



## AMENDMENT 003

The objective of Amendment 003 is to bring the following changes/additions to the Request for Standing Offer (RSO):

- A. Questions and Answers 5 to 24
  - B. Changes to the RFSO document
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### A. Questions and Answers

#### Question #5

In the case of submitting an offer for more than one (1) category, it is not clear if the submitted material (i.e Section I: Technical Offer (1 electronic copy), Section II: Financial Offer (1 electronic copy) in a separate file and Section III: Certifications (1 electronic copy) and 2 sample reports and CV's should be sent as

- a) Separate emails to NRCan.quebec\_bid\_soumission-quebec\_bid\_soumission.RNCan@canada.ca with attachments, OR
- b) One (1) single email with multiple attachments grouped by product category NRCan.quebec\_bid\_soumission-quebec\_bid\_soumission.RNCan@canada.ca

#### RESPONSE:

Treat each Category as a separate Offer in a separate email. Each Offer should contain the Technical Offer, Financial Offer, certificates and any other documentation requested.

#### Question #6

Does Section 7.8 mean that theoretically, the 1<sup>st</sup> highest ranked SOH may receive ALL of the NRCan assigned work, and the 2<sup>nd</sup> or 3<sup>rd</sup> ranked SOH none of the work over the life of the contract?

**RESPONSE:** Theoretically yes, but rarely seen in practice.

#### Question #7

Will NRCan notify the top 3 proponents for each category as to their ranking?

**RESPONSE:** Yes

#### Question #8

Table A and Table B of 4.1.4 Financial Evaluation do not have space or fields to enter GST/HST as indicated in Section II: Financial Offer instructions.

Please clarify NRCan's requirement to show GST/HST

**RESPONSE:** Offerors are not required to show GST/HST because it is not included in the financial evaluation total.

#### Question #9

Will NRCan consider extending the M3 report requirement from "within the last ten years" to NRCan's M2 experience requirements "since January 1, 2005"?

**RESPONSE:** Yes

#### Question #10



For M3 will NRCan accept a report where the “technical” performance of the energy using product was assessed in the context of a client energy audit/study?

**RESPONSE: Yes**

**Question #11**

For M3 Will NRCan accept a “technical” report in the form of a technical guide about the application of the energy using product category?

**RESPONSE: Yes**

**Question #12**

For M3 to protect client confidentiality in the sample “technical” or “market analysis” is it appropriate to redact commercially sensitive information?

**RESPONSE:**

Yes, but no more than 10% of the report is redacted, as long as we can read and understand the report enough to be able to evaluate it in R6.

**Question #13**

For M3 will NRCan consider a software tool developed to assess the energy efficiency of the energy using product be acceptable as a “technical” report?

**RESPONSE:** No, we would not be able to evaluate in R6.

**Question #14**

Would the following products, which are covered by US mandatory and/or voluntary standards, fall under the “any other relevant products” category of the appliances product category?

- a) • Toilets
- b) • Urinals
- c) • Spray sprinkler bodies
- d) • Electric vehicle supply equipment

**RESPONSE:**

No, for the purposes of the evaluation they should indicate one of the products listed in the Statement of work.

**Question #15**

**R1 Participation in U.S Rulemaking Process**

- a. Can participation in US EPA’s ENERGY STAR voluntary specification development and U.S. state standards, such as California Title 20 appliance standards, count as participation under R1?
- b. Can proof of participation in a rulemaking activity be in the form of authorship of docketed reports for specific rulemakings instead of meeting attendance?

**RESPONSE:**

- a. Yes**
- b. Yes**

**Question #16**

**R2 Project Management and Experience** - Is experience specific to the product category preferred over general experience related to energy efficiency?



**RESPONSE:** Yes, more points for product category

**Question #17**

**R5 Technical Experience (proposed Primary Resource)** - Is experience specific to the product category preferred over general experience related to energy efficiency?

**RESPONSE:**

No it is not product category specific.

**Question #18**

**R7 Participation in Committees and Associations (Offeror or proposed Primary Resource)** - Does experience participating in standards development workgroups for government agencies qualify?

**RESPONSE:** Yes, participation in Department of Energy (DOE) working Group such as the DOE working group would qualify.

**Question #19**

**M3 Technical or Market Analysis Reports** - Do detailed recommendations to state and federal government agencies with respect to appliance standards rulemakings, which cover a wide range of policy, market, engineering, and economic topics as requested by the government agency, fulfill the requirements of "technical and market reports" mentioned in M3?

**RESPONSE:** Yes

**Question #20**

Can you clarify if "Offeror" includes the full team of the bidder—i.e., prime contractor and any subcontractor(s)?

**RESPONSE:**

Please refer to the Offeror instructions in Part 2 of the RFP document. Article 2.1 Standard Instructions, clauses and Conditions, 2006 04, Definition of Offeror:

"Offeror" means the person or entity (or, in the case of a joint venture, the persons or entities) submitting an offer to provide goods, services or both under a call-up resulting from a standing offer. It does not include the parent, subsidiaries or other affiliates of the Offeror, or its subcontractors.

<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual/1/2006/22>

**Question #21**

Can the Primary Resource be a subcontractor?

**RESPONSE:**

The RFP doesn't restrict a choice for the Primary Resource. However, Part 5 of the RFP document, article 5.2.3 and 5.2.4 must be respected:

5.2.3 Status and Availability of Resource

The Offeror certifies that, should it be issued a standing offer as a result of the Request for Standing Offer, every individual proposed in its offer will be available to perform the Work resulting from a call-up against the Standing Offer as required by Canada's representatives and at the time specified in a call-up or agreed to with Canada's representatives. If for reasons beyond its control, the Offeror is unable to provide the services of an individual named in its offer, the Offeror may propose a substitute with similar qualifications and experience. The Offeror



must advise the Standing Offer Authority of the reason for the substitution and provide the name, qualifications and experience of the proposed replacement. For the purposes of this clause, only the following reasons will be considered as beyond the control of the Offeror: death, sickness, maternity and parental leave, retirement, resignation, dismissal for cause or termination of an agreement for default.

If the Offeror has proposed any individual who is not an employee of the Offeror, the Offeror certifies that it has the permission from that individual to propose his/her services in relation to the Work to be performed and to submit his/her résumé to Canada. The Offeror must, upon request from the Standing Offer Authority, provide a written confirmation, signed by the individual, of the permission given to the Offeror and of his/her availability. Failure to comply with the request may result in the offer being declared non-responsive.

#### 5.2.4 Education and Experience Certification

The Offeror certifies that all information provided herein is accurate. Furthermore, the Offeror certifies that the personnel proposed for this requirement are capable of satisfactorily performing the requirement described herein.

#### **Question #22**

As NRCan is aware, Canadian firms are obligated to collect GST or HST whereas non-Canadian firms are not. Basing the selection on a price including applicable taxes puts Canadian firms at a disadvantage to non-Canadian firms. Would NRCan consider amending this Term so that all proponents are on an equal footing regardless of the GST/HST?

#### **RESPONSE:**

See change #3 under section B below - . Changes to the RFSO documents

#### **Question #23**

We propose it may be more appropriate for NRCan to have Offerors provide a 'blended per diem rate' in Table A. This blended rate could be used by NRCan to evaluate the Offerors' proposals, and Offerors could be obligated to commit to this blended rate for any future work coming out a possible standing offer agreement. Would NRCan consider this change?

#### **RESPONSE:**

No, NRCan will not consider this change. The Primary Resource is proposed by the Offeror as qualified to conduct the work and bids are evaluated based on their per diem. Additional staff are allowed at a lower rate under the direction of the Primary Resource. It is up to the offeror to determine who is best qualified to be their Primary Resource.

#### **Question #24**

Section 4.1.2 Mandatory Technical Criteria states that "multi-equipment" includes two (2) or more of the eight specific product categories listed in Attachment 1 to Annex "A" (pages 38 and 39 of the RFP).

However Category #8 (on page 39), one of the eight categories, is "Multi-equipment".

How can "multi-equipment" in 4.1.2 be defined to include Category#8 on Page 39 which itself is "multi-equipment" .

#### **RESPONSE:**

See change #1 under section B below - Changes to the RFSO documents

### **B. Regional Standing Offer Changes**

#### **1. Delete the sentence beginning at 4.1.2 Mandatory Technical Criteria**



In the case of the multi-equipment product category, "identified product category" below means two (2) or more of the eight specific product categories

**Replace with:**

In the case of the multi-equipment product category only (Category #8 on page 39 in Attachment 1 to Annex "A") in M3, the two (2) reports must cover two (2) or more multi-equipment cross cutting issues such as standby, network standby, network connected devices or other cross cutting issues relating to more than one category from the other seven specific product categories.

**2. Delete 4.1.4 Financial Evaluation, Table B: Additional/Support Staff in its entirety.**

**Replace with:**

**Per diem rate offered for Additional/Support Staff, if proposed, must be lower than the per diem rate of the Primary Resource from Table A. This will be not be included in the evaluation of price process.**

Resource Category	Per diem rate (Initial Period)	Per diem rate (Option Period 1)	Per diem rate (Option Period 2)
1. Senior Engineer/analyst	\$	\$	\$
2. Engineer/analyst	\$	\$	\$
3. Admin support	\$	\$	\$
4. add more lines as required	..\$	.\$	.\$

**3. Delete 7.10 Limitation of Call-ups in its entirety.**

**Replace with:**

Individual call-ups against the Standing Offer must not exceed \$150,000.00 (Applicable Taxes extra)

***ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED***