



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

Scientific, Medical and Photographic Division /
Division de l'équipement scientifique, des produits
photographiques et pharmaceutiques
L'Esplanade Laurier
140 O'Connor Street,
East Tower, 7th Floor
Ottawa
Ontario
K1A 0S5

Title - Sujet Lab Sci Equipment	
Solicitation No. - N° de l'invitation E60PV-19EQUI/B	Amendment No. - N° modif. 009
Client Reference No. - N° de référence du client E60PV-19EQUI	Date 2019-09-16
GETS Reference No. - N° de référence de SEAG PW-\$\$PV-958-77438	
File No. - N° de dossier pv958.E60PV-19EQUI	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2019-10-16	
Time Zone Fuseau horaire Eastern Daylight Saving Time EDT	
F.O.B. - F.A.B. Specified Herein - Précisé dans les présentes Plant-Usine: <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input checked="" type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: Beaulne, Sylvianne	Buyer Id - Id de l'acheteur pv958
Telephone No. - N° de téléphone (343) 550-1739 ()	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

This revision is raised to publish answers to questions received to date and to modify the Request for Supply Arrangement:

1. Questions and Answers

Question 24

At Part 4, under 4.1 Evaluation Procedures, who is the team? What is their background? How can they evaluate the technical difference between instruments if applicable (700 subcategories)? Will it be based only on % of rebate? If not, what it will be based on exactly (details)?

Answer 24

This is a Request for Supply Arrangement, therefore, as per amendment 007, a supply arrangement is a method of supply used by Public Works and Government Services Canada (PWGSC) to procure goods and services. A Supply Arrangement is not a contract and neither party is legally bound as a result of signing a supply arrangement alone.

Supply arrangements include a set of predetermined conditions that will apply to bid solicitations and resulting contracts. They allow client departments to solicit bids from a pool of pre-qualified suppliers for specific requirements. This differs from standing offers that only allow client departments to accept a portion of a requirement already defined and priced.

In conclusion PWGSC will not evaluate any technical difference between instruments, PWGSC is not asking for any specific product at this time.

The evaluation will be on all Mandatory and Rated Technical Criteria. The evaluation is to pre-qualify suppliers per category or sub-category of products. Requirements will be processed as per Part 6 – Supply Arrangement and Resulting Contract Clauses, Section B – Bid Solicitation and Resulting Contract Clauses, under 6.2.1 – Contract Limits

Question 25

At Part 4, under 4.1.1.2 (2018-03-13) Phase I: Financial Arrangement: we understand that in Phase I you are going to address financial arrangement (section II) and you will be evaluating on:

a) M1.A Categories Offering:

There are 700 subcategories. In the past Canada was trying to limit the number of suppliers based on the biggest basket principle. We would like to know explicitly how this mandatory section will be evaluated. Is it still on who is capable of offering the largest basket? Meaning a supplier that can offer 1-100 subcategories might be eliminated since others can offer 300-500?

b) M1.B List of Manufacturer:

Canada is asking for the list of manufacturers? Many companies which sell the OEM versions as their own will disclose themselves as manufacturer when we know that this is not the case. So how Canada will process this OEM situation what makes the Manufacturer information important for Canada?

c) M1.C Discount:

How will this part will be evaluated? Does Canada need an insurance policy for the best pricing on Canadian market and not the highest rebate % which really does not mean much?

Answer 25

The supplier is requested to complete Annex G – Product and Discount Template, Instructions to help fill out the document can be found under Annex B - Product and Discount Template Instructions.

- a) There is no limitation on the number of resulting arrangements. This list of suppliers will be used to identify which suppliers will be invited in future solicitations for specific type of equipment or products.
- b) As per mentioned under M1.B – List of Manufacturer, PWGSC request that the supplier must list the manufacturers for which it is authorized to sell their products along with the categories and/or sub-categories of equipment or products. A letter may be requested during the duration of the Supply Arrangement to confirm that the Supplier is still a designated distributors for the manufacturer.
- c) The percentage of discount proposed by the suppliers will be used and only taken into consideration once a client department has a requirement. For requirement under \$25,000.00 client department will take into consideration the percentage discount at time of contract. For Requirement above \$25,000.00, a solicitation will be issue to the suppliers pre-qualified to the category of product required.

Question 26

At Part 4, under 4.1.1.3 (2018-03-13) Phase II: Technical Arrangement: (g) *‘...For instance, an Eligible Mandatory Criterion that requires a mandatory minimum number of points to achieve compliance will be assessed at Phase II to determine whether such mandatory minimum score would be achieved with such additional or different information submitted by the Supplier in response to the CAR. If so, the Arrangement will be considered responsive in respect of such Eligible Mandatory Criterion, and the additional or different information submitted by the Supplier shall bind the Supplier as part of its Arrangement, but the Supplier's original score, which was less than the mandatory minimum for such Eligible Mandatory Criterion, will not change, and it will be that original score that is used to calculate any score for the Arrangement.’*

Does that mean that even in good faith if a supplier wants to make amendments and improve on his existing system to answer the need of Canada, it won't make a difference in his score? Why improvements made by a supplier won't give him a chance to improve his original score? Does the scoring system affects how the clients would look at a company? As a consequence will that score affects the orders from clients toward a company who scored less on technical criteria? Isn't that considered prejudicial to some companies? We believe that the goal of Canada for this supply arrangement exercise is to see and evaluate also the capacity of a company to adapt to Canada's needs and offer the best responsive service.

Answer 26

- Under phase II of the phase bid – PWGSC will only make sure no information's is missing in your technical arrangements.
- No Rated Technical Criteria are included in the Phase Bid Compliance Process, only Mandatory Technical Criteria.
- Client Departments will not receive the final evaluation scores. They will only have access to the list of pre-qualified suppliers under each category or sub-category.
- The goal of this Supply Arrangement is to create a pre-qualified list of suppliers per category of products to simplify any future requirements.

Question 27

At the Rated Requirement 1 (R1): Customer Service Principles: *‘The Supplier should clearly describe its customer service principles including, pre and post sales technical support offered, warranty application process and bilingual customer service.’*

We can see that you have 4 different outcomes: 200 pts for outstanding, 140pts for acceptable, 80 pts for non-acceptable and 0 points for nothing to evaluate! Now Canada is asking us to describe and so is this evaluation based on who is going to write the best description of his customer service principles? Who will evaluate this section and what is the grid that will be used to evaluate each company? Will there be different evaluators hence objectivity might be a problem? Doesn't Canada feel that this section needs to be clarified and that a real table, grid or even a response sample should be offered so no prejudice is done?

Answer 27

An evaluation team composed of representatives of Canada will evaluate the arrangements. Each proposal will be evaluated and rated against the defined point rated criteria.

Question 28

At the Rated Requirement 3 (R3): Supplier website: We need to provide a good description of the website based on client experience and examples of web pages showing technical data of some equipment. How this will be evaluated and by who? Is there a grid for evaluation (example: specifications: 10pts, brochure 10pts, etc.)?

Answer 28

An evaluation team composed of representatives of Canada will evaluate the arrangements. Each proposal will be evaluated and rated against the defined point rated criteria.

Question 29

At the Rated Requirement 4 (R4): Environmental, Criteria R4-2 Ecolabels:

As a distributor of imported goods, how can we positively influence Eco-labeling. Can Canada provide guidance on this matter?

Answer 29

Canada is requesting that you identify any eco-label certification that indicate that some of your products and processes as environmentally preferable.

Question 30

Is the clause « Price Certification » apply to this tender?

Answer 30

We are not asking for prices at this time, therefore there is no price certification to be provided.

Question 31

At the Rated Requirement 3(R3), Supplier Website:

- a) What do you mean by a detailed Canadian experience? Is this relating to customers' testimonies or review?
- b) Is this paragraph pointing to an E-Commerce website? What about suppliers that doesn't have an E-Commerce will they get disqualified? What about customers that do have an E-Commerce but doesn't have any spot in their E-Commerce website where they can write their experience?

Answer 31

- a) Suppliers should demonstrate that it has a website detailing equipment and product's technical specifications and a description of the client experience available to the client on their website (customization of client account, past history of purchase ...).
- b) No.

Question 32

In the Environment Commitment Criteria table - the choices are only Yes and No, what about N/A since some of these questions are not applicable to us?

Answer 32

If N/A is applicable, you must choose the option NO.

2. Revision to the Request for Supply Arrangement

At Part 4, under 4.3 Rated Technical Criteria, Rated Requirement 4 (R4) – Environmental

Delete:

R4-1	Environmental management policies: Have you implemented an environmental management system in your operations that includes a certification (ex: ISO 14001, or other environmental management system recognized by a third party)?			Provide third party certification for environmental management system
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Insert:

R4-1	Environmental management policies: Have you implemented an environmental management system in your operations (ex: ISO 14001, or other environmental management system recognized by a third party or internal environmental management system)?			Provide third party certification or internal policy environmental management system
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At Part 4, under 4.3 Rated Technical Criteria, Rated Requirement 4 (R4) – Environmental

Delete:

R4-3	Chemical management policy			Describe your chemical management policy that includes a statement of
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Solicitation No. - N° de l'invitation
E60PV-19EQUI/B
Client Ref. No. - N° de réf. du client
E60PV-19EQUI

Amd. No. - N° de la modif.
009
File No. - N° du dossier
PV958. E60PV-19EQUI

Buyer ID - Id de l'acheteur
PV958
CCC No./N° CCC - FMS No./N° VME

				how the company assesses and reduces human and ecosystem health impacts.
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Insert:

R4-3	Chemical management policy			Describe your chemical management policy that includes a statement of how the company assesses and reduces human and ecosystem health impacts and/or how the company choose their manufacturer with a chemical management policy.
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ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME