

**RETURN BIDS TO:**  
**RETOURNER LES SOUMISSIONS À:**  
**Public Works and Government Services / Travaux**  
**publics et services gouvernementaux**  
**Kingston Procurement**  
**Des Acquisitions Kingston**  
**86 Clarence Street, 2nd floor**  
**Kingston**  
**Ontario**  
**K7L 1X3**  
**Bid Fax: (613) 545-8067**

**Revision to a Request for a Standing Offer**

**Révision à une demande d'offre à commandes**

National Individual Standing Offer (NISO)

Offre à commandes individuelle nationale (OCIN)

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

Ce document est par la présente révisé; sauf indication contraire, les modalités de l'offre 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 / Travaux  
publics et services gouvernementaux  
Kingston Procurement  
Des Acquisitions Kingston  
86 Clarence Street, 2nd floor  
Kingston  
Ontario  
K7L 1X3

<b>Title - Sujet</b> Precision Parachute Training		
<b>Solicitation No. - N° de l'invitation</b> W6399-19KF21/A		<b>Date</b> 2019-08-16
<b>Client Reference No. - N° de référence du client</b> W6399-19-KF21		<b>Amendment No. - N° modif.</b> 001
<b>File No. - N° de dossier</b> KIN-8-50198 (615)	<b>CCC No./N° CCC - FMS No./N° VME</b>	
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$KIN-615-7880		
<b>Date of Original Request for Standing Offer</b> Date de la demande de l'offre à commandes originale		2019-08-09
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2019-08-28</b>		<b>Time Zone</b> <b>Fuseau horaire</b> Eastern Daylight Saving Time EDT
<b>Address Enquiries to: - Adresser toutes questions à:</b> Denbeigh, Andrew		<b>Buyer Id - Id de l'acheteur</b> kin615
<b>Telephone No. - N° de téléphone</b> (613) 484-1586 ( )	<b>FAX No. - N° de FAX</b> (613) 545-8067	
<b>Delivery Required - Livraison exigée</b>		
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>		
<b>Security - Sécurité</b> This revision does not change the security requirements of the Offer. Cette révision ne change pas les besoins en matière de sécurité de la présente offre.		

**Instructions: See Herein**

**Instructions: Voir aux présentes**

<b>Acknowledgement copy required</b> <b>Accusé de réception requis</b>	<b>Yes - Oui</b> <input type="checkbox"/>	<b>No - Non</b> <input type="checkbox"/>
<b>The Offeror hereby acknowledges this revision to its Offer.</b> <b>Le proposant constate, par la présente, cette révision à son offre.</b>		
<b>Signature</b>	<b>Date</b>	
Name and title of person authorized to sign on behalf of offeror. (type or print) Nom et titre de la personne autorisée à signer au nom du proposant. (taper ou écrire en caractères d'imprimerie)		
<b>For the Minister - Pour le Ministre</b>		

Question 1: Section I: Technical Offer: Does this volume have a page count limit?

Response 1: There is no page count limit.

Question 2: Section III: Certifications: Does this volume have to include resumes from each instructor and rigger?

Response 2: No. resumes are not required with the bid

Question 3: Is it acceptable to have one facility that can accommodate all aspects of training for each course as long as we have multiple drop zones? The current vendor utilizes the "desert style facility" due to the restrictions imposed on the primary location. (Ref: SOW 4.6; Pg. 30).

Response 3: **Yes this is acceptable.**

Question 4: Is it acceptable to have a vertical wind tunnel within a 15-20 minute drive from either of our primary or alternate locations using company serviced transportation given that we are able to provide a more modern and state-of-the-art facility with the latest generation (16 ft.) wind tunnel compared to the older generation 'on-site' wind tunnel that another vendor may provide? If acceptable, could this requirement be adjusted from the Mandatory Technical Criteria? (Ref: 4.1.2 Technical Evaluation MTC 2; Pg: 14).

Response 4: **No. As DND has only a limited number of training days and jumps during the training period, a student who is required to travel for additional training will not be able to complete the required number of jumps during the training period. This problem is solved by having a co-located wind tunnel that allows instructors to solve problems on the spot in an immediate and efficient manner, without the delays associated with traveling. As a result, DND avoids unnecessary and potentially significant costs associated with changing flight plans, hosting, resuming courses, etc.**

Question 5: In addition to Question #4, we believe the Mandatory Technical Criteria requiring an onsite wind tunnel makes this solicitation over-restrictive since there is only one company in North America with desert style facilities and an onsite wind tunnel. (Ref: 4.1.2 Technical Evaluation MTC 2; Pg: 14).

Response 5: **See response for question 4. The co-located Vertical Wind Tunnel will remain in the Mandatory Technical Criteria.**

Question 6: In reference to the student instructor ratio. We read it that initially we are required to provide up to 48 instructors. Is this correct, or more realistically 12 instructors? (Ref: SOW 4.1.1.b.i.a; Pg: 28).

Response 6: **We need 22 instructors on site on a rotational basis daily.**