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167 Lombard Ave.  
Winnipeg  
Manitoba  
R3B 0T6  
Bid Fax: (204) 983-0338

## SOLICITATION AMENDMENT MODIFICATION DE L'INVITATION

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

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

### Comments - Commentaires

Vendor/Firm Name and Address  
Raison sociale et adresse du  
fournisseur/de l'entrepreneur

Issuing Office - Bureau de distribution  
Public Works and Government Services Canada -  
Western Region  
Room 100  
167 Lombard Ave.  
Winnipeg  
Manitoba  
R3B 0T6

<b>Title - Sujet</b> Neonatal Birthing Beds	
<b>Solicitation No. - N° de l'invitation</b> H3593-172932/A	<b>Amendment No. - N° modif.</b> 005
<b>Client Reference No. - N° de référence du client</b> H3593-172932	<b>Date</b> 2018-12-13
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$WPG-113-10700	
<b>File No. - N° de dossier</b> WPG-8-41121 (113)	<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 2018-12-21</b>	<b>Time Zone</b> <b>Fuseau horaire</b> Central Standard Time CST
<b>F.O.B. - F.A.B.</b> <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input checked="" type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Chubey, Karen	<b>Buyer Id - Id de l'acheteur</b> wpg113
<b>Telephone No. - N° de téléphone</b> (204) 291-5928 ( )	<b>FAX No. - N° de FAX</b> (204) 983-7796
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>	

Instructions: See Herein

Instructions: Voir aux présentes

<b>Delivery Required - Livraison exigée</b>	<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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## Neonatal Birthing Beds

Amendment No. 005 is raised to answer and amend:

Amendment No. 005 is raised to answer:

### QUESTION 1:

I am concerned that Annex A has been changed as much as it was, in terms of specifications. Our team had been working on our response for the past week and need to incorporate the information in our submission.

I only mention this because the electronic submission portal being suggested for use in this RFP indicates that submissions be submitted 7 days prior to the deadline. This will not be possible with the new annex being released yesterday. Can you confirm that a submission by end of day Tuesday will be received by the deadline of Thursday?

2003 (2018-05-22) Standard Instructions - Goods or Services - Competitive Requirements

<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual/1/2003/23>

08 (2018-05-22) Transmission by facsimile or by epost Connect

2.b.To submit a bid using epost Connect service, the Bidder must either:

- i. send directly its bid only to the specified PWGSC Bid Receiving Unit, using its own licensing agreement for epost Connect provided by Canada Post Corporation; or
- ii. **send as early as possible, and in any case, at least six business days prior to the solicitation closing date and time, (in order to ensure a response),** an email that includes the bid solicitation number to the specified PWGSC Bid Receiving Unit requesting to open an epost Connect conversation. Requests to open an epost Connect conversation received after that time may not be answered.

### RESPONSE 1:

The option for bidders to submit their bid using epost Connect Service is a three step process. The step referenced is Step one to open an epost Connect conversation and can be completed to setup the bid for submission by this method. See link below for further information:

<https://buyandsell.gc.ca/submit-your-bid-submission-files-electronically-from-anywhere-in-canada>

In addition to epost connect Bidders may submit bids to the Bid Receiving unit or bid Fax as per article 2.2 of the solicitation.

### 2.2 Submission of Bids

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

*BRU: Western Region Bid Receiving Unit (Winnipeg)*

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Address: Room 100, 167 Lombard Avenue  
Winnipeg, Manitoba R3B 0T6

E-post Connect: [ROReceptionSoumissions.WRBidReceiving@tpsgc-pwgsc.gc.ca](mailto:ROReceptionSoumissions.WRBidReceiving@tpsgc-pwgsc.gc.ca)

Bid Fax: (204) 983-0338

#### QUESTION 2:

To confirm, with the new Annex A, there is **NOT** a need for Phototherapy equipment?

#### RESPONSE 2:

No, the items referenced in question 3 and the requirement have been reviewed and phototherapy or light therapy to treat newborn jaundice is a requirement. The Statement of Requirement and compliance Matrix have been amended accordingly.

#### QUESTION 3:

We request that the below be reinstated to Annex A due to clinical benefits.

Reference Annex A in the original document:

2.6 – Rotating Mattress – A rotation mattress allows clinical staff to eliminate ‘negative touch’ on patients while performing necessary procedures

2.17 – Humidification design – This topic/practice is of intense clinical scrutiny and proposals should mandated to provide information around this feature including clinical white papers describing how their design prevents infection.

2.22 – Hands-Free alarm silence – This feature allows clinical staff to silence alarms at bed side while maintaining sterility with patients. Eliminating the need to remove and put on sterile gloves after touching a ‘contaminated surface’ (touch screen) also promotes timely patient care.

#### RESPONSE 3:

After discussion with the end users, consideration was taken to reinstate 2.6, 2.17 and 2.22.

#### QUESTION 4:

To confirm, you are looking for a shuttle system to allow for 45-55 minutes of continuous power supply to the Dual bed.

#### RESPONSE 4:

The compliance matrix has been amended to reflect the revised minimum requirement- (reference 2.10).

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**QUESTION 5:**

Please confirm if pricing is to include the Phototherapy solution?

**RESPONSE 5:**

Yes the phototherapy or light therapy to treat newborn jaundice is a requirement and needs to be included. The requirement is fully detailed in Annex A Statement of Requirement and the Compliance Matrix.

Amendment No. 003 is raised to amend:

**Amendment 1:****DELETE:****ANNEX A in its entirety****INSERT:****ANNEX "A"****STATEMENT OF REQUIREMENT****1. SCOPE****1.1. Introduction**

Indigenous Services Canada (ISC) Norway House Hospital (NHH) has a requirement for the supply, delivery, installation and training for one Neonatal Intensive Care (NIC) multipurpose bed, parts and accessories, with Phototherapy or light therapy Solution with an option to purchase an additional one (1) unit within 24 months of contract award.

**1.2. Objectives of the Requirement**

A multipurpose neonatal bed is required that will fulfill a variety of functions simultaneously in order to reduce the amount of equipment stored in the neonatal unit of the Norway House Hospital. The bed must be mobile, include an incubator and warmer with a variety of options as detailed in the Statement of Requirement and Compliance Matrix below.

**1.3. Background and Specific Scope of the Requirement**

The NHH management team has identified several pieces of medical neonatal equipment that have expired life cycles and expired service agreements. It is essential to replace a neonatal monitor, baby warmer, incubator and weight scale with new multipurpose system that consolidates functions into one space saving multipurpose neonatal bed.

The NHH birthing room houses equipment for clinicians dealing with birthing needs of the NHCN and NH Community Council. The room is small and functions as a single bed birthing and a neonatal room to conduct birthing codes that are experienced locally in a community with over 6000 residents and has approximately 1 to 3 births occurring monthly.

Typically, birthing mothers are encouraged to travel outside the community weeks prior to giving birth in favour of larger geographical area hospitals that have birthing operations that are accredited and able to deal with numerous birthing situations. However, this community still maintains a birthing unit to ensure any local neonatal emergency can be initiated locally.

Historical since 1952, the NHH (previously known as the Norway House Indian Hospital) had birthing operations and several rooms configured to conduct birthing operations. The birthing unit utilized several areas of the hospital and the demand was high because many adjacent communities sent birthing mothers to NH and the NHH experienced high volume of births annually. Over the years, birthing operations have reduced in number due to modern medical practices and policies. Because of reduced birthing operations, the unit was consolidated into one room with supporting equipment and the hospital has expanded programs that has caused space and storage to be at premium. Therefore, any opportunity to consolidate space with modern procurement is going to be capitalized on and supported by the clinicians, management and technical teams.

In order to improve the birthing operations, existing systems must be replaced with new multipurpose birthing room bed that will provide space, be easy to operate and consolidate functions into one multipurpose neonatal bed.

The neonatal bed will be utilized by (ISC) employee Nurses, Ward Aids and Clinicians of the Northern Medical Unit that support hospital operations at the NHH. The bed will be cleaned by HC housekeepers.

## **2. REQUIREMENTS**

### **2.1. Tasks, Activities and Deliverables**

The contractor must deliver, set up and install Neonatal Intensive Care (NIC) multipurpose bed with phototherapy/light therapy and train the Nurse in Charge of all system functions providing manuals and training aides.

Training must be provided in English. The training format must be done by DVD, internet video's and/or manuals. The content must be clear, concise and easy to understand so users understand all the functions available by the Neonatal IntensiveCare (NIC) multipurpose bed

### **2.2. Specifications and Standards**

The Neonatal IntensiveCare (NIC) multipurpose bed parts and accessories, must perform the following functions and be designed to address the changing demands of the birthing unit providing;

1. Comfortable, consistently controlled thermal environments;
2. Patient access with excellent visibility
3. User-friendly, high tech features and functions
4. Reliable clinical performance
5. All functions incorporated into one functional unit to ensure seamless performance.

Equipment must be easy to clean for infection control purposes

### **2.3. Technical, Operational and Organizational Environment**

The Neonatal IntensiveCare (NIC) multipurpose bed with phototherapy/light therapy, parts and accessories and training are technical devices that are novel in design to operate as both an incubator and a radiant warmer. The mobile device must function with assessor incubators and radiant warmers as one single unit that saves space in the operational environment. The multipurpose nature of the unit fits the organizational needs of the NHH because of its ease of use, space saving and fits present and future birthing operations in the remote northern setting of the NHH.

### **2.4. Project Management Control Procedures**

Delivery and installation will be coordinated with the Project Authority to ensure the goods/equipment are delivered and installed on time, and of an acceptable quality.

## **3. ADDITIONAL INFORMATION**

### **3.1. Authorities (To be inserted at contract award)**

### **3.2. Canada's Obligations**

ISC will provide the Contractor:

Access to Facilities

Access to a staff member who will be available to coordinate activities

Access to an escort within and around the facility

### **3.3. Location of Work, Work site and Delivery Point**

Delivery, setup and installation of the Neonatal Intensive Care (NIC) multipurpose bed, parts and accessories, will be at Norway House Hospital in Norway House, MB which is located approximately 800kms north of the City of Winnipeg. It is accessible by all-weather road and by air.

## **COMPLIANCE MATRIX – MINIMUM MANDATORY TECHNICAL/PERFORMANCE SPECIFICATIONS:**

A complete list of the minimum mandatory technical/performance specifications are detailed below in the "Compliance Matrix". Bidders are to clearly demonstrate compliance with each mandatory specification.

1. Bidders must show compliance by addressing each technical/performance specification in the Compliance Matrix, whether the product offered "meets" or "doesn't meet".
2. It is requested that supporting technical documentation, including but not limited to, specification sheets, technical brochures, photographs or illustrations be provided with the bid at solicitation close and be cross-referenced on the Compliance Matrix for each performance specification to outline where in the supporting technical documentation it demonstrates compliance. It is the Bidders responsibility to ensure that the submitted supporting technical documentation provides detail to prove that the proposed product(s) meet the requirements of the Performance Specification. If published supporting technical document is not available, the

Bidder should prepare a written narrative complete with a detailed explanation of how its bid demonstrates technical compliance.

3. If the supporting documentation referenced above has not been provided at bid closing, the Contracting Authority will notify the Bidder that they must provide supporting documentation within two (2) business days following notification. Failure to comply with the request of the Contracting Authority within that time period, will deem the bid non-responsive and the bid will be given no further consideration.
4. Bidders must address any concerns with the performance specifications in written detail to the Contracting Authority before bid closing as outlined in the Request for Proposal (RFP) document.
5. Failure to meet each technical/performance specification will result in the bid being deemed non-responsive, and be given no further consideration.

Requirement	Manufacturer Offered:	Model number Offered#
Neonatal Intensive Care (NIC) multipurpose bed with phototherapy/light therapy, parts and accessories, and training		

Item #	Technical/Performance Specification	Status (M) Mandatory	Technical/Performance Specification Met? Indicate either Yes/No	Technical/Performance Specification Offered: Bidder should indicate how they meet the specification by recording this information in this column	Cross Reference: In this column, Bidders should cross-reference where this specification is indicated in their supporting documents.
<b>1. General Specifications</b>					
1.1	The equipment must be new (not previously used for demonstration or loan). Must not include previously used and/or refurbished components	M			

1.2	The equipment must be a model in current production and must not be a prototype or developmental model	M			
1.3	Bidder must be an OEM (Original Equipment Manufacturer) or Authorized reseller for the equipment they are offering in Canada. If an Authorized reseller, proof must be provided	M			
<b>2. Technical/Performance Specifications</b>					
2.1	Equipment must be able to monitor patient vital signs including but not limited to blood pressure and heart rate	M			
2.2	Must have capability of continuous monitoring of 12 lead ECG capabilities, SpO2 and Respiratory Rate.	M			
2.3	<i>Neonatal Intensive Care Bed must include parts and the</i>	M			



	<p><i>following functions:</i></p> <p><i>a) Instrumental Panel.</i></p> <p><i>b) StorageTrays.</i></p> <p><i>c) Vent and porthole covers</i></p> <p><i>d) phototherapy/light therapy.</i></p>				
2.4	<i>System has a built in Incubator and Hood Cover- to protect against heat loss when open;</i>	M			
2.5	<i>System must have a rotating mattress double sided and antimicrobial</i>	M			
2.6	<i>System must have doors that move vertically and can be removed.</i>	M			
2.7	<i>Elevating base</i>	M			
2.8	<i>System must have a built in weight scale.</i>	M			
2.9	<i>System must have Thermal and weight data management.;</i>	M			
2.10	<i>Shuttle system,must be electric with</i>	M			

	<i>built in battery, powered for intra hospital movements. With minimum 30 minutes continuous power supply.</i>				
2.11	<i>System must be able to provide care to 1 neonatal patient with built in shuttle system</i>	M			
2.12	<i>System must have Controllable thermal function to reduce environment stress;</i>	M			
2.13	<i>System must be able to stabilize adjustable air pressure and air flow that is controllable and monitored ;</i>	M			
2.14	<i>System must reduce exterior noise, soothing environment for baby and family;</i>	M			
2.15	<i>System must have a clear hood surface limiting visual distortions;</i>	M			

2.16	<i>Built in Warmerto provide thermal therapy;</i>	M			
2.17	<i>Adaptable Alarm system with hands-free silence;</i>	M			
2.18	<i>Full Display, of temperature, pulse rate, SpO<sub>2</sub> and weight;</i>	M			
2.19	<i>Integrated Resuscitation system;</i>	M			
2.20	<i>Built-in, dimmable observation lights and adjustable procedure light</i>	M			
2.21	<i>System Dimensions must not exceed the following dimensions: Max Height 72 in Footprint: 50 in x 28 in.</i>				
<b>3. Documentation and Manuals</b>					
3.1	Contractor must provide at la minimum of one (1) operating manual and any other relevant reference material. Documentation must be in English	M			
<b>4. Warranty and Service</b>					
4.1	Contractor must	M			

Sollicitation No. – N° de l'invitation  
H3593-172932/A  
Client Ref. No. - N° de réf. du client  
H3593-172932

Amd. No. - N° de la modif.  
005  
File No. - N° du dossier  
7342-H3593-172932

Buyer ID - Id de l'acheteur  
wpg113  
CCC No./N° CCC - FMS No./N° VME

	provide minimum 1 year all parts and labour warranty				
4.2	The warranty must be provided by the Contractor or a vendor certified representative	M			
4.3	Telephone customer support must be provided to the end-user during regular business hours (8:00-4:00) CST for a minimum one year period	M			

**ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME.**