



## RETURN BIDS TO:

## RETOURNER LES SOUMISSIONS À:

Réception des soumissions - TPSGC / Bid Receiving  
- PWGSC

1550 Avenue d'Estimauville

1550 D'Estimauville Avenue

Québec

Québec

G1J 0C7

FAX pour soumissions: (418) 648-2209

## REQUEST FOR PROPOSAL DEMANDE DE PROPOSITION

### Proposal To: Public Works and Government Services Canada

We hereby offer to sell to Her Majesty the Queen in right of Canada, in accordance with the terms and conditions set out herein, referred to herein or attached hereto, the goods, services, and construction listed herein and on any attached sheets at the price(s) set out therefor.

### Proposition aux: Travaux Publics et Services Gouvernementaux Canada

Nous offrons par la présente de vendre à Sa Majesté la Reine du chef du Canada, aux conditions énoncées ou incluses par référence dans la présente et aux annexes ci-jointes, les biens, services et construction énumérés ici sur toute feuille ci-annexée, au(x) prix indiqué(s).

### Comments - Commentaires

### Vendor/Firm Name and Address

### Raison sociale et adresse du

### fournisseur/de l'entrepreneur

### Issuing Office - Bureau de distribution

TPSGC - PWGSC

601 - 1550 Avenue d'Estimauville

Québec

Québec

G1J 0C7

<b>Title - Sujet</b> Backcountry Skis	
<b>Solicitation No. - N° de l'invitation</b> W0106-18S014/A	<b>Date</b> 2018-09-26
<b>Client Reference No. - N° de référence du client</b> W0106-18S014	
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$QCW-030-17492	
<b>File No. - N° de dossier</b> QCW-8-41120 (030)	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2018-11-06</b>	<b>Time Zone</b> <b>Fuseau horaire</b> Heure Avancée de l'Est HAE
<b>F.O.B. - F.A.B.</b> Specified Herein - Précisé dans les présentes <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input type="checkbox"/> <b>Other-Autre:</b> <input checked="" type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Roy, Alain	<b>Buyer Id - Id de l'acheteur</b> qcw030
<b>Telephone No. - N° de téléphone</b> (418) 649-2845 ( )	<b>FAX No. - N° de FAX</b> (418) 648-2209
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b> 5 BON SVC / CIE APPRO BASE DE SOUTIEN VALCARTIER 188 RUE DÉCARY COURCELETTE Québec G0A4Z0 Canada	

Instructions: See Herein

Instructions: Voir aux présentes

<b>Delivery Required - Livraison exigée</b> Voir Doc.	<b>Delivery Offered - Livraison proposée</b>
<b>Vendor/Firm Name and Address</b> <b>Raison sociale et adresse du fournisseur/de l'entrepreneur</b>	
<b>Telephone No. - N° de téléphone</b> <b>Facsimile No. - N° de télécopieur</b>	
<b>Name and title of person authorized to sign on behalf of Vendor/Firm</b> <b>(type or print)</b> <b>Nom et titre de la personne autorisée à signer au nom du fournisseur/</b> <b>de l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b>	
<b>Signature</b>	<b>Date</b>

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## **PART 1 - GENERAL INFORMATION**

### **1.1 Requirement**

The requirement is detailed at article 6.2 of the Resulting Contract Clauses section.

### **1.2 Debriefings**

Bidders may request a debriefing on the results of the bid solicitation process. Bidders should make the request to the Contracting Authority within 15 working days from receipt of the results of the bid solicitation process. The debriefing may be in writing, by telephone or in person.

### **1.3 Trade Agreements**

The requirement is subject to the provisions of the World Trade Organization Agreement on Government Procurement (WTO-AGP), the North American Free Trade Agreement (NAFTA), the Canada-European Union Comprehensive Economic and Trade Agreement (CETA), and the Canadian Free Trade Agreement (CFTA).

### **1.4 epost Connect service**

This bid solicitation allows bidders to use the epost Connect service provided by Canada Post Corporation to transmit their bid electronically. Bidders must refer to Part 2 entitled Bidder Instructions, and Part 3 entitled Bid Preparation Instructions, of the bid solicitation, for further information.

## PART 2 - BIDDER INSTRUCTIONS

### 2.1 Standard Instructions, Clauses and Conditions

All instructions, clauses and conditions identified in the bid solicitation by number, date and title are set out in the [Standard Acquisition Clauses and Conditions Manual](https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual) (<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual>) issued by Public Works and Government Services Canada.

Bidders who submit a bid agree to be bound by the instructions, clauses and conditions of the bid solicitation and accept the clauses and conditions of the resulting contract.

The [2003](#) (2018-05-22) Standard Instructions - Goods or Services - Competitive Requirements, are incorporated by reference into and form part of the bid solicitation.

#### 2.1.1 SACC Manual Clauses

B1000T (2014-06-26) Condition of material – Bid

### 2.2 Submission of Bids

Bids must be submitted only to Public Works and Government Services Canada (PWGSC) Bid Receiving Unit by the date, time and place indicated on page 1 of the bid solicitation by:

**2.2.1** Fax transmission number: 418-648-2209

**2.2.2** By mail at the following address:

Bid Receiving Unit  
Public Works and  
Government Services Canada (PWGSC)  
1550 D'Estimauville Avenue  
Quebec City, Quebec, Canada, G1J 0C7

**2.2.3** By using the epost Connect service provided by Canada Post Corporation  
([https://www.canadapost.ca/web/en/products/details.page?article=epost\\_connect\\_send\\_a](https://www.canadapost.ca/web/en/products/details.page?article=epost_connect_send_a))  
The email address of PWGSC Quebec region Bid Receiving Unit is:

[TPSGC.RQReceptionSoumissionsQRSupplyTendersReception.PWGSC@tpsgc-pwgsc.gc.ca](mailto:TPSGC.RQReceptionSoumissionsQRSupplyTendersReception.PWGSC@tpsgc-pwgsc.gc.ca)

**NOTE THAT YOU SHOULD NOT SEND YOUR OFFERS DIRECTLY TO THIS EMAIL ADDRESS, BUT PROCEED THROUGH CANADA POST EPOST CONNECT SERVICE.**

### 2.3 Enquiries - Bid Solicitation

All enquiries must be submitted in writing to the Contracting Authority no later than seven (7) calendar days before the bid closing date. Enquiries received after that time may not be answered.

Bidders should reference as accurately as possible the numbered item of the bid solicitation to which the enquiry relates. Care should be taken by Bidders to explain each question in sufficient detail in order to enable Canada to provide an accurate answer. Technical enquiries that are of a proprietary nature must be clearly marked "proprietary" at each relevant item. Items identified as "proprietary" will be treated as

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Client Ref. No. - N° de réf. du client  
W0106-18S014

Amd. No. - N° de la modif.  
File No. - N° du dossier  
QCW-8-41120

Buyer ID - Id de l'acheteur  
qcw030  
CCC No./N° CCC - FMS No./N° VME

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such except where Canada determines that the enquiry is not of a proprietary nature. Canada may edit the question(s) or may request that the Bidder do so, so that the proprietary nature of the question(s) is eliminated, and the enquiry can be answered to all Bidders. Enquiries not submitted in a form that can be distributed to all Bidders may not be answered by Canada.

## **2.4 Applicable Laws**

Any resulting contract must be interpreted and governed, and the relations between the parties determined, by the laws in force in the Province of Quebec.

Bidders may, at their discretion, substitute the applicable laws of a Canadian province or territory of their choice without affecting the validity of their bid, by deleting the name of the Canadian province or territory specified and inserting the name of the Canadian province or territory of their choice. If no change is made, it acknowledges that the applicable laws specified are acceptable to the Bidders.

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## PART 3 - BID PREPARATION INSTRUCTIONS

### 3.1 Bid Preparation Instructions

- If the Bidder chooses to submit its bid electronically, Canada requests that the Bidder submits its bid in accordance with section 08 of the 2003 standard instructions. Bidders must provide their bid in a single transmission. The epost Connect service has the capacity to receive multiple documents, up to 1GB per individual attachment.

The bid must be gathered per section and separated as follows:

Section I: Technical Offer  
Section II: Financial Offer  
Section III: Certifications

- If the Bidder chooses to submit its bid in hard copies, Canada requests that the Bidder submits its bid in separately bound sections as follows:

Section I: Technical Offer (Two (2) hard copies)  
Section II: Financial Offer (One (1) hard copy)  
Section III: Certifications (One (1) hard copy)

If there is a discrepancy between the wording of the soft copy on electronic media and the hard copy, the wording of the hard copy will have priority over the wording of the soft copy.

- If the Bidder is simultaneously providing copies of its bid using multiple acceptable delivery methods, and if there is a discrepancy between the wording of any of these copies and the electronic copy provided through epost Connect service, the wording of the electronic copy provided through epost Connect service will have priority over the wording of the other copies.

Prices must appear in the financial bid only. No prices must be indicated in any other section of the bid.

Canada requests that bidders follow the format instructions described below in the preparation of hard copy of their bid:

- (a) use 8.5 x 11 inch (216 mm x 279 mm) paper;
- (b) use a numbering system that corresponds to the RFSO.

In April 2006, Canada issued a policy directing federal departments and agencies to take the necessary steps to incorporate environmental considerations into the procurement process [Policy on Green Procurement](https://www.tbs-sct.gc.ca/pol/doc-eng.aspx?id=32573) (<https://www.tbs-sct.gc.ca/pol/doc-eng.aspx?id=32573>). To assist Canada in reaching its objectives, Offerors should:

- 1) use 8.5 x 11 inch (216 mm x 279 mm) paper containing fibre certified as originating from a sustainably-managed forest and containing minimum 30% recycled content; and
- 2) use an environmentally-preferable format including black and white printing instead of colour printing, printing double sided/duplex, using staples or clips instead of cerlox, duotangs or binders.

**Section I: Technical Bid**

In their technical bid, Bidders should explain and demonstrate how they propose to meet the requirements and how they will carry out the Work.

**Section II: Financial Bid**

Bidders must submit their financial bid in accordance with the Basis of Payment – Annex B. The total amount of Applicable Taxes must be shown separately.

**3.1.1 Exchange Rate Fluctuation**

[C3011T \(2013-11-06\), Exchange Rate Fluctuation](#)

**Section III: Certifications**

Bidders must submit the certifications and additional information required under Part 5.

## **PART 4 - EVALUATION PROCEDURES AND BASIS OF SELECTION**

### **4.1 Evaluation Procedures**

- (a) Bids will be assessed in accordance with the entire requirement of the bid solicitation including the technical and financial evaluation criteria.
- (b) An evaluation team composed of representatives of Canada will evaluate the bids.

#### **4.1.1 Technical Evaluation**

Each bid will be reviewed to determine whether it meets the mandatory requirements of the bid solicitation. Any element of the bid solicitation identified with the words "must" or "mandatory" is a mandatory requirement.

Bids that do not comply with each and every mandatory requirement will be declared non-responsive and be disqualified.

##### **4.1.1.1 Mandatory Technical Criteria**

**The bidder must include with its proposal:**

##### **1. The Table of technical compliance below duty filled-in:**

The supplied equipment must meet or better all of the requirements defined below. The supplied equipment is to be new, not used or refurbished. Equipment not meeting all the following Mandatory Requirements will be considered non-responsive.

Bidder must provide with their proposal technical literature/brochures, operating manuals, written documentation (such as a description of equipment components and capabilities) etc., to demonstrate compliance with each area of the criteria stated below at time of bid closing. Proposal evaluation will be based upon the information supplied with the bid only. Failure to demonstrate compliance with any area of the criteria will render your proposal non-responsive and no further consideration will be given. References are to be specific to supporting documentation (ex. document title, page and paragraph number).

Please note that compliance must be demonstrated (by submission of supporting documentation such as technical literature/brochures, operating manuals, written statement describing how requirement is met etc.) and that if an offeror only states "comply" without any further detail, this is not considered as a demonstration compliance. A full description of the performance and capabilities of the equipment must be provided.

Although bidders must propose products meeting all mandatory specifications and components outlined in **Annex "A"**; at the bid closing date, bids will be evaluated on following preselected mandatory specifications and components:

**(See Table on next page)**



TABLE OF TECHNICAL COMPLIANCE		
Mandatory Technical Specifications :		Bidder's Specifications (should indicate the reference to the technical documentation of the proposed equipment or indicate the exact information)
<b>SKIS :</b>		
1.	Must be able to be used without wax application.	_____
2.	Must have full length steel edges.	_____
<b>BINDINGS :</b>		
3.	Must be possible to install on all lengths of skis.	_____
4.	Must be adaptable to all types of boots.	_____
<b>SKI POLES :</b>		
5.	Must have an adjustable length between 125 and 155 cm.	_____
6.	Must weigh between 550 and 625 grams.	_____
<b>SKINS :</b>		
7.	Must be equipped with an adjustment system for all types of Backcountry skis.	_____
8.	Must have applied a hydrophobic treatment to prevent ice build-up	_____
9.	Must be equipped with non-toxic adhesive effective up to -30 degrees Celsius.	_____

#### 4.1.2 Financial Evaluation

The price of the bid will be evaluated in Canadian dollars, Applicable Taxes excluded, FOB destination, Canadian customs duties and excise taxes included.

#### 4.2 Basis of Selection

A bid must comply with the requirements of the bid solicitation and all the mandatory technical criteria to be declared responsive. The responsive bid with the lowest Total Bid Price (TBP) (Annex B) will be recommended for award of a contract.

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## PART 5 – CERTIFICATIONS AND ADDITIONAL INFORMATION

Bidders must provide the required certifications and additional information to be awarded a contract.

The certifications provided by Bidders to Canada are subject to verification by Canada at all times. Unless specified otherwise, Canada will declare a bid non-responsive, or will declare a contractor in default if any certification made by the Bidder is found to be untrue whether made knowingly or unknowingly, during the bid evaluation period or during the contract period.

The Contracting Authority will have the right to ask for additional information to verify the Bidder's certifications. Failure to comply and to cooperate with any request or requirement imposed by the Contracting Authority will render the bid non-responsive or constitute a default under the Contract.

### 5.1 Certifications Required with the Bid

Bidders must submit the following duly completed certifications as part of their bid.

#### 5.1.1 Integrity Provisions - Declaration of Convicted Offences

In accordance with the *Ineligibility and Suspension Policy* (<http://www.tpsgc-pwgsc.gc.ca/ci-if/politique-policy-eng.html>), the Bidder must provide with its bid the required documentation, as applicable, to be given further consideration in the procurement process.

### 5.2 Certifications Precedent to Contract Award and Additional Information

The certifications and additional information listed below should be submitted with the bid, but may be submitted afterwards. If any of these required certifications or additional information is not completed and submitted as requested, the Contracting Authority will inform the Bidder of a time frame within which to provide the information. Failure to provide the certifications or the additional information listed below within the time frame provided will render the bid non-responsive.

#### 5.2.1 Integrity Provisions – Required Documentation

In accordance with the *Ineligibility and Suspension Policy* (<http://www.tpsgc-pwgsc.gc.ca/ci-if/politique-policy-eng.html>), the Bidder must provide the required documentation, as applicable, to be given further consideration in the procurement process.

#### 5.2.2 Federal Contractors Program for Employment Equity - Bid Certification

By submitting a bid, the Bidder certifies that the Bidder, and any of the Bidder's members if the Bidder is a Joint Venture, is not named on the Federal Contractors Program (FCP) for employment equity "*FCP Limited Eligibility to Bid*" list available at the bottom of the page of the *Employment and Social Development Canada (ESDC) - Labour's* website ([http://www.esdc.gc.ca/en/jobs/workplace/human\\_rights/employment\\_equity/federal\\_contractor\\_program.page?&\\_ga=1.229006812.1158694905.1413548969](http://www.esdc.gc.ca/en/jobs/workplace/human_rights/employment_equity/federal_contractor_program.page?&_ga=1.229006812.1158694905.1413548969)).

Canada will have the right to declare a bid non-responsive if the Bidder, or any member of the Bidder if the Bidder is a Joint Venture, appears on the "*FCP Limited Eligibility to Bid*" list at the time of contract award.

### 5.2.3 OEM Certification (Annex C)

- (a) Any Bidder that is not the Original Equipment Manufacturer (OEM) for every item of hardware proposed as part of its bid is required to submit the OEM's certification regarding the Bidder's authority to provide and maintain the OEM's hardware, which must be signed by the OEM (not the Bidder). **(Annex C)**

No Contract will be awarded to a Bidder who is not the OEM of the hardware it proposes to supply to Canada, unless the OEM certification has been provided to Canada. Bidders are requested to use the OEM Certification Form included with the bid solicitation. Although all the contents of the OEM Certification Form are required, using the form itself to provide this information is not mandatory. For Bidders/OEMs who use an alternate form, it is in Canada's sole discretion to determine whether all the required information has been provided. Alterations to the statements in the form may result in the bid being declared non-responsive.

- (b) If the hardware proposed by the Bidder originates with multiple OEMs, a separate OEM certification is required from each OEM.
- (c) For the purposes of this bid solicitation, EOM means the manufacturer of the hardware, as evidenced by the name appearing on the hardware and on all accompanying documentation.

## PART 6 - RESULTING CONTRACT CLAUSES

The following clauses and conditions apply to and form part of any contract resulting from the bid solicitation.

### 6.1 Security Requirements

There is no security requirement applicable to the Contract.

### 6.2 Requirement

The Contractor must supply and deliver to the Department of National Defence (DND), the Ski Equipment, in accordance with the Requirement described at Annex "A".

### 6.3 Standard Clauses and Conditions

All clauses and conditions identified in the Contract by number, date and title are set out in the [Standard Acquisition Clauses and Conditions Manual](https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual) (<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual>) issued by Public Works and Government Services Canada.

#### 6.3.1 General Conditions

2010A (2018-06-21), General Conditions - Goods (Medium Complexity), apply to and form part of the Contract.

### 6.4 Term of Contract

#### 6.4.1 Period of the Contract

The contract period is from the date of contract award until the end of the warranty period inclusively.

#### 6.4.2 Delivery Delay

While delivery is requested within a maximum of sixteen (16) weeks, the best delivery time that could be offered is \_\_\_\_ weeks.

### 6.5 Authorities

#### 6.5.1 Contracting Authority

The Contracting Authority for the Contract is:

Name: Alain Roy  
Title: Supply Specialist  
Public Works and Government Services Canada  
Acquisitions Branch  
Address 1550 D'Estimauville Ave., Quebec, QC, G1J 0C7  
Telephone: 418-649-2845  
Facsimile: 418-648-2209  
E-mail address: [Alain.Roy.Que@pwgsc.gc.ca](mailto:Alain.Roy.Que@pwgsc.gc.ca)

The Contracting Authority is responsible for the management of the Contract and any changes to the Contract must be authorized in writing by the Contracting Authority. The Contractor must not perform work in excess of or outside the scope of the Contract based on verbal or written requests or instructions from anybody other than the Contracting Authority.

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File No. - N° du dossier  
QCW-8-41120

Buyer ID - Id de l'acheteur  
qcw030  
CCC No./N° CCC - FMS No./N° VME

### 6.5.2 Project Authority

The Project Authority for the Contract is: (will be added at contract award)

#### 5 CMBG :

Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Organization: \_\_\_\_\_  
Address: \_\_\_\_\_

Telephone: \_\_\_\_\_  
E-mail address: \_\_\_\_\_

#### GCIA du 35 CBG :

Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Organization: \_\_\_\_\_  
Address: \_\_\_\_\_

Telephone: \_\_\_\_\_  
E-mail address: \_\_\_\_\_

The Project Authority is the representative of the department or agency for whom the Work is being carried out under the Contract and is responsible for all matters concerning the technical content of the Work under the Contract. Technical matters may be discussed with the Project Authority, however the Project Authority has no authority to authorize changes to the scope of the Work. Changes to the scope of the Work can only be made through a contract amendment issued by the Contracting Authority.

### 6.5.3 Client Administrative Authority

The Client Administrative Authority for the contract is: (will be added at contract award)

Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Organization: \_\_\_\_\_  
Address: \_\_\_\_\_  
Telephone: \_\_\_\_\_  
Facsimile: \_\_\_\_\_  
E-mail address: \_\_\_\_\_

The Client Administrative Authority must receive the original Invoice. All inquiries for request for payment must be made to the Client Administrative Authority.

### 6.5.4 Contractor's Representative

Name: \_\_\_\_\_  
Title: \_\_\_\_\_  
Organization: \_\_\_\_\_  
Address: \_\_\_\_\_  
  
Telephone: \_\_\_\_\_  
Facsimile: \_\_\_\_\_  
E-mail address: \_\_\_\_\_

## 6.6 Payment

### 6.6.1 Basis of Payment

In consideration of the Contractor satisfactorily completing all of its obligations under the Contract, the Contractor will be paid a firm price, as specified in Annex B for a cost of \$ \_\_\_\_\_ *insert the amount at contract award*). Customs duties are *included* and Applicable Taxes are extra.

Canada will not pay the Contractor for any design changes, modifications or interpretations of the Work, unless they have been approved, in writing, by the Contracting Authority before their incorporation into the Work.

#### **6.6.2 Limitation of Price**

SACC Manual Clause C6000C, (2017-08-17) Limitation of Price

#### **6.6.3 Terms of payment**

SACC Manual Clause H1001C, (2008-05-12) Multiple Payments

#### **6.7 Invoicing Instructions**

1. The Contractor must submit invoices in accordance with the section entitled "Invoice Submission" of the general conditions. Invoices cannot be submitted until all work identified in the invoice is completed.
2. Invoices must be distributed as follows:
  - a. The original must be forwarded to the Client Administrative Authority for certification and payment.
  - b. One (1) copy must be forwarded to the Contracting Authority identified under the section entitled "Authorities" of the Contract.

#### **6.8 Certifications**

##### **6.8.1 Compliance**

Unless specified otherwise, the continuous compliance with the certifications provided by the Contractor in its bid or precedent to contract award, and the ongoing cooperation in providing additional information are conditions of the Contract and failure to comply will constitute the Contractor in default. Certifications are subject to verification by Canada during the entire period of the Contract.

#### **6.9 Applicable Laws**

The Contract must be interpreted and governed, and the relations between the parties determined, by the laws in force in the Province of Quebec.

#### **6.10 Priority of Documents**

If there is a discrepancy between the wording of any documents that appear on the list, the wording of the document that first appears on the list has priority over the wording of any document that subsequently appears on the list.

- a) the Articles of Agreement;
- b) the General Conditions 2010A (2018-06-21) Goods (Medium Complexity);
- c) Annex A, Requirement;
- d) Annex B, Basis of payment;
- e) Annex C, OEM Certification Form;
- f) the Contractor's bid dated \_\_\_\_\_ (*insert date of bid*)

#### **6.11 SACC Manual Clauses**

G1005C	2016-01-28	Insurance
B7500C	2006-06-16	Excess Goods
D9002C	2007-11-30	Incomplete Assemblies
A9006C	2012-07-16	Defence Contract

## 6.12 Inspection and Acceptance

The Project Authority is the Inspection Authority. All reports, deliverable items, documents, goods and all services rendered under the Contract are subject to inspection by the Inspection Authority or representative. Should any report, document, good or service not be in accordance with the requirements of the Statement of Work and to the satisfaction of the Inspection Authority, as submitted, the Inspection Authority will have the right to reject it or require its correction at the sole expense of the Contractor before recommending payment.

## 6.13 Shipping Instructions - Delivery at Destination

Goods must be consigned to the destination specified in the Contract and delivered DDP Delivered Duty Paid; Department of National Defence, Valcartier Support Base, Building 188, Courcellette, Québec, G0A 4Z0, Incoterms 2000 for shipments from commercial contractor.

## 6.14 Supplemental Shipping Instructions

Orders must be identified separately according to the quantities below.

Client # 1 - **5 CMBG** (Identification # 1)

- Skis - 500 pairs;
  - 100 pairs of 190 cm +/- 2 cm
  - 250 pairs of 180 cm +/- 2 cm
  - 100 pairs of 170 cm +/- 2 cm
  - 50 pairs of 160 cm +/- 2 cm
- Bindings - 250 pairs;
- Ski Poles – 250 pairs.

Client # 2 - **GCIA du 35 CBG** (Identification # 2)

- Skis - 150 pairs;
  - 5 pairs of 170 cm +/- 2 cm
  - 70 pairs of 180 cm +/- 2 cm
  - 75 pairs of 190 cm +/- 2 cm
- Bindings - 150 pairs;
- Ski Poles - 200 pairs;
- Traction Skins G3 – 200 pairs.

## ANNEX « A » – REQUIREMENT

### 1. TITLE

Backcountry Skis

### 2. OBJECTIVE

*The objective of this document is to address the general and specific requirements for the complete and satisfactory fulfillment of a requirement for individual, winter-based travel conditions for 5 CMBG and ARCG of 35 CBG of the Department of National Defence (DND).*

### 3. BACKGROUND

DND needs Backcountry high-performance ski sets which will be used in CAF exercises and operations in North America (Canada and the United States) and possibly elsewhere in the world where this equipment is necessary. These sets of skis will be used on both flat and rugged land. The DND's intention is to purchase commercial or military standard (COTS/MOTS) systems in a competitive process with the purpose of meeting this need.

### 4. TERMINOLOGY

35 CBG	35 Canadian Brigade Group
5 CMBG	5 Canadian Mechanized Brigade Group
CAF	Canadian Armed Forces
ARCG	Arctic Response Company Group
DND	Department of National Defence
COTS	Commercial off-the-shelf (commercial – sold on the shelf)
MOTS	Military off-the-shelf (military – off the shelf)

### 5. DELIVERABLES

The contractor must provide and deliver sets of Backcountry skis including bindings, poles and climbing skins in the following quantities:

#### 5.1. Client # 1 - 5 CMBG

- 5.1.1. Skis - 500 pairs;
- 5.1.2. Bindings - 250 pairs;
- 5.1.3. Rigid poles - 250 pairs.

#### 5.2. Client # 2 - ARCG of 35 CBG

- 5.2.1. Skis - 150 pairs;
- 5.2.2. Bindings - 150 pairs;
- 5.2.3. Rigid poles - 200 pairs;
- 5.2.4. Climbing skins G3 – 200 pairs.

**N.B.: Bindings must not be installed on skis but must be pre-drilled to install the bindings.**



## 6. MINIMUM MANDATORY TECHNICAL REQUIREMENTS

The equipment must have the following characteristics:

- 6.1. Backcountry skis
  - 6.1.1. Must have a cap-type construction;
  - 6.1.2. Must have a wood core with air channels;
  - 6.1.3. Must be able to be used without wax application;
  - 6.1.4. Must have full-length steel edges;
  - 6.1.5. Must be pre-drilled to receive the binding;
  - 6.1.6. Must be coloured: mostly white.
- 6.2. Bindings
  - 6.2.1. Must be possible to install them on different lengths of skis;
  - 6.2.2. Must be adaptable to all types of boots, other than cross-country, downhill skiing and snowboard boots;
  - 6.2.3. Must have a binding with two ladder straps with a ratcheting buckle to hold the ankle and the top of the foot;
  - 6.2.4. Must have a foot cage designed to allow the two ladder straps to pass through it;
  - 6.2.5. Must have a 2.5-mm thick aluminum footplate;
  - 6.2.6. Must include integrated ski brakes;
  - 6.2.7. Must incorporate an adjustable safety release system;
  - 6.2.8. Must be coloured: mostly white.
- 6.3. Universal-size ski pole
  - 6.3.1. Must have an adjustable length of between 125 and 155 centimeters;
  - 6.3.2. Must weigh between 550 and 625 grams;
  - 6.3.3. Must be made of aluminium;
  - 6.3.4. Must have a moulded plastic handle with a standard strap;
  - 6.3.5. Must be coloured: mostly white.
- 6.4. G3 traction skin
  - 6.4.1. Must be made of high-quality nylon to facilitate fast movement with minimum weight on hard snow, powder and wet snow;
  - 6.4.2. Must have connectors for "pop-up" ski tails making them easy to remove with gloves;
  - 6.4.3. Must have an adjustment system that fits the vast majority of Backcountry skis;
  - 6.4.4. Must have stainless-steel tip connectors especially designed to provide low profile to reduce the ski tip resistance;
  - 6.4.5. Must have a retractable system that separates the skins easily to improve traction in case skin adhesion is compromised;
  - 6.4.6. Must have applied a hydrophobic treatment to prevent ice build-up;
  - 6.4.7. Must be equipped with non-toxic adhesive effective up to -30 degrees Celsius.

## 7. AFTER-SALES SERVICE DURING WARRANTY PERIOD

During the warranty period, the Contractor must be able to respond to a service call within 72 business hours and perform a repair or replacement, if required, within ten (10) working days (weekends and holidays excluded).

### ANNEX « B » - BASIS OF PAYMENT

#	Description	Qty	UD	Firm Unit Price	Total Firm Price (CAD)
1	<b>Backcountry Skis</b> In accordance with the specifications of Annex A:  Sizes : <ul style="list-style-type: none"> <li>175 pairs of 190 cm +/- 2 cm</li> <li>320 pairs of 180 cm +/- 2 cm</li> <li>105 pairs of 170 cm +/- 2 cm</li> <li>50 pairs of 160 cm +/- 2 cm</li> </ul> Brand offered: _____ Model offered: _____	650	PR	\$	\$
2	<b>Ski Bindings</b> In accordance with the specifications of Annex A  Brand offered: _____ Model offered: _____	400	PR	\$	\$
3	<b>Ski Poles of universal size</b> In accordance with the specifications of Annex A  Brand offered: _____ Model offered: _____	450	PR	\$	\$
4	<b>G3 Traction Skins</b> In accordance with the specifications of Annex A <ul style="list-style-type: none"> <li>15 pairs for skis 153-169 cm</li> <li>90 pairs for skis 168-184 cm</li> <li>95 pairs for skis 183-199 cm</li> </ul> Brand offered: _____ Model offered: _____	200	PR	\$	\$
5	<b>Delivery and unloading</b> DDP (Courcelette, Quebec City, Canada), including customs duties, handling, delivery and unloading.	1	LOT	\$	\$
<b>TOTAL BID PRICE (TBP) =</b>					<b>\$</b>
<b>Note: Price in Canadian currency, excluding applicable sales tax.</b>					

**Note: Several brands of products can be offered for each item required as long as the specifications are met.**

Solicitation No. - N° de l'invitation  
W0106-18S014/A  
Client Ref. No. - N° de réf. du client  
W0106-18S014

Amd. No. - N° de la modif.  
File No. - N° du dossier  
QCW-8-41120

Buyer ID - Id de l'acheteur  
qcw030  
CCC No./N° CCC - FMS No./N° VME

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## ANNEX « C » - CERTIFICATION AND BIDDER FORMS

### Form – To be submitted with bid

#### **REF.: 5.2.3      OEM Certification**

##### OEM Certification Form

This confirms that the original equipment manufacturer (OEM) identified below has authorized the Bidder named below to provide and maintain its products under any contract resulting from the bid solicitation identified below.

Name of OEM	_____
Signature of authorized signatory of OEM	_____
Print Name of authorized signatory of OEM	_____
Print Title of authorized signatory of OEM	_____
Address for authorized signatory of OEM	_____
Telephone no. for authorized signatory of OEM	_____
Fax no. for authorized signatory of OEM	_____
Date signed	_____
Solicitation Number	_____
Bidder's name	_____