

AMENDMENT 002

Included in the present amendment:

1. Questions and answers 6 to 12
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Question 6:

Section 3.3 Delivery Requirements and Annex E provided information about the estimated quantities, with a total of 150. However we need to know if these quantities are guaranteed. If not guaranteed then please provide the minimum total quantities needed under the standing offer period.

Answer 6:

We cannot guarantee the minimum or maximum total quantity of devices that will be purchased in the years specified in the Standing Offer (SO). As indicated by the requirement, the intent of this SO is to equip all Canadian Coast Guard vessels in the years prescribed by the SO, and we currently estimate this requirement at 150 units. We are therefore asking for a rate based on what is stated in Annex E - Financial Evaluation, which is 150 units.

Question 7:

If the proposed system requires a Power Converter as an "Installation Accessory" should that be included in the bid price for the equipment?

Answer 7:

As mentioned at item M18 of the statement of requirements, the Automatic Direction-finder must operate using a nominal voltage of 12 or 24 Volts DC. If a power converter is needed to make it work in order to meet the mandatory requirement at one of these two voltage, yes, it will have to be included in the price. If the proposed Direction-finder can operate directly at one of these two voltages, it will be the responsibility of the CCG to provide it if necessary.

Question 8:

In regards to "Annex E – Financial Evaluation" is the bidder to list our cost price under Item #1 with no mark-up, and then include our mark-up under Item #3?

Answer 8:

No. Items 1 and 3 are two distinct requirements. Item 1 represent the actual requirements as described in Annex A – Statement of Requirements and bidders must include a firm unit price, excluding delivery and mark-up. Item 3 refers mostly to any additional equipment or spare parts that could be requested during the course of the Standing Offer and from which a mark-up can be included.

Question 9:

Where does the "approximately 5%" figure shown in item #3 come from?

Answer 9:

The 5% is an estimated forecast of other equipment and/or spare parts requirements that could be needed during the course of the Standing Offer, based on the total budget of the Standing offer **(\$5 000 000.00)**. As indicated under article 7.11 Financial limitation, the total cost to Canada resulting from call ups against the Standing Offers must not exceed the sum of **\$2 700 000.00** for the first period of the Standing Offer, which ends on November 30, 2021. Then, another **\$2 300 000.00** sum is planned for the following three optional years.

Question 10:

ITEM	DESCRIPTION	Nombre d'articles par livraison	QUANTITÉ ESTIMÉE (pour évaluation seulement)	PRIX UNITAIRE (CAD)	PRIX TOTAL (CAD)
1.	Marine Automatic Direction-finder system, in accordance with article 3.1 of Annex A – Statement of Requirement and all other mandatory requirements.		150	_____ \$	_____ \$

For item 1 of Annex E – Financial Evaluation, please clarify if vendors are requested to provide their cost of goods in the above box. Are you asking that vendors disclose the price that the manufacture has quoted to them?

Answer 10:

Vendors must indicate their selling price under the Standing Offer. This price will be used for all subsequent call-ups.

Question 11:

The unit price depends on the actual ordered quantity. The manufacturer commits to a volume discount only if/when the given quantity is included in one PO. In order for us to calculate the actual cost of goods, we need to know an estimate on the overall purchase quantity over a 1 year period. Can you provide that info?

Answer 11: See answer to question 6.

Question 12:

Estimate for the purchase of equipment and spare parts for the 5 years of the standing offer (Approximately 5%)  For evaluation purpose only		Mark-up of the Offeror B = Discount of _____ %
$A : (5\,000\,000.00\$ * 5\%) = 250\,000.00\$$		$(A * (10\% - B)) + A =$
3.	Calculation of the Offeror's Markup $(A * (10\% - B)) + A =$	\$ _____

It is not quite clear for us how to complete the above section. Please clarify what you mean by "A" and where the "\$5,000,000" and the "5%" came from?

Answer 12: See answer to question 8. "A" = 250 000.00\$.

ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED.