

Annex D

Technical and Financial Evaluation Methodology for UHF Channel in the Indian Ocean Region (IOR) & Atlantic Ocean Region (AOR)

1. OVERVIEW

1.1.1.1 This document describes how SSC will evaluate the rated requirements of bidders' Technical Bids, and the evaluation of Financial Bids for this bid solicitation. The following table identifies how the Technical and Financial bids will be evaluated:

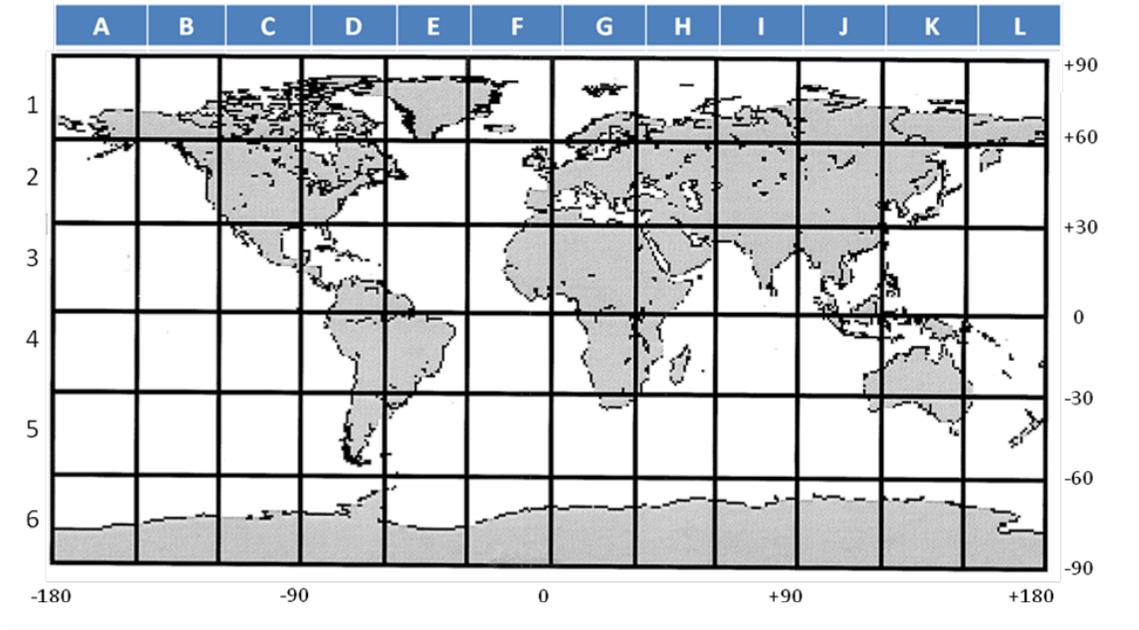
Mandatory Requirement for IOR	Financial Score for IOR (based on prices offered)	Financial Score for AOR (based on prices offered)	Final Score
Pass or Fail	Maximum 80	Maximum 20	Maximum 100

1.1.1.2 If more than one bidder receives the highest Final Score (i.e., two or more Final Scores are identical), the bidder with the highest Financial Score for IOR will be ranked first. If the bidders with identical Final Scores also have identical Financial Scores, the bidder with the lowest average firm unit price will be ranked first.

2.1 MANDATORY REQUIREMENT FOR IOR – PASS OR FAIL

2.1.1.1 For evaluation purposes Canada has divided worldwide UHF satellite coverage into 30 deg X 30 deg rectangular areas (grids) as shown in Figure 1.0. The mandatory coverage requirement areas for the UHF Indian Ocean Region are shown below in Figure 1.0 as grids G2, G3, G4, G5, H2, H3, H4, H5, I2, I3, I4, and I5. Bidders must have UHF coverage of all areas or otherwise their bid will be deemed non-compliant. The bidder must demonstrate that for each of the indicated grids (G2, G3, G4, G5, H2, H3, H4, H5, I2, I3, I4, and I5), the EIRP signal strength of the footprint beam is at least 24 dBW or greater at a minimum elevation angle of 5 degrees in all of the respective grid's coverage. Supporting coverage maps depicting EIRP must be provided by the bidder.

Figure 1.0



2.2 FINANCIAL SCORE FOR IOR– 80 POINTS

2.3.1.1 **Bid Evaluated Value:** For each bid, Canada will determine the “**Bid Evaluated Value**” (BEV) based on the Evaluated cost of UHF Channel services in each of the mandatory coverage areas (G2, G3, G4, G5, H2, H3, H4, H5, I2, I3, I4, and I5);

Canada will make these calculations using the prices provided by the bidder in its completed Annex B – IOR UHF Pricing Tables.

2.3.1.2 **Total Financial Points (TFP):** Calculated based on the Sum of the Evaluated Bid Value at Month 0 for each of the mandatory coverage areas (G2, G3, G4, G5, H2, H3, H4, H5, I2, I3, I4, and I5) for the total of 2 years (2 yrs initial +2 one year optional periods)

2.3.1.3 Calculation of Bidder’s Financial Score:

- Each bidder’s Evaluated Bid Value will be converted to a score out of 80, based on its relative price compared to other compliant bidders.
- The bidder with the lowest Evaluated Bid Value will be allocated the maximum of 80 points. All other bidders’ scores will be calculated by determining the ratio of its Evaluated Bid Value in relation to the lowest Evaluated Bid Value. Each bidder’s financial score will be rounded to 2 decimal places. The formula that will be used to calculate the ratio is as follows:

$$\text{[TFP of lowest scoring bidder/Bidder's TFP]} \times 80$$

- This example illustrates the calculation of the Total Financial Score:

Bidder	Total Financial Points	Formula calculation	Total Financial Score
Bidder 1	\$10,000,000.00	$\$10,000,000/\$10,000,000 \times 80$	80.00
Bidder 2	\$20,000,000.00	$\$10,000,000/\$20,000,000 \times 80$	40.00
Bidder 3	\$11,000,000.00	$\$10,000,000/\$11,000,000 \times 80$	72.73

2.3 FINANCIAL SCORE FOR AOR– 20 POINTS

2.3.1.1 **Bid Evaluated Value:** For each bid, Canada will determine the “**Bid Evaluated Value**” (BEV) based on the Evaluated cost of UHF Channel services in each of the mandatory coverage areas (D2, D3, D4, D5, E2, E3, E4, E5, F2, F3, F4, and F5).

Canada will make these calculations using the prices provided by the bidder in its completed Annex B – AOR UHF Pricing Tables.

2.3.1.2 **Total Financial Points (TFP):** Calculated based on the Sum of the Evaluated Bid Value at Month 0 for each of the mandatory coverage areas (D2, D3, D4, D5, E2, E3, E4, E5, F2, F3, F4, and F5) for the total of 4 years (2 yrs initial +2 one year optional periods)

2.3.1.3 Calculation of Bidder's Financial Score:

- Each bidder's Evaluated Bid Value will be converted to a score out of 20, based on its relative price compared to other compliant bidders.
- The bidder with the lowest Evaluated Bid Value will be allocated the maximum of 20 points. All other bidders' scores will be calculated by determining the ratio of its Evaluated Bid Value in relation to the lowest Evaluated Bid Value. Each bidder's financial score will be rounded to 2 decimal places. The formula that will be used to calculate the ratio is as follows:

$$\text{[TFP of lowest scoring bidder/Bidder's TFP]} \times 20$$

- This example illustrates the calculation of the Total Financial Score:

Bidder	Total Financial Points	Formula calculation	Total Financial Score
Bidder 1	\$20,000,000.00	$\$10,000,000/20,000,000 \times 20$	10.00
Bidder 2	\$11,000,000.00	$\$10,000,000/11,000,000 \times 20$	18.18
Bidder 3	\$10,000,000.00	$\$10,000,000/10,000,000 \times 20$	20.00

2.4 TOTAL SCORE – 100 POINTS

2.4.1.1 Calculation of Bidder's Final Score:

- Each bidder's Final Score will be calculated by adding its Technical Score and Financial Score, as illustrated in the following table:

	Bidder 1	Bidder 2	Bidder 3
Total Financial Evaluation Score for IOR	80.00	40.00	72.73
Total Financial Evaluation Score for AOR	10.00	18.18	20.00
Final Score	90.00	58.18	92.73

- The bidder with the highest Final Score will be recommended for contract award, subject to the provisions of this bid solicitation.