



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

Armoured Vehicles Support/Soutien des véhicules
blindés

11 Laurier St./11, rue Laurier

Place du Portage Phase III 6C1

Gatineau

Québec

K1A 0S5

Title - Sujet OSA Phase 2, ARV & AEV R&O	
Solicitation No. - N° de l'invitation W8486-196008/A	Amendment No. - N° modif. 002
Client Reference No. - N° de référence du client W8486-196008	Date 2019-12-06
GETS Reference No. - N° de référence de SEAG PW-\$\$BL-303-27514	
File No. - N° de dossier 303bl.W8486-196008	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2020-02-07	
Time Zone Fuseau horaire Eastern Standard Time EST	
F.O.B. - F.A.B. Plant-Usine: <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: Ruest(bl div), Luc	Buyer Id - Id de l'acheteur 303bl
Telephone No. - N° de téléphone (873) 469-4777 ()	FAX No. - N° de FAX (819) 956-0648
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 002

This Solicitation amendment (**002**) is raised to extend the solicitation closing date, replace the Annex G (correct the FCA location) and reload version 2 of Appendix 1 for the English workbook only (failed in amendment 001).

1. **Q&A**

Question 1: Industry is requesting an extension until February 21th, 2020.

Answer 1: Canada is extending the solicitation from January 10th, 2020 to February 7th, 2020.

2. **Annex G Evaluation Plan**

Delete: Annex G Evaluation Plan in its entirety;

Replace: with Annex G (version 2) Evaluation Plan (attached);

The version attached as Annex G (version 2) Evaluation Plan supersedes any previous version(s) of Annex G - Evaluation Plan.

3. **Appendix 1 to Annex G – Excel Workbook**

Provide a revised version of Appendix 1 to Annex G under Attachments at the site BuyandSell.gc.ca website.

The version [Appendix 1 - Annex G- oct 30 2019 lock v2](#) supersedes any previous version(s) of Appendix 1 to Annex G (English only).

ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED

**ANNEX G
(version 002)**

EVALUATION PLAN

FOR THE

REPAIR & OVERHAUL

OF

COMPONENTS

OF THE

LEOPARD 2 ARMoured RECOVERY VEHICLE CANADIAN (ARV CAN)

LEOPARD 2 ARMoured ENGINEER VEHICLE (AEV)

EVALUATION PLAN

1.0 INTRODUCTION

- 1.1 The Evaluation Plan defines the process and methodology to be followed for the preparation of, and the evaluation of proposals provided in response to Solicitation #: W8486-196008/A. It includes [Appendix 1, Microsoft Excel® workbook](#) with the following tables:

1.1.1 **Summary Table**

1.1.2 **Table 1 - Mandatory Criteria – Technical**

1.1.3 **Table 2 – IN/OUT Source – Technical**

1.1.4 **Table 3 - Point Rated Criteria – Technical**

1.1.5 **Table 4 – Point Rated Delivery– Technical**

1.1.6 **Table 5 – Rates (R&O, Labour & Material Mark-up – Financial)**

- 1.2 All proposals will be evaluated in accordance with the bid solicitation requirements and this [Annex G](#) - Evaluation Plan to determine their responsiveness. A responsive proposal is a proposal that meets all the requirements stipulated in the bid solicitation document. **Bidders must refer to Part 4.0 Preparation Instructions to this [Annex G](#), for completing all the Tables to this [Annex G](#).**

- 1.3 All contact between bidders and Canada must be done only through the PSPC Contracting Authority named in the bid solicitation cover page or its delegated representatives.

- 1.4 All proposed data and rates in [Appendix 1, Microsoft Excel® workbook](#) will become contractual and will be exported into the [Annex C – Basis of Payment](#) in Part 7 of the bid solicitation - Resulting Contract Clauses once a Bidder has been awarded a Contract.

2.0 EVALUATION PROCESS

2.1 **Evaluation Team**

The evaluation team will be responsible for the review of each proposal as well as making the recommendation for the consideration of the Bidder. The evaluation team will be comprised of the following individuals:

- 2.1.1 One Technical Authority Representative
- 2.1.2 One Requisitioning Authority Representative; and
- 2.1.3 One Contracting Authority Representative

2.2 Single Phase Bid Compliance Process

This bid evaluation includes a formal, Single Phase Bid Compliance Process that identifies where bidders are non-compliant and gives non-compliant bidders a second chance to demonstrate compliance. Bidders must refer to Part 4 of the bid solicitation entitled Evaluation Procedures and Basis of Selection for the Single Phase Bid Compliance Process.

3.0 EVALUATION METHODOLOGY

3.1 Initial Screening

Canada will screen the proposals in accordance with the Single Phase Bid Compliance Process in Section 4.1.1 of Part 4 Evaluation Procedures and Basis of Selection of the bid solicitation to determine compliance with Part 4 of the bid solicitation. Proposals that do not provide the information required in Section 4.1.1 of Part 4 of the bid solicitation, will be handled in accordance with the Single Phase Bid Compliance Process in Section 4.1.1 of Part 4 of the bid solicitation.

3.2 Table 1 - Mandatory Criteria – Technical and Table 5 - Rates (R&O, Labour & Material Mark-up – Financial)

The Bidder's proposal will be subject to a detailed evaluation to determine compliance with the mandatory technical requirements and the financial requirements in accordance with Section 4.1.1 of Part 4 of the bid solicitation entitled Evaluation Procedures and Basis of Selection. The mandatory technical requirements in Table 1 – Mandatory Criteria – Technical of Appendix 1 to this [Annex G](#) are evaluated on a simple pass/fail basis and identify the minimum requirements for proposals to be considered. Each bidder's proposal must meet all the mandatory technical requirements in Table 1 – Mandatory Criteria – Technical of Appendix 1 and must provide all the financial information required in Table 5 – Rates (R&O, Labour & Material Mark-up – Financial) of this [Annex G](#) to be considered compliant. Bidders are required to address each requirement in sufficient depth to permit a complete analysis and assessment by the evaluation team. Failure to provide a duly completed [Annex G - Evaluation Plan](#), Appendix 1 – Microsoft Excel workbook, Table 1 – Mandatory Criteria - Technical and Table 5 - Rates (R&O, Labour & Material Mark-up – Financial) with sufficient detail could result in a bidder's

proposal being declared *NON-COMPLIANT* in accordance with the process in Section 4.1.1 of Part 4 of the bid solicitation entitled Evaluation Procedures and Basis of Selection.

Bidders must clearly indicate where in the proposal the supporting documentation or information can be found.

- 3.3 Table 2 – IN/OUT Source – Technical, Table 3 – Point Rated Criteria - Technical and Table 4 – Point Rated Delivery – Technical
- 3.3.1 The proposals meeting all the mandatory technical criteria and financial criteria in accordance with the Single Phase Bid Compliance Process in Section 4.1.1 of Part 4 of the bid solicitation, will be subject to point rating of the Point Rated Criteria in [Annex G - Evaluation Plan](#), Appendix 1 – Microsoft Excel workbook Table 3 – Point Rated Criteria – Technical and Table 4 – Point Rated Delivery - Technical. As per Section 3.1.4 of the bid solicitation, joint venture bids will receive 75% of their total score for Table 3 – Point Rated Criteria - Technical and 75% of their total score for Table 4 – Point Rated Delivery - Technical in Appendix 1 of [Annex G – Evaluation Plan](#).
- 3.3.2 The Bidder's Point Rated Criteria points for P1 in Table 3 – Point Rated Criteria – Technical are determined by the Bidder checking the applicable check box for P1 and providing the supporting information/justification required. Each Bidder will receive points for P1 of **either** 0, 5, 10 or 15 depending on the Bidder's response to P1. No other point values will be awarded to Bidder for P1 responses. **THE BIDDER MUST NOT INCLUDE EITHER SUBCONTRACTORS OR AFFILIATES WHEN COMPLETING P1 IN TABLE 3 AND WHEN PROVIDING SUPPORTING INFORMATION/JUSTIFICATION AS P1 IS AN EVALUATION CRITERIA FOR BIDDER ONLY.**
- 3.3.3 The Bidder's Point Rated Criteria points for P2 in Table 3 – Point Rated Criteria – Technical are calculated by the Bidder fully completing Table 2 – IN/OUT Source – Technical of Appendix 1 to this [Annex G](#) and providing the supporting information/justification required in Table 2 – IN/OUT Source and required for P2 in Table 3 – Point Rated Criteria - Technical. Bidders will receive points for P2 of **either** 0, 11, 18 or 25 depending on the Bidder's response to Table 2 – IN/OUT Source – Technical of Appendix 1 to this [Annex G](#) and depending on the evidence/justification the Bidder provides as required for P2 in Table 3 – Point Rated Criteria – Technical. No other point values will be awarded to Bidder for P2 responses. Failure, by the Bidder, to provide a duly completed [Annex G - Evaluation Plan](#), Appendix 1 – Microsoft Excel workbook, Table 2 IN/OUT Source - Technical, could result in a proposal being declared *NON-COMPLIANT*. Also, bidders must complete Table 2 IN/OUT Source - Technical in order for P2 in Table 3 in this [Annex G](#) to be evaluated.
- 3.3.4 The Bidder must clearly indicate where in the proposal the supporting documentation or information can be found.
- 3.3.5 The Bidder's Turn Around Time (TAT) Points in Table 4 – Point Rated Delivery – Technical of this [Annex G](#) are determined by using the following comparison method for each Line Item:

For each compliant proposal, the points for each Line Item in Table 4 – Point Rated Delivery – Technical in this [Annex G](#) will be determined by giving a mark of 20 points to the Bidder which has the lowest TAT among all compliant bidders for that Line Item (the “Lowest TAT Bidder”). Then all other compliant bidders’ TATs for that Line Item will be compared to the Lowest TAT Bidder’s score of 20 point for that Line Item. For every other compliant Bidder, the points for that other compliant Bidder’s Line Item will be determined by the following: the Lowest TAT Bidder’s score of 20 points for that Line Item will be prorated with that other compliant Bidder’s TAT for that Line Item to result in that other compliant Bidder’s TAT Points (TAT Points in Column E in the example Table below with the Lowest TAT Bidder’s TAT Points for that Line Item being 20 and all other bidder’s TAT Points being a portion of 20 points).

The Bidder must refer to the example table on the next page which illustrates the process for determining each Line Item’s TAT Points value for each Bidder.

Example for determining a Bidder’s TAT Points for a Line Item:

(If there is a conflict between the wording of Clause 3.3.5 in this Annex G with respect to calculating the TAT Points per Line Item for each Bidder and the Example below, the Example and the methodology for the calculation in the Example will govern.)

	A	B	C	D	E
				Turn Around Time Points calculation per Line Item (max 20 points)	
Bidder	Line Item	Turn Around Time Calendar days	Turn Around Time in %	Turn Around Time Points (TAT Points) (max 20 points)	
A	Line Item 1 (Bidder A)	60	$55/60 \times 100 = 91.67 \%$	$91.67\% \text{ of } 20 = 18.33$	$91.67 \times 20 =$
B	Line Item 1 (Bidder B)	68	$55/68 \times 100 = 80.88 \%$	$80.88 \% \text{ of } 20 = 16.18$	$80.88 \times 20 =$
*C	Line Item 1 (Bidder C)	55	$55/55 \times 100 = 100 \%$	$100\% \text{ of } 20 = 20$	
JV	Line Item 1 (Joint	60	$55/60 \times 100 = 91.67 \%$ $75\% \text{ of } 91.67\% = 68.75\%$	$68.75\% \text{ of } 20 = 13.75$	$68.75 \times 20 =$

	Venture)			
--	----------	--	--	--

***Bidder C** is the Lowest TAT Bidder for Line Item 1 having the lowest TAT for Line Item 1 and therefor achieves the maximum TAT Points point rating of 20 for Line Item 1.

To determine each Bidder's final TAT Points score for Table 4 – Point Rated Delivery - Technical, all TAT Points awarded to that Bidder for each Line Item will be totaled (TAT Points Total Sum). The average of each Bidder's TAT Points Total Sum will be that Bidder's final TAT Points Score out of 20 up to a possible maximum score of 20 points.

As per Section 3.1.4 of the bid solicitation, joint venture bids will receive 75% of their total score for Table 3 – Point Rated Criteria - Technical and 75% of their total score for Table 4 – Point Rated Delivery - Technical in Appendix 1 of this [Annex G – Evaluation Plan](#).

3.4 Table 5 – Rates (R&O Labour, & Material Mark-up – Financial)

3.4.1 To determine the Bidder's points for Rate A (Financial Score R&O): For each Bidder with a compliant proposal, the total estimated R&O cost for each year of the Contract term and for each of the 2 option years will be calculated as that Bidder's proposed R&O labour rate (Rate A - Firm Hourly Blended Direct Labour Rate (inclusive of profit)) for that Contract year or option year (provided by Bidder in Table 5 of this [Annex G](#), Rate A) multiplied by the Estimated Yearly LOE of 12,500 hours. This results in the Bidder's Estimated Yearly R&O Cost. The Bidder's sum of its four Estimated Yearly R&O Cost values results in the Financial Cost R&O for each Bidder. The points (Rate A Score) will be allocated to each Bidder as follows: The Bidder with the lowest Financial Cost R&O will be given a score of 30 points (Best R&O Price Proposal). Then for each compliant Bidder, that Bidder's Financial Cost R&O will be compared to the Best R&O Price Proposal by dividing the Best R&O Price Proposal by that Bidder's Financial Cost R&O multiplied by a weighting factor of 30%. This results in each Bidder's Financial Score R&O. (See the Table in Clause 5.3 of this Annex G - value D shows an example of how the Bidder's Financial Score R&O is determined. If there is a conflict between the wording of this Clause 3.4.1 with respect to calculating the Bidder's Financial Score R&O and the calculation of value D in Table 5 in Clause 5.3 of this Annex G, the methodology for the calculation in Table 5 for value D will govern.) The value of the Estimated Yearly LOE (12,500 hours/year) and the Financial Cost R&O are the estimated values of the level of effort for R&O and the cost of the R&O identified and used for evaluation purposes only by Canada. The maximum amount of points that can be obtained by a Bidder is 30.

The Bidder's proposed Firm Hourly Blended Direct Labour Rate (inclusive of profit) for R&O (Rate A) is determined as per Clause 4.2.6.1 in this [Annex G](#).

3.4.2 To determine the Bidder's points for Rate B (Financial Score Tasks): For each Bidder with a compliant proposal, the Bidder's Rate B point score (Financial Score Tasks) for Rate B of Table 5 of this [Annex G](#) is calculated as follows;

- a) for each Labour Category, the average of all 4 of the Rate B's for that Labour Category (the Task Firm Hourly Direct Labour Rate (inclusive of profit)) for all four Contract years (the 2 years in the Contract term and the 2 option years) will be determined. As a result, each Bidder will have 6 average Task Firm Hourly Direct Labour Rate's (Rate B's); one average Rate B for each of the 6 Labour Categories (Average Rate B (per Labour Category)). The Bidder must refer to Example table below where it demonstrates the calculation of the Average Rate B (per Labour Category) for Bidder A:

Example for determining a Bidder's Average Rate B (per Labour Category) and Total Average Rate B (all Labour Categories):

Bidder A	Labour Category	Proposed Rate B for Labour Category (Contract Year 1) (Bidder A)	Proposed Rate B for Labour Category (Contract Year 2) (Bidder A)	Proposed Rate B for Labour Category (Option Year 1) (Bidder A)	Proposed Rate B for Labour Category (Option Year 2) (Bidder A)	Average Rate B (per Labour Category) for Bidder A	Total Average Rate B (all Labour Categories) for Bidder A
	Senior Engineer	\$150	\$155	\$160	\$165	$(\$150 + \$155 + \$160 + \$165) / 4 = \$157.50$	
	Junior Engineer	\$100	\$105	\$110	\$120	$(\$100 + \$105 + \$110 + \$120) / 4 = \$108.75$	
	Senior Technician	\$140	\$145	\$150	\$155	$(\$140 + \$145 + \$150 + \$155) / 4 = \$147.50$	
	Junior Technician	\$100	\$105	\$108	\$120	$(\$100 + \$105 + \$108 + \$120) / 4 = \$108.25$	
	Technical Writer	\$90	\$95	\$100	\$105	$(\$90 + \$95 + \$100 + \$105) / 4 = \$97.50$	
	FSR	\$200	\$220	\$225	\$230	$(\$200 + \$220 + \$225 + \$230) / 4 = \$218.75$	

						(\\$157.50 + \\$108.75 + \\$147.50 + \\$108.25 + \\$97.50 + \$218.75) / 6 = \$139.71
--	--	--	--	--	--	---

- b) the six (6) Average Rate(s) (per Labour Category) for each Bidder is totaled and that total is averaged to calculate the Bidder's Total Average Rate B (all Labour Categories). The Bidder must refer to the Example table above where it demonstrates the calculation of the Total Average Rate B (all Labour Categories) for Bidder A;
- c) the bidder which has the lowest Total Average Rate B (all Labour Categories) (Lowest Cost Labour Category Bidder) will be given a mark of 5 points. Then all other compliant bidders' Total Average Rate B (all Labour Categories) will be compared to the Lowest Cost Labour Category Bidder's value for the Total Average Rate B (all Labour Categories) to convert each compliant bidder's Total Average Rate B (all Labour Categories) into a percentage (see formula in column D in the Table below); and
- d) For every other compliant Bidder, the points for that compliant Bidder's Financial Score Tasks will be determined by the following: multiplying the Lowest Cost Labour Category Bidder's mark of 5 points with the compliant Bidder's Total Average Rate B (all Labour Categories) in % (Column E value in Table below). This converts each compliant Bidder's Total Average Rate B (all Labour Categories) into a portion of the maximum 5 points awarded to the Lowest Cost Labour Category Bidder. The maximum amount of points that can be obtained by a Bidder for Financial Score Tasks is 5.

See example below:

Example for determining a Bidder's Financial Score Tasks:

(If there is a conflict between the wording of Clause 3.4.2 with respect to calculating the Financial Score Tasks for each Bidder and the Example below, the Example and the methodology for the calculation in the Example will govern.)

	C	D	E
	Financial Score Tasks calculation (max 5 points)		
Bidder	Total Average Rate B (all Labour Categories)	Total Average Rate B (all Labour Categories) in %	Financial Score Tasks for each Bidder (max 5 points)
A	\$150	$100/150 \times 100 = 67\%$	$67\% \text{ of } 5 = .67 \times 5 = 3.33$
B	\$100	$100/100 \times 100 = 100\%$	$100\% \text{ of } 5 = 5^*$ * Bidder B is the Lowest Cost Labour Category Bidder and is given 5 points
C	\$140	$100/140 \times 100 = 71\%$	$71\% \text{ of } 5 = .71 \times 5 = 3.57$

The Bidder's proposed Task Firm Hourly Direct Labour Rate (inclusive of profit) for each Labour Category (Rate B) is determined as per Clause 4.2.6.2 in this [Annex G](#).

