lounge Pod, Back-to-back Huddle	MNM	2	General	60%, 70%	$\frac{(60 + 70)}{2}$	65%
Lounge Pod, Back-to-back Huddle	C	2	General	70%, 70%	$\frac{(70 + 70)}{2}$	70%
Two-high Storage Cabinet	PST	1	General	80%	$\frac{(80)}{1}$	80%
Lounge Pod	ISC1	5	PSAB	80%, 75%, 75%, 70%, 70%	$\frac{(80 + 75 + 75 + 70 + 70)}{5}$	74%
Lounge Pod	AAA	5	PSAB	70%, 70%, 75%, 80%, 70%	$\frac{(70 + 70 + 75 + 80 + 70)}{5}$	73%
Lounge Pod	D	5	PSAB	75%, 75%, 75%, 75%, 75%	$\frac{(75 + 75 + 75 + 75 + 75)}{5}$	75%

Note: The Total Number of Items (Product Components) will be based on the number of items, including sub-items as identified in the Financial Presentation Sheet, Attachment 1 to Part 4.

Table 1b – MSRP Discount Score

Product	Offeror	Stream	Calculation	MSRP Discount Score (A)
Four-Person Lounge Pod	A	General	$[(70 / 75) \times 100] \times 15\%$	13.99 points
Four-Person Lounge Pod	ABC	General	$[(75 / 75) \times 100] \times 15\%$	15.00 points
Four-Person Lounge Pod	WXY	General	$[(75 / 75) \times 100] \times 15\%$	15.00 points
Lounge Pod, Back-to-back Huddle	B	General	$[(66.50 / 70) \times 100] \times 15\%$	14.25 points
Lounge Pod, Back-to-back Huddle	MNM	General	$[(65 / 70) \times 100] \times 15\%$	13.93 points
Lounge Pod, Back-to-back Huddle	C	General	$[(70 / 70) \times 100] \times 15\%$	15.00 points
Two-high Storage Cabinet	PST	General	$[(80 / 80) \times 100] \times 15\%$	15.00 points

Lounge Pod	ISC1	PSAB	$[(74 / 75) \times 100] \times 15\%$	14.80 points
Lounge Pod	AAA	PSAB	$[(73 / 75) \times 100] \times 15\%$	14.60 points
Lounge Pod	D	PSAB	$[(75 / 75) \times 100] \times 15\%$	15.00 points

Table 2 – Basket of Product(s), Delivery and Installation based on Offeror's Financial Presentation Sheet

Product	Offeror	Stream	Basket of Product(s) Total Price	Delivery Percentage Fee	Installation Percentage Fee
Four-Person Lounge Pod	A	General	\$700.00	3%	4%
Four-Person Lounge Pod	ABC	General	\$750.00	1%	2%
Four-Person Lounge Pod	WXY	General	\$730.00	5%	3%
Lounge Pod, Back-to-back Huddle	B	General	\$850.00	5%	6%
Lounge Pod, Back-to-back Huddle	MNM	General	\$700.00	7%	4%
Lounge Pod, Back-to-back Huddle	C	General	\$1,000.00	2%	2.5%
Two-high Storage Cabinet	PST	General	\$690.00	4%	7%
Lounge Pod	ISC1	PSAB	\$900.00	0%	5%
Lounge Pod	AAA	PSAB	\$850.00	3%	0%
Lounge Pod	D	PSAB	\$850.00	2%	1%

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

Table 3 – Delivery Score

Product	Offeror	Stream	Calculation	Delivery Score (B)
Four-Person Lounge Pod	A	General	$[(5-3) / 5] \times 100] \times 15\%$	6.00 points
Four-Person Lounge Pod	ABC	General	$[(5-1) / 5] \times 100] \times 15\%$	12.00 points
Four-Person Lounge Pod	WXY	General	$[(5-5) / 5] \times 100] \times 15\%$	0 points
Lounge Pod, Back-to-back Huddle	B	General	$[(7-5) / 7] \times 100] \times 15\%$	4.29 points
Lounge Pod, Back-to-back Huddle	MNM	General	$[(7-7) / 7] \times 100] \times 15\%$	0 points
Lounge Pod, Back-to-back Huddle	C	General	$[(7-2) / 7] \times 100] \times 15\%$	10.71 points
Two-high Storage Cabinet	PST	General	$[(4-4) / 4] \times 100] \times 15\%$	0 points
Lounge Pod	ISC1	PSAB	$[(3-0) / 3] \times 100] \times 15\%$	15.00 points
Lounge Pod	AAA	PSAB	$[(3-3) / 3] \times 100] \times 15\%$	0 points
Lounge Pod	D	PSAB	$[(3-2) / 3] \times 100] \times 15\%$	4.99 points

Table 4 – Installation Score

Product	Offeror	Stream	Calculation	Installation Score (C)
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Four-Person Lounge Pod	A	General	$[(4-4) / 4] \times 100] \times 15\%$	0 points
Four-Person Lounge Pod	ABC	General	$[(4-2) / 4] \times 100] \times 15\%$	7.50 points
Four-Person Lounge Pod	WXY	General	$[(4-3) / 4] \times 100] \times 15\%$	3.75 points
Lounge Pod, Back-to-back Huddle	B	General	$[(6-6) / 6] \times 100] \times 15\%$	0 points
Lounge Pod, Back-to-back Huddle	MNM	General	$[(6-4) / 6] \times 100] \times 15\%$	4.99 points
Lounge Pod, Back-to-back Huddle	C	General	$[(6-2.5) / 6] \times 100] \times 15\%$	8.75 points
Two-high Storage Cabinet	PST	General	$[(7-7) / 7] \times 100] \times 15\%$	0 points
<i>Lounge Pod</i>	<i>ISC1</i>	<i>PSAB</i>	$[(5-5) / 5] \times 100] \times 15\%$	<i>0 points</i>
<i>Lounge Pod</i>	<i>AAA</i>	<i>PSAB</i>	$[(5-0) / 5] \times 100] \times 15\%$	<i>15.00 points</i>
<i>Lounge Pod</i>	<i>D</i>	<i>PSAB</i>	$[(5-1) / 5] \times 100] \times 15\%$	<i>12.00 points</i>

Table 5a – Reconfiguration Services Score

Product	Offeror	Stream	Calculation	Reconfiguration Services Score (D)
Four-Person Lounge Pod	A	General	$[(\$85.00 / \$150.00) \times 100] \times 5\%$	2.83 points
Four-Person Lounge Pod	ABC	General	$[(\$85.00 / \$85.00) \times 100] \times 5\%$	5.00 points
Four-Person Lounge Pod	WXY	General	$[(\$85.00 / \$90.00) \times 100] \times 5\%$	4.72 points
Lounge Pod, Back-to-back Huddle	B	General	$[(\$80.00 / \$100.00) \times 100] \times 5\%$	4.00 points
Lounge Pod, Back-to-back Huddle	MNM	General	$[(\$80.00 / \$80.00) \times 100] \times 5\%$	5.00 points
Lounge Pod, Back-to-back Huddle	C	General	$[(\$80.00 / \$80.00) \times 100] \times 5\%$	5.00 points
Two-high Storage Cabinet	PST	General	$[(\$65.00 / \$65.00) \times 100] \times 5\%$	5.00 points
<i>Lounge Pod</i>	<i>ISC1</i>	<i>PSAB</i>	$[(\$65.00 / \$65.00) \times 100] \times 5\%$	<i>5.00 points</i>
<i>Lounge Pod</i>	<i>AAA</i>	<i>PSAB</i>	$[(\$65.00 / \$100.00) \times 100] \times 5\%$	<i>3.25 points</i>
<i>Lounge Pod</i>	<i>D</i>	<i>PSAB</i>	$[(\$65.00 / \$150.00) \times 100] \times 5\%$	<i>2.17 points</i>

Table 5b – Inventory Services Score

Product	Offeror	Stream	Calculation	Inventory Services Score (E)
Four-Person Lounge Pod	A	General	$[(\$15.00 / \$20.00) \times 100] \times 5\%$	3.75 points

Four-Person Lounge Pod	ABC	General	$[(\$15.00 / \$25.00) \times 100] \times 5\%$	3.00 points
Four-Person Lounge Pod	WXY	General	$[(\$15.00 / \$15.00) \times 100] \times 5\%$	5.00 points
Lounge Pod, Back-to-back Huddle	B	General	$[(\$19.00 / \$19.00) \times 100] \times 5\%$	5.00 points
Lounge Pod, Back-to-back Huddle	MNM	General	$[(\$19.00 / \$20.00) \times 100] \times 5\%$	4.75 points
Lounge Pod, Back-to-back Huddle	C	General	$[(\$19.00 / \$20.00) \times 100] \times 5\%$	4.75 points
Two-high Storage Cabinet	PST	General	$[(\$15.00 / \$15.00) \times 100] \times 5\%$	5.00 points
Lounge Pod	ISC1	PSAB	$[(\$15.00 / \$20.00) \times 100] \times 5\%$	3.75 points
Lounge Pod	AAA	PSAB	$[(\$15.00 / \$15.00) \times 100] \times 5\%$	5.00 points
Lounge Pod	D	PSAB	$[(\$15.00 / \$20.00) \times 100] \times 5\%$	3.75 points

Table 5c – Storage Services Score

Product	Offeror	Stream	Calculation	Storage Services Score (F)
Four-Person Lounge Pod	A	General	$[(\$45.00 / \$50.00) \times 100] \times 5\%$	4.50 points
Four-Person Lounge Pod	ABC	General	$[(\$45.00 / \$60.00) \times 100] \times 5\%$	3.75 points
Four-Person Lounge Pod	WXY	General	$[(\$45.00 / \$45.00) \times 100] \times 5\%$	5.00 points
Lounge Pod, Back-to-back Huddle	B	General	$[(\$35.00 / \$50.00) \times 100] \times 5\%$	3.50 points
Lounge Pod, Back-to-back Huddle	MNM	General	$[(\$35.00 / \$40.00) \times 100] \times 5\%$	4.38 points
Lounge Pod, Back-to-back Huddle	C	General	$[(\$35.00 / \$35.00) \times 100] \times 5\%$	5.00 points
Two-high Storage Cabinet	PST	General	$[(\$30.00 / \$30.00) \times 100] \times 5\%$	5.00 points
Lounge Pod	ISC1	PSAB	$[(\$25.00 / \$50.00) \times 100] \times 5\%$	2.50 points
Lounge Pod	AAA	PSAB	$[(\$25.00 / \$25.00) \times 100] \times 5\%$	5.00 points
Lounge Pod	D	PSAB	$[(\$25.00 / \$30.00) \times 100] \times 5\%$	4.17 points

Table 6 – Basket of Products Pricing Score

Product	Offeror	Stream	Calculation	Basket of Products Pricing Score (G)
Four-Person Lounge Pod	A	General	$[(\$700.00 / \$700.00) \times 100] \times 40\%$	40.00 points
Four-Person Lounge Pod	ABC	General	$[(\$700.00 / \$750.00) \times 100] \times 40\%$	37.33 points
Four-Person Lounge Pod	WXY	General	$[(\$700.00 / \$730.00) \times 100] \times 40\%$	38.36 points
Lounge Pod, Back-to-back Huddle	B	General	$[(\$700.00 / \$850.00) \times 100] \times 40\%$	32.94 points

Lounge Pod, Back-to-back Huddle	MNM	General	$[(\$700.00 / \$700.00) \times 100] \times 40\%$	40.00 points
Lounge Pod, Back-to-back Huddle	C	General	$[(\$700.00 / \$1,000.00) \times 100] \times 40\%$	28.00 points
Two-high Storage Cabinet	PST	General	$[(\$690.00 / \$690.00) \times 100] \times 40\%$	40.00 points
Lounge Pod	ISC1	PSAB	$[(\$850.00 / \$900.00) \times 100] \times 40\%$	37.78 points
Lounge Pod	AAA	PSAB	$[(\$850.00 / \$850.00) \times 100] \times 40\%$	40.00 points
Lounge Pod	D	PSAB	$[(\$850.00 / \$850.00) \times 100] \times 40\%$	40.00 points

Table 7 - Total Financial Score

Product	Offeror	Stream	MSRP Discount Score + Delivery Score + Installation Score + Reconfiguration Services Score + Inventory Services Scores + Storage Services Score + Basket of Product(s) Pricing Score	Total Financial Score (A+B+C+D+E+F+G)
Four-Person Lounge Pod	A	General	13.99 + 6.00 + 0 + 2.83 + 3.75 + 4.50 + 40	71.07 points
Four-Person Lounge Pod	ABC	General	15.00 + 12.00 + 7.50 + 5.00 + 3.00 + 3.75 + 37.33	83.58 points*
Four-Person Lounge Pod	WXY	General	15.00 + 0 + 3.75 + 4.72 + 5.00 + 5.00 + 38.36	71.83 points*
Lounge Pod, Back-to-back Huddle	B	General	14.25 + 4.29 + 0 + 4.00 + 5.00 + 3.50 + 32.94	63.98 points
Lounge Pod, Back-to-back Huddle	MNM	General	13.93 + 0 + 4.99 + 5.00 + 4.75 + 4.38 + 40.00	73.05 points*
Lounge Pod, Back-to-back Huddle	C	General	15.00 + 10.71 + 8.75 + 5.00 + 4.75 + 5.00 + 28.00	77.21 points*
Two-high Storage Cabinet	PST	General	15.00 + 0 + 0 + 5.00 + 5.00 + 5.00 + 40.00	70.00 points*
Lounge Pod	ISC1	PSAB	14.80 + 15.00 + 0 + 5.00 + 3.75 + 2.50 + 37.78	78.83 points
Lounge Pod	AAA	PSAB	14.60 + 0 + 15.00 + 3.25 + 5.00 + 5.00 + 40.00	82.85 points*
Lounge Pod	D	PSAB	15.00 + 4.99 + 12.00 + 2.17 + 3.75 + 4.17 + 40.00	82.08 points*

*highest scores

The top 2 ranking responsive bids per item with the highest total financial score on each stream will be recommended for issuance of Standing Offer agreement(s). In above scenario, the following table shows the Offerors that will be recommended for issuance of a Standing Offer:

Table 8 – Offerors to be recommended for Standing Offer

Item	Offeror(s)	Stream
Four-Person Lounge Pod	ABC and WXY	General
Lounge Pod, Back-to-back Huddle	MNM and C	General
Two-high Storage Cabinet	PST	General
Lounge Pod	AAA and D	PSAB

8. At Attachment 3 to Part 4 – Manufacturer Authorization Letter Instructions, Template 1 – MFGR authorizes Offeror letter,

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

Amd. No. - N° de la modif.
001
File No. - N° du dossier
019pps.EP803-183135

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

DELETE: "The product list building stage requires that the Offeror may be requested by PSPC to provide a product list. The product list must be comprehensive, as it will be shared by all other qualified Offerors and used in the National Capital Region."

INSERT: "The product list building stage requires that the Offeror may be requested by PSPC to provide a product list. The product list must be comprehensive."

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