



**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**  
Electrical & Electronics Products Division  
L'Esplanade Laurier  
East Tower, 4th floor,  
Ottawa  
Ontario  
K1A 0S5

<b>Title - Sujet</b> Calibration Services FY 19-20	
<b>Solicitation No. - N° de l'invitation</b> W8486-184754/C	<b>Amendment No. - N° modif.</b> 001
<b>Client Reference No. - N° de référence du client</b> 6000421198	<b>Date</b> 2020-01-06
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$\$HN-334-78175	
<b>File No. - N° de dossier</b> hn334.W8486-184754	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2020-02-04</b>	
<b>Time Zone</b> Fuseau horaire Eastern Standard Time EST	
<b>F.O.B. - F.A.B.</b> <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> McLaughlin, Michael	<b>Buyer Id - Id de l'acheteur</b> hn334
<b>Telephone No. - N° de téléphone</b> (873) 353-7592 ( )	<b>FAX No. - N° de FAX</b> ( ) -
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>	

**Instructions: See Herein**

**Instructions: Voir aux présentes**

<b>Delivery Required - Livraison exigée</b>	<b>Delivery Offered - Livraison proposée</b>
<b>Vendor/Firm Name and Address</b> Raison sociale et adresse du fournisseur/de l'entrepreneur	
<b>Telephone No. - N° de téléphone</b> <b>Facsimile No. - N° de télécopieur</b>	
<b>Name and title of person authorized to sign on behalf of Vendor/Firm</b> <b>(type or print)</b> <b>Nom et titre de la personne autorisée à signer au nom du fournisseur/</b> <b>de l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b>	
<b>Signature</b>	<b>Date</b>

Solicitation No. - N° de l'invitation  
W8486-184754/C  
Client Ref. No. - N° de réf. du client  
W8486-184754

Amd. No. - N° de la modif.  
001  
File No. - N° du dossier  
hn334.W8486-184754

Buyer ID - Id de l'acheteur  
hn334  
CCC No. /N° CCC - FMS No. /N° VME

---

**AMENDMENT #001**

This amendment solicitation is raised to:

- A) Make revision(s) and/or clarification(s) or provide additional information to the RFP document; and
- B) Answer questions from the industry.

\*\*\*\*\*

**A) Make the following revision(s) to the RFP document:**

1- In the header of the RFP document:

**DELETE:**

Solicitation No.  
W8486-184754 – DRAFT

**INSERT:**

Solicitation No.  
W8486-184754/C

2- In PART 3 - BID PREPARATION INSTRUCTIONS

3.1 Bid Preparation Instructions

**DELETE:**

With respect to the Technical and financial bid packages, if there is a discrepancy between the wording of the soft copy on electronic media and the hard copy, the wording of the hard copy will have priority over the wording of the hard copy.

**INSERT:**

With respect to the Technical and financial bid packages, if there is a discrepancy between the wording of the soft copy on electronic media and the hard copy, the wording of the hard copy will have priority over the wording of the soft copy.

3- In Annex G to W8486-184754 – Technical Evaluation Plan

3.4 Integrated Logistics Support Plan Evaluation  
R14-2 TMDE Transportation

**DELETE:**

In response to Criterion R5.

**INSERT:**

In response to Criterion R6.

\*\*\*\*\*

**B) To answer questions 1 to 7 from the industry.**

**QUESTION 1:**

In DND Document #: RDIMS#5225183, there is a statement in section 2.1.1, No. M2 stating that a part of the mandatory technical criteria is the following:

Solicitation No. - N° de l'invitation  
W8486-184754/C  
Client Ref. No. - N° de réf. du client  
W8486-184754

Amd. No. - N° de la modif.  
001  
File No. - N° du dossier  
hn334.W8486-184754

Buyer ID - Id de l'acheteur  
hn334  
CCC No. /N° CCC - FMS No. /N° VME

- 
- a) The Bidder must have been awarded a minimum of three (3) multi-year technical services contracts in support of existing equipment of at least \$5 million total cumulative contract value for each cited contract.

OR

- b) The Bidder must have been awarded a minimum of two (2) multi-year technical services contracts in support of existing equipment of at least \$10 million total cumulative contract value for each cited contract.

How important this criteria is? We do not have any evidence of the above, however we have our Control Goods certification, ISO 9001:2015 and ISO 17025:2017 certifications. We provide quick turnaround on all calibrations (1-2 days) and we certainly can be an asset to DND for their calibration needs.

**ANSWER 1:**

Mandatory Technical Criteria have been established to identify the minimum requirements that are essential to the successful completion of the work. There will be no change to Criterion M2.

**QUESTION 2:**

One of the areas of concern has to do with a transition date and expectations.

- What is the transition plan/roll out should a new vendor win the contract with respect to the incumbent
- How does the Crown foresee the handoff occurring and what provisions (such as timeframes and deliverables, assumptions, exclusions) have been put in place to assure a well-organized (risk-free) changeover

If these are found within the documentation please guide us to which section...if not may you please ask and come back to us with the roll out plan should there be a "new" company awarded the contract.

**ANSWER 2:**

Transition will depend upon the Bidder's proposed approach for delivering services. Bidders must provide a Resource, Facility and Service Activation Plan with their bid as part of their response to DID/CDRL 100.001 Program Management Plan including a detailed schedule for the Transition In period and a Transition In Risk Assessment. Assumptions and requirements for the Transition In period are specified in the SOW section 6.1 Transition-In. Bidders should read through all RFP documentation to determine additional assumptions and constraints applicable to their proposed solution.

**QUESTION 3:**

In Annex L - Financial Evaluation Grid - Item 1 - Calibration/Description identifies that "\$ Sum of all MIL items multiplied to estimated quantities" will be used to determine the Evaluated Price for Years 1 thru 5 for this Line Item. Will Canada please provide the "estimated quantities" applicable to all MIL items so that Bidders can determine their Evaluated Price?

**ANSWER 3:**

As per SOW 6.1.10, MIL items issued within the RFP will be used for the basis of evaluation only. The MIL items appearing in the electronic attachment titled 'w8486-184754-mil\_list\_for\_financial\_evaluation\_and\_pricing\_-\_bilingual.xlsx' are reflective of the quantities that will be used to calculate the Evaluated Price for Years 1 thru 5 for the particular MIL items. For example: 1 PHASE WATTMETER MODULE is listed 20 times. The Estimated quantity to be used for financial evaluation purposes will be 20.

Solicitation No. - N° de l'invitation  
W8486-184754/C  
Client Ref. No. - N° de réf. du client  
W8486-184754

Amd. No. - N° de la modif.  
001  
File No. - N° du dossier  
hn334.W8486-184754

Buyer ID - Id de l'acheteur  
hn334  
CCC No. /N° CCC - FMS No. /N° VME

---

**QUESTION 4:**

In Para 5.1.2.1 Canadian Content Certification requires Bidders to certify that “the services offered are Canadian Services as defined in paragraph 4 of clause A3050T” – essentially requiring 80% of the services to be performed by individuals based in Canada.

- a) In which portion of the Technical Bid does the Bidder need to explain how the 80% level will be attained?
- b) What deliverable is Canada requesting on an annual basis following Contract Award to validate the 80% level is maintained?

**ANSWER 4:**

a) Bidders must respond “Compliant” in the SOW Compliance Matrix for SOW paragraphs 2.8.1 and 2.8.2 in response to Criterion M6. Bidders should describe their service delivery approach in their Program Management Plan, Contractor Annual Operating Plan, Integrated Logistics Support Plan, Information Management Plan and Quality Assurance Plan submissions.

b) As per 2.8 of the Statement of Work, all work to be performed outside of Canada will require written approval from the Procurement Authority. This approval process will ensure the 80% level is maintained.

**QUESTION 5:**

Does Canada require the Bidder to provide supporting analysis in their Proposal to validate the Bidder’s Average TAT Commitment or is Canada simply looking for an unsubstantiated Bidder Commitment?

**ANSWER 5:**

Bidders should provide supporting analysis in their Proposal to validate the Bidder’s Average TAT Commitment in their responses to R14 ILS Plan Completeness. Specifically as stated in the evaluation guidelines for R14-2, the ILS Plan should include a description of how the approach to TMDE transportation will support the faster of the Average Turnaround Time for Calibrations specified in the RFP or the Average Turnaround Time for Calibrations commitment made by the Bidder in their proposal in response to Criterion R6. Bidders will also be assessed on their proposed service delivery approach in their response to DID/CDRL 100.001 Program Management Plan. Bidders should address potential risks from a shorter Average TAT Commitment in their response to R12-5, Risk management monitoring and control.

**QUESTION 6:**

- a) Can Canada please confirm our understanding that the Basis of Payment for Calibrations over the 10 year period will be made in accordance Para 3.1.1 of Annex B, regardless of whether the calibration is completed internally by the Bidder or Subcontracted,
- b) And that Table 2 of the Basis of Payment is not applicable to Subcontracted Calibrations of these ‘MIL LIST’ items (w8486-184754-mil\_list\_for\_financial\_evaluation\_and\_pricing\_-\_bilingual)?

**ANSWER 6:**

- a) Yes that is correct.
- b) Yes that is correct. In Table 2, the bidder is to provide its % mark-up on sub-contracted services work for 1) Repairs 2) Specialty tool development 3) test equipment and 4) Training.

**QUESTION 7:**

Can Canada please confirm that the “Appendix 1” mentioned in this paragraph is indeed w8485-184754-mil\_list\_for\_financial\_evaluation\_and\_pricing\_-\_bilingual - Excel file provided with the RFP?

Solicitation No. - N° de l'invitation  
W8486-184754/C  
Client Ref. No. - N° de réf. du client  
W8486-184754

Amd. No. - N° de la modif.  
001  
File No. - N° du dossier  
hn334.W8486-184754

Buyer ID - Id de l'acheteur  
hn334  
CCC No. /N° CCC - FMS No. /N° VME

---

**ANSWER 7:**

Yes that is correct. As per section 3.1.1 of Annex B Basis of Payment; Appendix 1 "master Item List (MIL) refers to: W8486-184754-mil\_list\_for\_financial\_evaluation\_and\_pricing\_-\_bilingual

**ALL OTHER TERMS AND CONDITIONS OF THE BID SOLICITATION REMAIN UNCHANGED**