



**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**

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

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

Regional Master Standing Offer (RMSO)

Offre à commandes maître régionale (OCMR)

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**

Commercial Acquisitions & Fast Track Procurement  
Div/Div des Acquisitions commerciales et achats en  
régime accéléré  
L'Esplanade Laurier,  
East Tower 7th Floor  
140 O'Connor, Street,  
Ottawa  
Ontario  
K1A 0R5

<b>Title - Sujet</b> Office Paper/ Papier de bureau	
<b>Solicitation No. - N° de l'invitation</b> E60PD-19PAPR/B	<b>Date</b> 2019-09-18
<b>Client Reference No. - N° de référence du client</b> E60PD-19PAPR	<b>Amendment No. - N° modif.</b> 002
<b>File No. - N° de dossier</b> pd150.E60PD-19PAPR	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$\$PD-150-77619	
<b>Date of Original Request for Standing Offer</b> Date de la demande de l'offre à commandes originale 2019-08-23	
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2019-10-07</b>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Fulham, Veronique	<b>Buyer Id - Id de l'acheteur</b> pd150
<b>Telephone No. - N° de téléphone</b> (343) 550-1625 ( )	<b>FAX No. - N° de FAX</b> ( ) -
<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>Yes - Oui</b>	<b>No - Non</b>
<b>Accusé de réception requis</b>	<input type="checkbox"/>	<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>		

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File No. - N° du dossier E60PD-19PAPR		Client Ref. No. - N° de ref. du client

*This amendment is raised to answer questions raised by the Industry;*

1. *Answer questions raised by Industry;*
2. *Modify Part 1- General Information, add article 1.11 Phased Bid Compliance Process;*
3. *Modify Part 4- Evaluation Procedures and Basis of Selection, article 4.1 Evaluation Procedures;*
4. *Modify Part 4- Evaluation Procedures and Basis of Selection, article 4.1 Evaluation Procedures, sub-article 4.1.1 Technical Evaluation;*
5. *Modify Part 4- Evaluation Procedures and Basis of Selection, article 4.1 Evaluation Procedures, sub-article 4.1.1 Technical Evaluation, sub-article 4.1.1.1 Mandatory Technical Criteria;*
6. *Part 4- Evaluation Procedures and Basis of Selection, article 4.1 Evaluation Procedures, sub-article 4.1.1 Technical Evaluation, sub-article 4.1.1.1 Mandatory Technical Criteria, point h;*
7. *Modify Part 7- Standing Offer and Resulting Contract Clauses, article A. Standing Offer, sub-article A7.9 Authorized Users, sub-article A7.9.2 Provincial/Territorial Identified Users;*
8. *Modify Annex A- Statement of Requirement, article 8. Technical Performance Table, table 2 High Runnability White.*

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**1. Answer questions raised by Industry**

**Question 001:**

Is the 'Missed Delivery' table weighted as part of the evaluation?

**Answer 001:**

The "Missed Delivery" table that was added at sub-article 4.1.1.1 Mandatory Technical Criteria, h., will not be evaluated as part of the Financial Evaluation with the EFOT. This addition will be evaluated as a Pass/Fail under the Mandatory Technical Criteria. The Offeror must ensure that the requested details be included in their offer package at the solicitation closing date.

**Question 002:**

I have reviewed the amendment and don't quite understand what you are saying

"For this iteration of the Paper Standing Offer, the Standing Offers are awarded on a single region basis based on the postal codes. Canada will continue to consider on the best approach on the way forward for the next iteration of the Standing Offer"

My question had nothing to do with regions or postal codes. It rather raised concern with the fact that there would be only one vendor in each region and that would put too much business under one roof.

What I asked was "Will Canada reflect on awarding the contract to more than one qualified supplier per region, and ranking qualified suppliers"

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**Answer 002:**

Canada is always looking to optimize their procurement tools. We have analyzed the multiple awards per region and maintained that the single award per region still represents best value for all of Canadians.

For this iteration of the Standing Offer, Canada will not award multiple Standing Offers per region.

**Question 003:**

In parts 4 & 5 of the recently released amendment, we are asked to add a tab in Annex C to list our ceiling prices on missed deliveries which are also to be added to delivery options 2 & 3 on our proposal.

Microsoft Excel will not paste your chart in the amendment from PDF format to Excel format in Annex C.

Is it possible to release an updated version of Annex C to ensure accuracy throughout the document?

**Answer 003:**

PSPC will add this table in the EFOT at the time of Standing Offer issuance, which will include the pricing provided by the Offeror in their offer.

For the submission of your offer, Offerors may fill out the table provided in Part 4 and submit it in this format as part of their Technical Offer.

Missed Delivery- Delivery Option 2 and Delivery Option 3				
Regions	Ceiling Price for Open Box	Ceiling Price for 1-39 boxes	Ceiling Price for 40-79 boxes	Ceiling Price for 80 + boxes
National	\$	\$	\$	\$
Region 1	\$	\$	\$	\$
Region 2	\$	\$	\$	\$
Region 3	\$	\$	\$	\$
Region 4	\$	\$	\$	\$
Region 5	\$	\$	\$	\$
Region 6	\$	\$	\$	\$
Region 7	\$	\$	\$	\$
Region 8	\$	\$	\$	\$
Region 9	\$	\$	\$	\$
Region 10	\$	\$	\$	\$
Region 11	\$	\$	\$	\$
Region 12	\$	\$	\$	\$

For further instructions, see modification 6. below.

**Question 004:**

Would Canada please provide a spend report broken by SKU and delivery type, by region, by general stream and PSAB stream?

**Answer 004:**

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An analysis of the spend data as reported by the suppliers is provided as an electronic attachment (E60PD-19PAPR- Usage Report\_ Rapport d'utilisation) to this amendment. The information provided in no way represents a commitment on behalf of PSPC or the Authorized Users.

**Question 005:**

On page 11 of the RFSO: "Offerors should state in their technical offer which region(s) they are submitting an offer: Québec Region: All localities within the province of Quebec with postal codes beginning with the letters G, H and J excluding those identified as being part of the National Capital Area – NCA". Can you please tell me the number of delivery addresses in Quebec and if possible, the number of monthly deliveries?

**Answer 005:**

An analysis of the spend data as reported by the suppliers is provided as an electronic attachment (E60PD-19PAPR- Usage Report\_ Rapport d'utilisation) to this amendment. The information provided in no way represents a commitment on behalf of PSPC or the Authorized Users.

**Question 006:**

Would you be able to supply us volumes for each product by location and if you can also let us know the split of 30% recycled and 100%.

**Answer 006:**

An analysis of the spend data as reported by the suppliers is provided as an electronic attachment (E60PD-19PAPR- Usage Report\_ Rapport d'utilisation) to this amendment. The information provided in no way represents a commitment on behalf of PSPC or the Authorized Users.

**Question 007:**

Are you able to send us a list of delivery locations for each Region?

**Answer 007:**

An analysis of the spend data as reported by the suppliers is provided as an electronic attachment (E60PD-19PAPR- Usage Report\_ Rapport d'utilisation) to this amendment. The information provided in no way represents a commitment on behalf of PSPC or the Authorized Users.

**Question 008:**

I was hoping you could provide data showing usage quantities by region for all paper types listed in bid E60PD-19PAPR/A.

**Answer 008:**

An analysis of the spend data as reported by the suppliers is provided as an electronic attachment (E60PD-19PAPR- Usage Report\_ Rapport d'utilisation) to this amendment. The information provided in no way represents a commitment on behalf of PSPC or the Authorized Users.

**Question 009:**

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In order to maintain clear price breaks for each tier of each product, vendors will often have different SKUs based on the quantities ordered (for example, one line of paper may have a SKU for open box, a SKU for box, a SKU for pallet, etc.). How are we able to differentiate these SKUs on the EFOT to make it easier for Canada's end users to select the right SKU for the quantity they are ordering?

**Answer 009:**

Offerors must submit a SKU for one pack of paper. As per the instructions in Appendix 1- Instructions for Completing the Electronic Financial Offer Template. Article 4. Field Descriptions and Input Instructions, sub-article m. Offeror Unique SKU: "This field represents the Offeror's unique Stock Keeping Unit (SKU) for one (1) unit of issue of the paper offered for this line item. Sub-articles n., o., p., and q. represents the price for one pack of the paper offered for this line item.

Users must have the ability to order their paper by selecting per pack. The quarterly usage reports are based on per pack and not per open box, box and/or skid.

**Question 010:**

In Amendment 001, the modification for Part 4 states, "At the time of evaluation, Canada reserves the right to ensure that pricing is fair and reasonable." Please provide 1) a definition of what Canada would deem fair and reasonable and 2) examples of proof Canada would accept that would substantiate ceiling prices.

**Answer 010:**

A cost is fair and reasonable if the nature and amount do not exceed what would be incurred by an ordinary prudent person in the conduct of a competitive business.

Examples of proof Canada would request that could substantiate ceiling prices are:

- a. A current published price list indicating the percentage discount available to Canada; or
- b. A copy of paid invoices by others, such as other governments, Crown corporations, hospitals, universities and large private sector corporations or companies for the like quality and quantity of the goods, services or both sold; or
- c. A price breakdown showing the cost of direct labour, direct materials, purchased items, general administrative overhead, transportation, etc., and profit; or
- d. Price or rate certifications; or
- e. Any other supporting documentation as requested by Canada.

**Question 011:**

I am just wondering when the information regarding volumes and delivery locations will be available for this tender. With this delay is it possible for the submission date to be extended?

**Answer 011:**

This is a requirement for the provision of an offer for commercial off the shelf goods and their delivery. The technical information required to engage with paper mills and merchants is provided in the solicitation document.

The estimated usage volumes are attached to this amendment as part of an electronic attachment (E60PD-19PAPR- Usage Report\_ Rapport d'utilisation).

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Unless there is a substantial change to the technical requirements or to the evaluation strategy, no extension will be granted.

**Question 012:**

Environmental performance requirements:

The Canadian mill with which we would like to offer you 100% recycled papers, has decided not to renew with the ECOLOGO (UL-2771) certification since their LCA (life cycle analysis of their products) realized by a third party, explains in all transparency the impact of their papers on the environment (climate change, biodiversity, water, human health, resources ...). Is it possible to submit an offer with their papers knowing that they do not have ECOLOGO UL certification-2771 but they offer a paper with the smallest ecological footprint?

**Answer 012:**

As stated in Annex A- Statement of Requirement, article 2.3 Environmental Performance Requirements, sub-article Clarification pertaining to criteria 6.3 of the UL-2771 Standard, Offerors can submit the following certifications:

**Clarifications pertaining to criteria 6.3 of the UL-2771 Standard**

Manufacturers can demonstrate compliance to criteria 6.3 a) to e) of the UL-2771 Standard if:

- a) They are endorsed by FSC or PEFC- forest management certifications; or
- b) They can demonstrate that they meet these criteria without necessarily being endorsed by any forest management certifications.
- c) Additional information- Certification validity periods:

PEFC: The certificate is usually valid for a period of three years. Claimants will be required to submit forests to an annual verification audit to ensure that operations continue to comply with requirements.

FSC: The certificate is valid for five years as long as compliance with the FSC forest management standard (FSC-STD-20-001) is maintained.

SFI: Full recertification audits are required: for forest management and fiber sourcing certificates, every three years; and for chain-of-custody certificates, every five years.

UL(E)-2771 (EcoLogo): License validity requires an ongoing relationship with UL Environment and License certificates can be verified online.

**Question 013:**

Technical performance tables:

High Runnability White (30%)

The technical sheet mentions 75 to 105 GSM that equals 20 #, 24 # and 28 #.

Please, is it possible to clarify this category or to subdivide it because these suggest 3 weights in metric and 2 weights in pounds (24 # -28) in the Excel file?

**Answer 013:**

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The technical sheet in Annex A- Statement of Requirement, article 8. Technical Performance Tables, table 2- High Runnability White has been modified to correct the discrepancies. Changes are reflected within this amendment at modification 8.

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**2. Modify Part 1- General Information, add article 1.11 Phased Bid Compliance Process;**

Part 1- General Information is hereby modified as follow:

**Insert:**

**1.11 Phased Bid Compliance Process**

The Phased Bid Compliance Process applies to this requirement.

**3. Modify Part 4- Evaluation Procedures and Basis of Selection, article 4.1 Evaluation Procedures;**

Part 4- Evaluation Procedures and Basis of Selection, article 4.1 Evaluation Procedures is hereby modified as follow:

**Insert:**

c. Canada will use the Phased Bid Compliance Process described below.

**4. Modify Part 4- Evaluation Procedures and Basis of Selection, article 4.1 Evaluation Procedures, sub-article 4.1.1 Technical Evaluation;**

Part 4- Evaluation Procedures and Basis of Selection, article 4.1 Evaluation Procedures, sub-article 4.1.1 Technical Evaluation is hereby modified as follow:

**Insert:**

**4.1.1 Technical Evaluation**

**a. Phased Bid Compliance Process**

**i. General**

- (a) Canada is conducting the PBCP described below for this requirement.
- (b) Notwithstanding any review by Canada at Phase I or II of the PBCP, Bidders are and will remain solely responsible for the accuracy, consistency and completeness of their Bids and Canada does not undertake, by reason of this review, any obligations or responsibility for identifying any or all errors or omissions in Bids or in responses by a Bidder to any communication from Canada.

THE BIDDER ACKNOWLEDGES THAT THE REVIEWS IN PHASE I AND II OF THIS PBCP ARE PRELIMINARY AND DO NOT PRECLUDE A FINDING IN PHASE III THAT THE BID IS NON-RESPONSIVE, EVEN FOR MANDATORY

REQUIREMENTS WHICH WERE SUBJECT TO REVIEW IN PHASE I OR II AND NOTWITHSTANDING THAT THE BID HAD BEEN FOUND RESPONSIVE IN SUCH EARLIER PHASE. CANADA MAY DEEM A BID TO BE NON-RESPONSIVE TO A MANDATORY REQUIREMENT AT ANY PHASE.

THE BIDDER ALSO ACKNOWLEDGES THAT ITS RESPONSE TO A NOTICE OR A COMPLIANCE ASSESSMENT REPORT (CAR) (EACH DEFINED BELOW) IN PHASE I OR II MAY NOT BE SUCCESSFUL IN RENDERING ITS BID RESPONSIVE TO THE MANDATORY REQUIREMENTS THAT ARE THE SUBJECT OF THE NOTICE OR CAR, AND MAY RENDER ITS

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**BID NON-RESPONSIVE TO OTHER MANDATORY REQUIREMENTS.**

- (c) Canada may, in its discretion, request and accept at any time from a Bidder and consider as part of the Bid, any information to correct errors or deficiencies in the Bid that are clerical or administrative, such as, without limitation, failure to sign the Bid or any part or to checkmark a box in a form, or other failure of format or form or failure to acknowledge; failure to provide a procurement business number or contact information such as names, addresses and telephone numbers; inadvertent errors in numbers or calculations that do not change the amount the Bidder has specified as the price or of any component thereof that is subject to evaluation. This shall not limit Canada's right to request or accept any information after the bid solicitation closing in circumstances where the bid solicitation expressly provides for this right. The Bidder will have the time period specified in writing by Canada to provide the necessary documentation. Failure to meet this deadline will result in the Bid being declared non-responsive.
- (d) The PBCP does not limit Canada's rights under Standard Acquisition Clauses and Conditions (SACC) 2003 (2019-03-04) Standard Instructions – Goods or Services – Competitive Requirements nor Canada's right to request or accept any information during the solicitation period or after bid solicitation closing in circumstances where the bid solicitation expressly provides for this right, or in the circumstances described in subsection (c).
- (e) Canada will send any Notice or CAR by any method Canada chooses, in its absolute discretion. The Bidder must submit its response by the method stipulated in the Notice or CAR. Responses are deemed to be received by Canada at the date and time they are delivered to Canada by the method and at the address specified in the Notice or CAR. An email response permitted by the Notice or CAR is deemed received by Canada on the date and time it is received in Canada's email inbox at Canada's email address specified in the Notice or CAR. A Notice or CAR sent by Canada to the Bidder at any address provided by the Bidder in or pursuant to the Bid is deemed received by the Bidder on the date it is sent by Canada. Canada is not responsible for late receipt by Canada of a response, however caused.

**ii. Phase I: Financial Bid**

- (a) After the closing date and time of this bid solicitation, Canada will examine the Bid to determine whether it includes a Financial Bid and whether any Financial Bid includes all information required by the solicitation. Canada's review in Phase I will be limited to identifying whether any information that is required under the bid solicitation to be included in the Financial Bid is missing from the Financial Bid. This review will not assess whether the Financial Bid meets any standard or is responsive to all solicitation requirements.
- (b) Canada's review in Phase I will be performed by officials of the Department of Public Works and Government Services.
- (c) If Canada determines, in its absolute discretion that there is no Financial Bid or that the Financial Bid is missing all of the information required by the bid solicitation to be included in the Financial Bid, then the Bid will be considered non-responsive and will be given no further consideration.
- (d) For Bids other than those described in c), Canada will send a written notice to the Bidder ("Notice") identifying where the Financial Bid is missing information. A Bidder, whose Financial Bid has been found responsive to the requirements that are reviewed at Phase I, will not receive a Notice. Such Bidders shall not be entitled to submit any additional information in respect of their Financial Bid.

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- (e) The Bidders who have been sent a Notice shall have the time period specified in the Notice (the "Remedy Period") to remedy the matters identified in the Notice by providing to Canada, in writing, additional information or clarification in response to the Notice. Responses received after the end of the Remedy Period will not be considered by Canada, except in circumstances and on terms expressly provided for in the Notice.
- (f) In its response to the Notice, the Bidder will be entitled to remedy only that part of its Financial Bid which is identified in the Notice. For instance, where the Notice states that a required line item has been left blank, only the missing information may be added to the Financial Bid, except that, in those instances where the addition of such information will necessarily result in a change to other calculations previously submitted in its Financial Bid, (for example, the calculation to determine a total price), such necessary adjustments shall be identified by the Bidder and only these adjustments shall be made. All submitted information must comply with the requirements of this solicitation.
- (g) Any other changes to the Financial Bid submitted by the Bidder will be considered to be new information and will be disregarded. There will be no change permitted to any other Section of the Bidder's Bid. Information submitted in accordance with the requirements of this solicitation in response to the Notice will replace, in full, **only** that part of the original Financial Bid as is permitted above, and will be used for the remainder of the bid evaluation process.
- (h) Canada will determine whether the Financial Bid is responsive to the requirements reviewed at Phase I, considering such additional information or clarification as may have been provided by the Bidder in accordance with this Section. If the Financial Bid is not found responsive for the requirements reviewed at Phase I to the satisfaction of Canada, then the Bid shall be considered non-responsive and will receive no further consideration.
- (i) Only Bids found responsive to the requirements reviewed in Phase I to the satisfaction of Canada, will receive a Phase II review.

**iii. Phase II: Technical Bid**

- (a) Canada's review at Phase II will be limited to a review of the Technical Bid to identify any instances where the Bidder has failed to meet any Eligible Mandatory Criterion. This review will not assess whether the Technical Bid meets any standard or is responsive to all solicitation requirements. Eligible Mandatory Criteria are all mandatory technical criteria that are identified in this solicitation as being subject to the PBCP. Mandatory technical criteria that are not identified in the solicitation as being subject to the PBCP, will not be evaluated until Phase III.
- (b) Canada will send a written notice to the Bidder (Compliance Assessment Report or "CAR") identifying any Eligible Mandatory Criteria that the Bid has failed to meet. A Bidder whose Bid has been found responsive to the requirements that are reviewed at Phase II will receive a CAR that states that its Bid has been found responsive to the requirements reviewed at Phase II. Such Bidder shall not be entitled to submit any response to the CAR.
- (c) A Bidder shall have the period specified in the CAR (the "Remedy Period") to remedy the failure to meet any Eligible Mandatory Criterion identified in the CAR by providing to Canada in writing additional or different information or clarification in response to the CAR. Responses received after the end of the Remedy Period will not be considered by Canada, except in circumstances and on terms expressly provided for in the CAR.
- (d) The Bidder's response must address only the Eligible Mandatory Criteria listed in the CAR as not having been achieved, and must include only such information as is necessary to achieve

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such compliance. Any additional

information provided by the Bidder which is not necessary to achieve such compliance will not be considered by Canada, except that, in those instances where such a response to the Eligible Mandatory Criteria specified in the CAR will necessarily result in a consequential change to other parts of the Bid, the Bidder shall identify such additional changes, provided that its response must not include any change to the Financial Bid.

- (e) The Bidder's response to the CAR should identify in each case the Eligible Mandatory Criterion in the CAR to which it is responding, including identifying in the corresponding section of the original Bid, the wording of the proposed change to that section, and the wording and location in the Bid of any other consequential changes that necessarily result from such change. In respect of any such consequential change, the Bidder must include a rationale explaining why such consequential change is a necessary result of the change proposed to meet the Eligible Mandatory Criterion. It is not up to Canada to revise the Bidder's Bid, and failure of the Bidder to do so in accordance with this subparagraph is at the Bidder's own risk. All submitted information must comply with the requirements of this solicitation.
- (f) Any changes to the Bid submitted by the Bidder other than as permitted in this solicitation, will be considered to be new information and will be disregarded. Information submitted in accordance with the requirements of this solicitation in response to the CAR will replace, in full, **only** that part of the original Bid as is permitted in this Section.
- (g) Additional or different information submitted during Phase II permitted by this section will be considered as included in the Bid, but will be considered by Canada in the evaluation of the Bid at Phase II only for the purpose of determining whether the Bid meets the Eligible Mandatory Criteria. It will not be used at any Phase of the evaluation to increase any score that the original Bid would achieve without the benefit of such additional or different information. 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 Bidder in response to the CAR. If so, the Bid will be considered responsive in respect of such Eligible Mandatory Criterion, and the additional or different information submitted by the Bidder shall bind the Bidder as part of its Bid, but the Bidder'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 Bid
- (h) Canada will determine whether the Bid is responsive for the requirements reviewed at Phase II, considering such additional or different information or clarification as may have been provided by the Bidder in accordance with this Section. If the Bid is not found responsive for the requirements reviewed at Phase II to the satisfaction of Canada, then the Bid shall be considered non-responsive and will receive no further consideration.
- (i) Only Bids found responsive to the requirements reviewed in Phase II to the satisfaction of Canada, will receive a Phase III evaluation.

#### **iv. Phase III: Final Evaluation of the Bid**

- (a) In Phase III, Canada will complete the evaluation of all Bids found responsive to the requirements reviewed at Phase II. Bids will be assessed in accordance with the entire requirement of the bid solicitation including the technical and financial evaluation criteria.

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- (b) A Bid is non-responsive and will receive no further consideration if it does not meet all mandatory evaluation criteria of the solicitation.

**5. Modify Part 4- Evaluation Procedures and Basis of Selection, article 4.1 Evaluation Procedures, sub-article 4.1.1 Technical Evaluation, sub-article 4.1.1.1 Mandatory Technical Criteria:**

Part 4- Evaluation Procedures and Basis of Selection, article 4.1 Evaluation Procedures, sub-article 4.1.1 Technical Evaluation, sub-article 4.1.1.1 Mandatory Technical Criteria is hereby modified as follow:

**Insert:**

The Phased Bid Compliance Process will apply to all mandatory technical criteria.

**6. Modify Part 4- Evaluation Procedures and Basis of Selection, article 4.1 Evaluation Procedures, sub-article 4.1.1 Technical Evaluation, sub-article 4.1.1.1 Mandatory Technical Criteria, point h.:**

Part 4- Evaluation Procedures and Basis of Selection, article 4.1 Evaluation Procedures, sub-article 4.1.1 Technical Evaluation, sub-article 4.1.1.1 Mandatory Technical Criteria, point h. is hereby deleted in its entirety and replaced with the following:

**Insert:**

- h. The Offeror must submit a ceiling price for Missed Deliveries for Delivery Option 2 and Delivery Option 3, for each tier and, for each region. Pricing must be in Canadian dollars and be rounded to two decimals.

The Offeror must submit the following pricing certification with their offer for Missed Deliveries:

<p>I _____ (name of company), certifies that the prices offered for Missed Deliveries:</p> <p>a. are not in excess of the lowest price charged anyone else, including the Offeror's most favoured customer, for the like quality and quantity of the goods, services or both; and</p> <p>b. does not include an element of profit on the sale in excess of that normally obtained by the Offeror on the sale of goods, services or both of like quality and quantity.</p> <p>Name of Authorized Representative: _____</p> <p>Signature of Authorized Representative: _____</p>
--

Canada reserves the right to ensure that pricing is fair and reasonable. Upon request, the Offeror must provide proof which substantiates that the prices are fair and reasonable.

The Offeror may use the table below to submit their Missed Delivery ceiling prices.

Missed Delivery- Delivery Option 2 and Delivery Option 3				
Regions	Ceiling Price for	Ceiling Price for	Ceiling Price for	Ceiling Price for

Solicitation No. - N° Sollicitation E60PD-19PAPR/B	Amd/Amend 02	Buyer - Id de l'acheteur Pd150
File No. - N° du dossier E60PD-19PAPR		Client Ref. No. - N° de ref. du client

	Open Box	1-39 boxes	40-79 boxes	80 + boxes
National	\$	\$	\$	\$
Region 1	\$	\$	\$	\$
Region 2	\$	\$	\$	\$
Region 3	\$	\$	\$	\$
Region 4	\$	\$	\$	\$
Region 5	\$	\$	\$	\$
Region 6	\$	\$	\$	\$
Region 7	\$	\$	\$	\$
Region 8	\$	\$	\$	\$
Region 9	\$	\$	\$	\$
Region 10	\$	\$	\$	\$
Region 11	\$	\$	\$	\$

**7. Modify Part 7- Standing Offer and Resulting Contract Clauses, article A. Standing Offer, sub-article A7.9 Authorized Users, sub-article A7.9.2 Provincial/Territorial Identified Users;**

Part 7- Standing Offer and Resulting Contract Clauses, article A. Standing Offer, sub-article A7.9 Authorized Users, sub-article A7.9.2 Provincial/Territorial Identified Users is hereby modified as follow:

**Delete:**

- Province of Ontario, including Agricorp crown corporation as well as the following users:
  - City of Toronto
  - Peterborough County
  - Catholic District School Board of Eastern Ontario
  - Valoris for Children and Adults of Prescott Russell
  - Township of Blandford-Blenheim
  - County of Essex
  - City of London - Greenway Wastewater Treatment Centre
  - Niagara Peninsula Conservation Authority
  - Town of The Blue Mountains - Finance and IT Services
  - Northumberland County

**Insert:**

- Province of Ontario, including Agricorp crown corporation as well as the following users:
  - City of Toronto
  - Peterborough County
  - Catholic District School Board of Eastern Ontario
  - Valoris for Children and Adults of Prescott Russell
  - Township of Blandford-Blenheim
  - County of Essex
  - City of London - Greenway Wastewater Treatment Centre
  - Niagara Peninsula Conservation Authority
  - Town of The Blue Mountains - Finance and IT Services
  - Northumberland County
  - Township of Strong

**8. Modify Annex A- Statement of Requirement, article 8. Technical Performance Table, table 2 High Runnability White;**

Annex A- Statement of Requirement, article 8. Technical Performance Table, table 2 High Runnability White is hereby modified as follow:

Solicitation No. - N° Sollicitation E60PD-19PAPR/B	Amd/Amend 02	Buyer - Id de l'acheteur Pd150
File No. - N° du dossier E60PD-19PAPR		Client Ref. No. - N° de ref. du client

Delete:

Property / Propriété	Method / Méthode	Units	Tolerance	High Runnability White / Papier blanc à comportement machine supérieur (30%)
Grammage	TAPPI T410	G/m2	±1%	75-105

Insert:

Property / Propriété	Method / Méthode	Units	Tolerance	High Runnability White / Papier blanc à comportement machine supérieur (30%)
Grammage	TAPPI T410	G/m2	±1%	90-105

ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME.