



RETURN BIDS TO:

RETOURNER LES SOUMISSIONS À:

**Bid Receiving - PWGSC / Réception des soumissions -
TPSGC**

11 Laurier St. / 11, rue Laurier

Place du Portage, Phase III

Core 0B2 / Noyau 0B2

Gatineau

Québec

K1A 0S5

Bid Fax: (819) 997-9776

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

Industrial Vehicles & Machinery Products Division

LEFTD - HS Division

140, O'Connor Street/

140, rue O'Connor,

East Tower, 4th Floor/

Tour Est, 4e étage

Ottawa

Ontario

K1A 0S5

Title - Sujet Runway Snow Blower	
Solicitation No. - N° de l'invitation W8476-196057/A	Amendment No. - N° modif. 003
Client Reference No. - N° de référence du client W8476-196057	Date 2019-06-07
GETS Reference No. - N° de référence de SEAG PW-\$\$HS-653-77033	
File No. - N° de dossier hs653.W8476-196057	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2019-06-18	
Time Zone Fuseau horaire Eastern Daylight Saving Time EDT	
F.O.B. - F.A.B. Plant-Usine: <input type="checkbox"/> Destination: <input checked="" type="checkbox"/> Other-Autre: <input type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: Martial, Daniel	Buyer Id - Id de l'acheteur hs653
Telephone No. - N° de téléphone (613) 296-7559 ()	FAX No. - N° de FAX () -
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction:	

Instructions: See Herein

Instructions: Voir aux présentes

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

Amendment 003

This amendment is raised to provide questions and answers to potential bidders and to modify the request for proposal as follows:

1. Questions and answers

Question 1: Due to the bid validity of 270 days, it will be difficult to estimate a delivery period. Will the date of delivery be negotiable at the time of order?

Response 1: If necessary, the delivery schedule can be revisited after contract award. The order of the Priority Sequence detailed in Appendix A1 – Delivery Schedule and Locations of Annex A must be maintained.

Question 2: Will there be any compensation offered should new tariffs come in effect in the future?

Response 2: Canada had outlined a framework and process for how it considered remission requests for the surtaxes on products that came into force on July 1, 2018. Please note that Canada is no longer accepting requests for the remission of surtaxes since the United States and Canada came to an agreement to lift the tariffs. As outlined in the document, the remission framework and process were only applicable to the surtaxes that came in effect on July 1, 2018.

Additional information can be found at the following address: <https://www.fin.gc.ca/access/remis-eng.asp>

Question 3: Does the phased bid process apply only to the mandatory requirement?

Response 3: The Phased Bid Compliance Process applies to the Financial Bid and the Technical Bid as indicated in paragraph 4.1.1. All mandatory technical criteria detailed in paragraph 4.1.2.1 Mandatory Technical Criteria are eligible mandatory criteria subject to the Phased Bid Compliance Process.

Questions 4: Can you do an evaluation of the bids during the election.

Response 4: Canada will proceed with the evaluation of the bids during the election period.

Questions 5: If one of the RFP is extended due to numerous questions, will the other two RFP be also extended.

Response 5: Canada will only extend the RFP that requires an extension.

Question 6: 4.1.1.3 (a): Reference is made to “Eligible Mandatory Criteria”, is this the same as Mandatory Technical Criteria referenced in 4.1.2.1 (a)?

Response 6: All mandatory technical criteria detailed in paragraph 4.1.2.1 Mandatory Technical Criteria, are eligible mandatory criteria subject to the Phased Bid Compliance Process.

Question 7: 6.7.2: Please clarify the items included in “ancillary items”. Please confirm this does not include training and ILS which appear to be separate line items according to Annex A

Response 7: The training and ILS items identified in Appendix A1 – Delivery Schedule and Locations of Annex A are not included in the ancillary items.

Question 8: Amendment 001, Purchase Description: There appear to be two different Annex B's. The Purchase description is labelled Annex B. According to the Table of Contents in the RFP on page 2 of 37, Annex B refers to Electronic Payment Instructions.

Response 8 : As detailed in the Table of Contents of the RFP on page 2 of 37, Annex B is the Electronic Payment Instructions document. The Purchase Description must be referred to as the Purchased Description and not as Annex B.

Question 9: Request for Proposals 6.22 - Does the interchangeability clause apply for the 2 year options? Will industry receive compensation if a necessary component to meet the requirements increases in cost

Response 9: Yes the interchangeability clause does applies to the 2 option years. There is no provision for compensation in the documents.