- 3.4.3 To determine the Bidder's points for Rate C (Financial Score Material Mark-Up): For each Bidder with a compliant proposal, the Bidder's proposed Firm Furnished Material Mark-up Rate % (Rate C) for each of the 4 years in the Contract (the 2-year term of the Contract and the two option years) (provided by the Bidder in Table 5 of this [Annex G](#), Rate C) will be averaged. The average of the Bidder's Firm Furnished Material Mark-Up % Rate for all four of the years in the Contract (the 2 year term and the 2 option years) will

be multiplied by \$200,000/year (Cost Allocated) to determine such Bidder's Average Yearly Mark-up (for each year). The value of \$200,000 per year (Cost Allocated) and the value of \$800,000 for the four years (Cost Allocated X 4 years) is the estimated value of the material identified and used for evaluation purposes only by Canada. The product per Bidder of such Bidder's Average Yearly Mark-up multiplied by the Cost Allocated over the 4 years of the Contract (being \$800,000) results in the Financial Cost Material Mark-up for each Bidder.

The Bidder with the lowest Financial Cost Material Mark-up among all the compliant bidders will be given the score of 5 points (Lowest Financial Cost Material Mark-up). Then all other compliant bidders' Financial Cost Material Mark-up totals will be compared to that Lowest Financial Cost Material Mark-up and converted into a percentage (see formula in column F in the Table in Clause 5.3 below). The maximum score of 5 points will then be multiplied by that percentage to determine each Bidder's score out of 5 (the Financial Score Material Mark-Up) with the bidder having the maximum score of 5 being the bidder with the Lowest Financial Cost Material Mark-up. The maximum amount of points that can be obtained by a Bidder is 5. If there is a conflict between the wording of Clause 3.4.3 with respect to calculating the Financial Score Material Mark-up for each Bidder and the Example in column F in the Table in Clause 5.3 below, the Example and the methodology for the calculation in the Example will govern.

The Bidder's proposed Firm Furnished Material Mark-up Rate % (Rate C) is determined as per Clause 4.2.6.3 in this [Annex G](#).

3.5 Joint Venture Scoring

- 3.5.1 As per Section 3.1.4 of the bid solicitation, joint venture bidders will receive 75% of their total score for Table 3 – Point Rated Criteria and 75% of their total score for Table 4 – Point Rated Delivery in Appendix 1 of this Annex.

4.0 PREPARATION INSTRUCTIONS

4.1 Introduction

[Annex G Appendix 1. Microsoft Excel® workbook](#) has been prepared in order for the Bidder to provide a response for the worksheet tabs identified as Table 1 to Table 5 in the Appendix 1 to this [Annex G](#). These tabs contain cells that are shaded in **blue** which are the only editable cells within the worksheet. Except with respect to the column in each Table requiring the Bidder to provide justification and information relating to the criteria noted, all other cells within [Annex G](#) Appendix 1 Microsoft Excel® workbook are locked for read only access or are intended for use by Canada alone as per this [Annex G](#). The Bidder must provide a response(s) in the worksheet tabs in each Table in Appendix 1 and must provide the justification and information required in the last column of each Table in the Bidder's proposal.

- 4.2 Guidelines for Completing Microsoft Excel® Workbook in Appendix 1 follow:

4.2.1 **Summary Table** (No input required from the Bidder other than the name of the Bidder)

- 4.2.1.1 **Questions on Summary Table requiring Yes or No answers in Column B:** These two questions are for use by Canada only.
- 4.2.1.2 **Line 1 - Point Rated Criteria - Technical:** Points allocated to the Bidder by Canada equals the SUM of P1 and P2 from Table 3 Point Rated Criteria – Technical in this [Annex G](#). The maximum amount of points that can be obtained by a Bidder is 40. Line 1 in the Summary Table is for use by Canada only. As per Section 3.1.4 of the bid solicitation, joint venture bids will receive 75% of their total score for Table 3 – Point Rated Criteria – Technical.
- 4.2.1.3 **Line 2 - Point Rated Delivery – Technical:** The maximum amount of points that can be obtained by a Bidder is 20. The evaluation methodology for Turn-Around-Time (TAT) Points allocated to the Bidder will be using the comparison method as noted in Clause 3.3.5 of this [Annex G](#). Line 2 in the Summary Table is for use by Canada only. As per Section 3.1.4 of the bid solicitation, joint venture bids will receive 75% of their total score for Table 4 – Point Rated Criteria – Technical.
- 4.2.1.4 **Line 3 - Financial Score R&O (4 yrs):** The points (Rate A Score) for the Financial Score R&O will be allocated to each Bidder by Canada in accordance with Clauses 3.4.1 and 3.5.1 of this [Annex G](#). The maximum amount of points that can be obtained by a Bidder is 30. Line 3 in the Summary Table is for use by Canada only.
- 4.2.1.5 **Line 4 – Financial Score Tasks (4 yrs):** The points (Rate B Score) for the Financial Score Tasks will be allocated to each Bidder in accordance with Clauses 3.4.2 and 3.5.1 of this [Annex G](#). The maximum amount of points that can be obtained by a Bidder is 5. Line 4 in the Summary Table is for use by Canada only.
- 4.2.1.6 **Line 5 - Financial Score Material Mark-up (4 yrs):** The points (Rate C Score) for the Financial Score Material Mark-up will be allocated to each Bidder in accordance with Clauses 3.4.3 and 3.5.1 of this [Annex G](#). The maximum amount of points that can be obtained by a Bidder is 5. Line 5 in the Summary Table is for use by Canada only.
- 4.2.2 **Table 1 – Mandatory Criteria - Technical:** The Bidder must respond to each mandatory criteria in Table 1 of the Appendix 1 to this [Annex G](#) by clicking on the COMPLIANT or NON-COMPLIANT radio buttons in Table 1 and must provide justification for any mandatory criteria for which the Bidder has clicked COMPLIANT and must provide the location of the justification for that requirement in its proposal.
- 4.2.3 **Table 2 – IN/OUT Source - Technical:** The Bidder must respond by clicking on one of the check boxes for each line item in Table 2 of the Appendix 1 to this [Annex G](#) with respect to whether the R&O of such line item will be done In-house (at the Bidder's facilities excluding subcontractor and Affiliate facilities) or the R&O will be out-sourced (to a third party, a subcontractor or an Affiliate) and must provide the subcontractor's or Affiliate's name performing the R&O for the line item, the justification/certification with respect to the Bidder's, its subcontractor's or its Affiliate's authority from the OEM to perform the R&O pursuant to Section 6.4 Subcontractors and Section 5.5 Original Equipment Manufacturer (OEM) certification of the bid solicitation. The Bidder must also provide the location of the justification/certification in its proposal and must note that Annex L has been completed and is provided as part of its proposal.

- 4.2.4 **Table 3 – Point Rated Criteria – Technical:** The Bidder must respond by providing data in Table 2 – IN/OUT Source by clicking on the applicable radio buttons for Point Rated Criteria P1 and must provide the Supporting Information/Justification required. The Point Rated P2 criteria will be calculated in accordance with the data provided by the Bidder in Table 2 – IN/OUT Source – Technical as per Clause 4.2.3 of this [Annex G](#). The Bidder must also provide the Supporting Information/Justification for P2 as required in Table 3 – Point Rated Criteria – Technical.
- 4.2.5 **Table 4 – Point Rated Delivery – Technical:** The Bidder must enter a proposed Turn-Around-Time (TAT) in Calendar days for all line items identified in Table 4 –Point Rated Delivery – Technical. **All proposed Turn-Around-Time (TATs) in Table 4 of this Annex G will become contractual and will be exported into Table 1 in the Annex C Basis of Payment in Part 7 of the bid solicitation – Resulting Contract Clauses** once a Bidder has been awarded a Contract.
- 4.2.6 **Table 5– Rates (R&O, Labour & Material Mark-up – Financial) for R&O, Tasks and Material Mark-up:**
- The Bidder must provide the following information for Table 5 Rates (R&O, Labour & Material Mark-up – Financial): RATES A, B and C as defined below:
- 4.2.6.1 **RATE A:** for the R&O Work, the Bidder must enter a firm hourly blended rate, inclusive of profit, for each of the two (2) years in the term of the Contract and for both option years in accordance with the definition of Firm Hourly Blended Direct Labour Rate in this Clause. The firm hourly blended rate (Firm Hourly Blended Direct Labour Rate) (Rate A) means the hourly rate for R&O Work that the Bidder will charge Canada per hour of R&O Work (FCA Free Carrier at the Designated Single Point Delivery (DSPD) Incoterms 2000) and consists of the sum of the following:
- i. Bidder's blended hourly labour rate for employees providing R&O Work;
 - ii. G & A (General and Administrative expenses) allocated to R&O Work;
 - iii. profit;
 - iv. all mark-ups (other than the Bidder's Firm Furnished Material Mark-Up % Rate (Rate C)); and
 - v. Bidder's Affiliate's and subcontractors' blended hourly labour rate per hour for R&O Work plus its Affiliate's and subcontractors' G& A, profit and mark-ups (excluding material mark-ups) allocated to the R&O Work;
- all properly allocated and reasonably incurred by Bidder and its Affiliate(s) and subcontractors in performing the R&O Work.

4.2.6.2 **RATE B:** for the Tasks or Additional Work Requests (AWRs), for each of the six (6) Labour Categories in Table 5 of Appendix 1 to this [Annex G](#), the Bidder must enter a firm hourly rate, inclusive of profit, for each of the two (2) years in the term of the Contract and for both option years in accordance with the definition of Task Firm Hourly Direct Labour Rate in this Clause. Under **LABOUR CATEGORY** the Bidder must provide the resource matching the hourly rates.

The Task Firm Hourly Direct Labour Rate (Rate B) for each Labour Category means the hourly rate for Task Work to be performed by the Bidder's employees (or subcontractor's or Affiliate's employees) in that Labour Category that the Bidder will charge Canada per hour of Task work (FCA Free Carrier at the Designated Single Point Delivery (DSPD) Incoterms 2000) and consists of the sum of the following (in each Labour Category):

- i. Bidder's blended hourly labour rate for employees providing Task Work in that Labour Category;
- ii. G & A (General and Administrative expenses) allocated to Tasks;
- iii. profit;
- iv. all mark-ups (other than the Bidder's Firm Furnished Material Mark-Up % Rate (Rate C)); and
- v. Bidder's Affiliate's and subcontractors' blended hourly labour rates per hour of Task Work of that Labour Category plus Affiliate's and subcontractors' G & A, profit and mark-ups (excluding material mark-ups) allocated to Tasks;

all properly allocated and reasonably incurred by Bidder and its Affiliate(s) and subcontractors in performing any work in accordance with the Task Authorizations.

4.2.6.3 **RATE C:** for the Firm Furnished Material Mark-up Rate (%), the Bidder must enter a **percentage**, for each of the two (2) years in the term of the Contract and for both option years in accordance with the definitions of Firm Furnished Material Mark-up Rate (%) and Contractor Laid Down Cost of Furnished Material in this Clause. This Rate C will be used each year of the Contract, by the Contractor as the Mark-up Rate (%) to be applied by the Contractor against the actual cost of any material or equipment purchased by the Contractor (and/or its Affiliate and/or subcontractor as applicable) (Contractor Laid Down Cost of Furnished Material as defined below) in order to perform R&O Work and/or any Task Authorizations. This Firm Furnished Material Mark-up Rate (%) must only be applied by the Contractor once against the cost of Contractor Laid Down Cost of Furnished Material whether purchased by Contractor, an Affiliate or its subcontractor(s). The Contractor must not apply this Rate C against the cost of any material provided to the Contractor by an Affiliate or a subcontractor that already has a mark-up applied against it.

The Contractor Laid Down Cost of Furnished Material is the actual cost incurred by the Contractor (or its subcontractor or its Affiliate) to purchase Contractor Furnished Material required for the R&O Work or the Task or Additional Work under the Task Authorization. This is the cost as per the Contractor's (or its subsidiary's or its Affiliate's) invoice price for the Contractor Furnished Material purchased less trade discount plus any applicable charges for transportation, exchange, customs duties, brokerage duties and applicable taxes. Contractor Furnished Material acquired by the Contractor or its subsidiary or its Affiliates is small parts that do not qualify under Contract Issue Spares (CIS), Accountable Advance Spares (AAS) and Government Furnished Overhaul Spares (GFOS). Contractor Furnished Material normally includes material such as nuts, bolts, capacitors, resistors etc, which are commercially available and normally carried in stock by the Contractor, its Affiliate(s) and/or subcontractor(s) and includes but is not limited to the Original Equipment Manufacturer (OEM) parts or acceptable substitutes and packaging material.

4.2.6.4 **All Rates (Rate A, Rate B and Rate C) will become contractual and will be exported into the Annex C – Basis of Payment in Part 7 of the bid solicitation – Resulting Contract Clauses and will form part of the Contract of the successful Bidder.**

5.0 **BIDDER/CONTRACTOR RATED SELECTION METHOD**

- 5.1 The proposals meeting all the mandatory technical criteria and mandatory financial criteria in accordance with the Single Phase Bid Compliance Process in Section 4.1.1 of Part 4 of the bid solicitation, will be subject to point rating of the Point Rated Criteria in this [Annex G - Evaluation Plan](#), Appendix 1 – Microsoft Excel workbook Table 3 – Point Rated Criteria – Technical and Table 4 – Point Rated Delivery -Technical.
- 5.2 The scoring of the point-rated technical merits for each compliant Bidder in Tables 3 and 4 of Appendix 1 to this [Annex G](#) will be derived as outlined in Clause 3.3. of this [Annex G](#). The scoring of price (cost) for the Financial Score R&O, the Financial Score Tasks and the Financial Score Material Mark-up will be derived as outlined in Sections 3.4 and 3.5 of this [Annex G](#).
- 5.3 The total combined score (Overall Score) for each compliant Bidder is the sum of the Total Technical Score of that Bidder and the Total Financial Score of that Bidder and is determined using a ratio of 60% Total Technical Score and 40% Total Financial Score.
- 5.4 The Total Technical Score for each compliant Bidder is the sum of such Bidder's Technical Score (from Table 3 - Point Rated Criteria – Technical) and its Delivery Score (the Turn Around Time Points determined in accordance with Clause 3.3.5 of this [Annex G](#) from Table 4 Point Rated Delivery – Technical of this [Annex G](#)).
- 5.5 The Total Financial Score for each compliant Bidder is the sum of such Bidder's Financial Score R&O (determined in accordance with Clause 3.4.1 of this [Annex G](#)), its Financial Score Tasks (determined in accordance with Clause 3.4.2 of this [Annex G](#)) and its Financial Score Material Mark-up (determined in accordance with Clause 3.4.3 of this [Annex G](#).)

- 5.6 As per Section 3.1.4 of the bid solicitation, joint venture bids will receive 75% of their total Technical scores for Table 3 – Point Rated Criteria – Technical and for Table 4 – Point Rated Delivery - Technical in Appendix 1 of [Annex G – Evaluation Plan](#).
- 5.7 The following Example Table illustrates how the Overall Score for each compliant Bidder will be determined and how the compliant bidders will be considered for Contract award:
- (If there is a conflict between the wording of this [Annex G](#) with respect to calculating the Overall Score (or any part thereof) for each Bidder and the Example Table below, the Example Table and the methodology for the calculations in the Example Table will govern.)**

Example Table:

	A	B	C	D	E	F	G	Overall Score (Max 100 points)
		Total Technical Score (Technical Score plus Delivery Score) (Max 60 points)						
Bidder	Technical Score (A): Point Rated Criteria - Technical (max 40 points)	Delivery Score (B): Point Rated Delivery - Technical (max 20 points)	Financial Cost R&O (C): (calculated as per Clause 3.4.1 of this <i>Annex G</i>)	Financial Score R&O (D): (max 30 points)	Financial Score Tasks (E): (calculated as per Clause 3.4.2 of this <i>Annex G</i>) (max 5 points)	Financial Cost Material Mark-up (F): (calculated as per Clause 3.4.3 of this <i>Annex G</i>)	Financial Score Material Mark-up (G): (max 5 points)	A+B+D+E+G
*A	40	18.33	\$31,000,000.00	$\frac{\$31,000,000.00}{\$31,000,000.00 \times 100 \times 30} = 30$	1	\$77,000.00	$\frac{\$55,000.00}{\$77,000.00 \times 100 \times 5} = 3.57$	$40 + 18.33 + 30 + 1 + 3.57 = \mathbf{92.90}$
**B	35.5	16.18	\$37,000,000.00	$\frac{\$31,000,000.00}{\$37,000,000.00 \times 100 \times 30} = 25.14$	5	\$55,000.00	$\frac{\$55,000.00}{\$55,000.00 \times 100 \times 5} = 5$	$35.5 + 16.18 + 25.14 + 5 + 5 = \mathbf{86.82}$
***C	38	20	\$34,000,000.00	$\frac{\$31,000,000.00}{\$34,000,000.00 \times 100 \times 30} = 27.35$	4	\$65,000.00	$\frac{\$55,000.00}{\$65,000.00 \times 100 \times 5} = 4.23$	$38 + 20 + 27.35 + 4 + 4.23 = \mathbf{93.58}$
****JV	30	13.33	\$31,000,000.00	$\frac{\$31,000,000.00}{\$31,000,000.00 \times 100 \times 30} = 30$	1	\$77,000.00	$\frac{\$55,000.00}{\$77,000.00 \times 100 \times 5} = 3.57$	$30 + 13.33 + 30 + 1 + 3.57 = \mathbf{77.90}$

- * Lowest priced compliant proposal (Bidder A) for Financial Cost R&O.
- ** Lowest priced compliant proposal (Bidder B) for Financial Cost Material Mark-up
- ** Best compliant score proposal (Bidder B) for Financial Score Tasks
- *** Bidder C would be considered for Contract award with an Overall Score of 93.58 points.
- **** JV bidder's scores in column A & B represent 75% of their original scores; the scores in columns D, E and G represent 100% of their original scores.

6.0 CONSIDERATION OF PROPOSAL FOR CONTRACT AWARD

- 6.1 Subject to the terms of the bid solicitation, including the [2003](#), ([2019-03-04](#)) Standard Instructions - Goods or Services - Competitive Requirements and Section 4.2.4 of the bid solicitation:
- a) the proposal that obtains the highest Overall Score will be considered for Contract award;
 - b) where two or more proposals achieve the identical Overall Score, the Bidder who achieves the highest Total Financial Score (out of a maximum of 40 points) among such proposals will be considered for Contract award;
 - c) in the event there are two or more proposals that achieve the identical Overall Score AND the identical Total Financial Score, the Bidder who achieves the highest Delivery Score will be considered for Contract award; and
 - d) in the event there are two or more proposals that achieve the identical Overall Score, the identical Total Financial Score, AND the identical Delivery Score, the Bidder who achieves the highest Total Technical Score (out of a maximum of 60 points) will be considered for Contract award.