Question 10: Who must have security clearance? What about contractors who work in Canada that are not employees of Canada?

Response 10: Personal security clearance is required for those people who will be performing work on a Canadian Air Force Base.

Question 11: Is the Air Force equipment exempt from tariffs?

Response 11: Please contact the Canada Border Services Agency for more information on tariffs.

Question 12: Do bidders need to be registered ISO9001?

Response 12: No, with accordance with SACC items D5540C: “It is not intended that the Contractor be registered to ISO 9001; however, the Contractor's quality management system must address all requirements appropriate to the scope of the Work. Only exclusions in accordance with clause A.5 and 4.3 of ISO 9001 are acceptable.”

Question 13: The ISO9001 quality management system in reference in D5540C is dated 2008. Can it be a more recent year?

Response13: The D5540C is revised and now makes reference to ISO9001: 2015. The RFP is amended accordingly.

Question 14: Will pre-delivery inspection at contractor facility be done on all vehicles?

Response 14: DND will do the pre-inspection at the contractor facility only for the first article, for the remaining quantities the inspection will be done at delivery.

Question 15: Do sub-contractors count has employees? (Annex C – Federal contractors program for employment equity - Certification)

Response15: For information on the Federal Contractors Program for Employment Equity, please visit the Employment and Social Development Canada (ESDC)-Labour's website as indicated in Annex C.

Question 16: Do prices need to be firm for all years?

Response 16: Yes, however for the optional quantities, bidders can offer different prices for the first 12 months period and the second 12 months period.

Question 17: To obtain the required security clearance, can bidders proceed with a private sector sponsor?

Response 17: For questions on security requirements, please refer to the Contract Security Program of Public Works and Government Services Canada website mentioned at paragraph 1.2 of the RFP.

Question 18: For the Runway snow blowers, do we need to offer (22) twenty-two vehicles for the identified budget?

Response 18: No, bidders must offer the maximum number of vehicles they can within the maximum funding available.

2. Part 4 – Evaluation procedures and basis of selection, 4.2 – Basis of Selection, Stage 2

Delete: In its entirety

Insert: The responsive bid offering the highest Firm Quantity of Runway Snow Blowers within the maximum funding available will be recommended for award of a contract.

Should two (2) or more responsive bids offer the same highest Firm Quantity of Runway Snow Blowers within the maximum funding available, these bids will move to stage 3.

3. Part 6 – Resulting contract clauses, 6.11 – SACC Manual Clauses

Delete: D5540C ISO 9001:2008 Quality Management Systems - Requirements (QAC Q)
2010-08-16

Insert: D5540C ISO 9001:2015 Quality Management Systems - Requirements (Quality Assurance Code Q)

4. Purchase Description

Delete: All references to Annex B in the Purchase Description

5. Annex A presented at the bidders conference – See following pages

ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED.

Annex A – Pricing

Select the official language of your choice sélectionner la langue officielle de votre choix	English/Anglais
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Instructions

Annex A - Pricing

No action is required in this tab.
The information will be completed at time of contract award

Appendix A1 - Delivery schedule and locations

You must fill out the blue cells with the required information.	Status
Delivery Schedule of the Priority Sequence	Incomplete
Delivery Schedule of the Specific ILS	Incomplete
The priority sequence cannot be modified.	
The delivery schedule is from date of contract award.	
The contact person at destination will be provided at time of contract award.	

Appendix A2 - Data

You must fill out the blue cells with the required information.	Status
Section 1, Firm Price per vehicle	Incomplete
Section 2, Firm Unit Price for Shipping	Incomplete
Section 3, Firm Unit Price for training	Incomplete
Section 4, Firm Lot Price for ILS	Incomplete
All prices must be in accordance with the basis of payment of the Request for Proposal.	
Cells D5 to D9 will be automatically updated as prices are populated in the blue cells.	

Appendix A3 - Financial evaluation

No action is required in this tab.
Upon completion, the information is your actual financial evaluation.

Select the official language of your choice Sélectionner la langue officielle de votre choix	English / Anglais
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Instructions

Annex A - Pricing

No action is required in this tab.
The information will be completed at time of contract award

Appendix A1 - Delivery schedule and locations

You must fill out the blue cells with the required information.	Status
Delivery Schedule of the Priority Sequence	Completed
Delivery Schedule of the Specific ILS	Completed
The priority sequence cannot be modified.	
The delivery schedule is from date of contract award.	
The contact person at destination will be provided at time of contract award.	

Appendix A2 - Data

You must fill out the blue cells with the required information.	Status
Section 1, Firm Price per vehicle	Completed
Section 2, Firm Unit Price for Shipping	Completed
Section 3, Firm Unit Price for training	Completed
Section 4, Firm Lot Price for ILS	Completed
All prices must be in accordance with the basis of payment of the Request for Proposal.	
Cells D5 to D9 will be automatically updated as prices are populated in the blue cells.	

Appendix A3 - Financial evaluation

No action is required in this tab.
Upon completion, the information is your actual financial evaluation.

Annex A - Pricing

Aircraft De-Icer/Anti-Icer

1. The Contractor will be paid the Firm Lot Price per vehicle and ancillary items for the Firm Quantity in accordance with Part 6, Basis of Payment.

Unit	Delivery Location	Firm Price per vehicle	Shipping Price	Firm Lot Price per vehicle
To be insterted by PWGSC				

2. If the Optional Quantity are exercised within the first 12-month period from date of contract award, the Contractor will be paid the following Firm Lot Price per Vehicle and ancillary items in accordance with Part 6, Basis of Payment.

Unit	Delivery Location	Firm Price per vehicle	Shipping Price	Firm Lot Price per vehicle
To be insterted by PWGSC				

3. If the Optional Quantity are exercised within the second 12-month period from date of contract award, the Contractor will be paid the following Firm Lot Price per Vehicle and ancillary items in accordance with Part 6, Basis of Payment.

Unit	Delivery Location	Firm Price per vehicle	Shipping Price	Firm Lot Price per vehicle
To be insterted by PWGSC				

4. The Contractor will be paid the Firm Unit Price for Training in accordance with Part 6, Basis of Payment.

Delivery Location	Operator		Maintenance	
	(English)	(French)	(English)	(French)
To be insterted by PWGSC				

5. The Contractor will be paid Firm Lot Price for Integrated Logistic Support (ILS) in accordance with Part 6, Basis of Payment.

Firm Lot Price for the Specific ILS listed at Appendix A1.	To be insterted by PWGSC
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Appendix A1 - Delivery schedule and locations

Aircraft De-Icer/Anti-Icer

Priority Sequence			Delivery Location	Delivery Schedule
Unit				
1			8 Wing Trenton	
2			8 Wing Trenton	
3			14 Wing Greenwood	
4			4 Wing Cold Lake	
5			19 Wing Comox	
6			14 Wing Greenwood	
7			4 Wing Cold Lake	
8			14 Wing Greenwood	
9			4 Wing Cold Lake	
10			14 Wing Greenwood	
11			4 Wing Cold Lake	
12			19 Wing Comox	

Delivery location

4 Wing Cold Lake
Major Equipment Section
Sup Flt Bldg. 171
Cold Lake, AB
T9M 2C6

The contact person at destination is: (to be inserted by PWGSC).

Specific ILS				PD Ref	Delivery Schedule
Description					
Manual Delivery to Technical Authority				4.1.4	
Data Summary				4.3.1	
Photographs				4.3.2	
Dimensioned Drawings				4.3.3	
Special Tools List				4.3.4	
Preventive Maintenance Replacement Parts Kit List				4.3.5	
Recommended Spare Parts List				4.3.6	
Supplementary Provisioning Technical Documentation				4.3.7	

Appendix A1 - Delivery schedule and locations

Aircraft De-Icer/Anti-Icer

Priority Sequence			Delivery Schedule
Unit	Delivery Location		
1	8 Wing Trenton		8 weeks
2	8 Wing Trenton		8 weeks
3	14 Wing Greenwood		12 weeks
4	4 Wing Cold Lake		14 weeks
5	19 Wing Comox		16 weeks
6	14 Wing Greenwood		18 weeks
7	4 Wing Cold Lake		20 weeks
8	14 Wing Greenwood		22 weeks
9	4 Wing Cold Lake		24 weeks
10	14 Wing Greenwood		26 weeks
11	4 Wing Cold Lake		28 weeks
12	19 Wing Comox		30 weeks

Delivery location

4 Wing Cold Lake
Major Equipment Section
Sup Flt Bldg. 171
Cold Lake, AB
T9M 2C6

The contact person at destination is: (to be inserted by PWGSC).

Specific ILS

Description	PD Ref	Delivery Schedule
Manual Delivery to Technical Authority	4.1.4	6 weeks
Data Summary	4.3.1	6 weeks
Photographs	4.3.2	6 weeks
Dimensioned Drawings	4.3.3	6 weeks
Special Tools List	4.3.4	6 weeks
Preventive Maintenance Replacement Parts Kit List	4.3.5	6 weeks
Recommended Spare Parts List	4.3.6	6 weeks
Supplementary Provisioning Technical Documentation	4.3.7	6 weeks

Appendix A2 - Data

Aircraft De-Icer/Anti-Icer

Maximum funding available	\$ 7,500,000.00
Maximum quantity to be procured	12
Quantity offered within budget	12
Estimated value of the 12 vehicles/equipments	\$ -
Financial evaluation of the bid	\$ -

1. Bidder must provide Firm Price per vehicle and ancillary items, Shipping extra.

	Firm Price per vehicle
Firm Quantity	
Optional Quantity	
First 12-month Period	
Second 12-month Period	

2. Bidders must provide Firm Unit Price for Shipping.

Delivery Location	Firm Unit Price
4 Wing Cold Lake	
8 Wing Trenton	
14 Wing Greenwood	
19 Wing Comox	

3. Bidders must provide Firm Unit Price for training.

Delivery Location	Operator	
	(English)	(French)
4 Wing Cold Lake		
8 Wing Trenton		
14 Wing Greenwood		
19 Wing Comox		

4. Bidders must provide Firm Lot Price for Integrated Logistic Support (ILS).

Firm Lot Price for the Specific ILS listed at Appendix A1.

Appendix A2 - Data

Aircraft De-Icer/Anti-Icer

Maximum funding available	\$ 7,500,000.00
Maximum quantity to be procured	12
Quantity offered within budget	7
Estimated value of the 7 vehicles/equipments	\$ 7,012,500.00
Financial evaluation of the bid	\$ 12,387,500.00

1. Bidder must provide Firm Price per vehicle and ancillary items, Shipping extra.

	Firm Price per vehicle
Firm Quantity	\$1,000,000.00
Optional Quantity	
First 12-month Period	\$1,050,000.00
Second 12-month Period	\$1,100,000.00

2. Bidders must provide Firm Unit Price for Shipping.

Delivery Location	Firm Unit Price
4 Wing Cold Lake	\$2,000.00
8 Wing Trenton	\$1,000.00
14 Wing Greenwood	\$3,000.00
19 Wing Comox	\$2,500.00

3. Bidders must provide Firm Unit Price for training.

Delivery Location	Operator	
	(English)	(French)
4 Wing Cold Lake	\$1,000.00	\$1,000.00
8 Wing Trenton	\$1,000.00	\$1,000.00
14 Wing Greenwood	\$1,000.00	\$1,000.00
19 Wing Comox	\$1,000.00	\$1,000.00

Maintenance	
(English)	(French)
\$1,000.00	\$1,000.00
\$1,000.00	\$1,000.00
\$1,000.00	\$1,000.00
\$1,000.00	\$1,000.00

4. Bidders must provide Firm Lot Price for Integrated Logistic Support (ILS).

Firm Lot Price for the Specific ILS listed at Appendix A1.	\$500.00
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Aircraft De-Icer/Anti-Icer

	Total Price of the Firm Quantity
1	100
2	180
3	240
4	280
5	300
6	300
7	280
8	240
9	180
10	100

Appendix A3 - Financial evaluation

Aircraft De-Icer/Anti-Icer

Unit	Delivery Location	Training Required	Firm Price per Vehicle	Shipping Price	Operator Training (Sum)	Maintenance Training (Sum)	Firm Lot Price Firm Quantity	Firm Lot Price Optional Quantity
ILS							\$ 500.00	
1	8 Wing Trenton	Yes	\$1,000,000.00	\$ 1,000.00	\$ 2,000.00	\$ 2,000.00	\$ 1,005,000.00	
2	8 Wing Trenton	No	\$1,000,000.00	\$ 1,000.00	-	-	\$ 1,001,000.00	
3	14 Wing Greenwood	Yes	\$1,000,000.00	\$ 3,000.00	\$ 2,000.00	\$ 2,000.00	\$ 1,007,000.00	
4	4 Wing Cold Lake	Yes	\$1,000,000.00	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 1,006,000.00	
5	19 Wing Comox	Yes	\$1,000,000.00	\$ 2,500.00	\$ 2,000.00	\$ 2,000.00	\$ 1,006,500.00	
6	14 Wing Greenwood	No	\$1,000,000.00	\$ 3,000.00	-	-	\$ 1,003,000.00	
7	4 Wing Cold Lake	No	\$1,000,000.00	\$ 2,000.00	-	-	\$ 1,002,000.00	
8	14 Wing Greenwood	No	\$1,075,000.00	\$ 3,000.00	-	-		\$ 1,078,000.00
9	4 Wing Cold Lake	No	\$1,075,000.00	\$ 2,000.00	-	-		\$ 1,077,000.00
10	14 Wing Greenwood	No	\$1,075,000.00	\$ 3,000.00	-	-		\$ 1,078,000.00
11	4 Wing Cold Lake	No	\$1,075,000.00	\$ 2,000.00	-	-		\$ 1,077,000.00
12	19 Wing Comox	No	\$1,075,000.00	\$ 2,500.00	-	-		\$ 1,077,500.00
Total Price of the Firm Quantity							\$ 7,031,000.00	
Total Price of the Optional Quantity								\$ 5,387,500.00
Aggregate Price of the Bid							\$12,418,500.00	

Appendix A3 - Financial evaluation

Aircraft De-Icer/Anti-Icer

Appendix A2 - Data

Aircraft De-Icer/Anti-Icer	
Maximum funding available	\$ 7,500,000.00
Maximum quantity to be procured	12
Quantity offered within budget	7
Estimated value of the 7 vehicles/equipments	\$ 7,012,500.00
Financial evaluation of the bid	\$ 12,387,500.00

1. Bidders must provide Firm Price per vehicle and ancillary items, Shipping

	Firm Price per Vehicle
Firm Quantity	\$1,000,000.00
Optional Quantity	\$1,000,000.00
First 12-month period	\$1,050,000.00
Second 12-month period	\$1,100,000.00

2. Bidders must provide Firm Unit Price for Shipping

	Firm Unit Price
4 Wing Cold Lake	\$2,000.00
8 Wing Trenton	\$1,000.00
14 Wing Greenwood	\$3,000.00
19 Wing Comox	\$2,500.00

3. Bidders must provide Firm Unit Price for training

	Price for training		Maintenance	
Delivery Location	Operator (English)	Operator (French)	Maintenance (English)	Maintenance (French)
4 Wing Cold Lake	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
8 Wing Trenton	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
14 Wing Greenwood	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00
19 Wing Comox	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00

4. Bidders must provide Firm Lot Price for the Specific IL listed at Appendix A1.

	Firm Lot Price for the Specific IL
	\$500.00

Unit	Delivery Location	Training Required	Firm Price per Vehicle	Shipping Price	Operator Training (Sum)	Maintenance Training (Sum)	Firm Lot Price Firm Quantity	Firm Lot Price Optional Quantity
ILS							\$ 500.00	
1	8 Wing Trenton	Yes	\$1,000,000.00	\$ 1,000.00	\$ 2,000.00	\$ 2,000.00	\$ 1,005,000.00	
2	8 Wing Trenton	No	\$1,000,000.00	\$ 1,000.00	-	-	\$ 1,001,000.00	
3	14 Wing Greenwood	Yes	\$1,000,000.00	\$ 3,000.00	\$ 2,000.00	\$ 2,000.00	\$ 1,007,000.00	
4	4 Wing Cold Lake	Yes	\$1,000,000.00	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	\$ 1,006,000.00	
5	19 Wing Comox	Yes	\$1,000,000.00	\$ 2,500.00	\$ 2,000.00	\$ 2,000.00	\$ 1,006,500.00	
6	14 Wing Greenwood	No	\$1,000,000.00	\$ 3,000.00	-	-	\$ 1,003,000.00	
7	4 Wing Cold Lake	No	\$1,000,000.00	\$ 2,000.00	-	-	\$ 1,002,000.00	
8	14 Wing Greenwood	No	\$1,075,000.00	\$ 3,000.00	-	-		\$ 1,078,000.00
9	4 Wing Cold Lake	No	\$1,075,000.00	\$ 2,000.00	-	-		\$ 1,077,000.00
10	14 Wing Greenwood	No	\$1,075,000.00	\$ 3,000.00	-	-		\$ 1,078,000.00
11	4 Wing Cold Lake	No	\$1,075,000.00	\$ 2,000.00	-	-		\$ 1,077,000.00
12	19 Wing Comox	No	\$1,075,000.00	\$ 2,500.00	-	-		\$ 1,077,500.00
Total Price of the Firm Quantity							\$ 7,031,000.00	
Total Price of the Optional Quantity								\$ 5,387,500.00
Aggregate Price of the Bid							\$12,418,500.00	

Questions?

[W8486-196055 Annex Annexe A V1.xlsx](#)

[W8486-196057 Annex Annexe A V1.xlsx](#)

[W8486-196059 Annex Annexe A V1.xlsx](#)