

Questions and Answers #2

Q1:

We are struggling in understanding the rationale behind some mandatory criteria for conforming products.

Specifically, with reference to answer A1 in the Q&A posted today for the above-noted solicitation, we would like to further inquire as to the reasoning for a specific minimum of five colour options for the mesh back for this project? The quantity appears arbitrary and/or subjective in nature. A subjective and still low quantity of five colour options does not guarantee a colour that will meet Canada's aspirations for this project. As an alternative, specifying select colours would. The latter would be reasonable and purposeful criteria.

However, requiring a specific minimum of colours without any further criteria could accomplish nothing. A bidder's offering could be five shades of green. The only thing that a specific number accomplishes is that it raises the technical bar as to which bidder may qualify to submit a bid for this project. Why would Canada wish to minimize the number of bidders for a project while being no closer to ensuring a desirable colour will be offered to satisfy its needs? The more bidders, the better value Canada will likely be able to secure.

We would ask that you reconsider the option of selecting from four options for the colour of the mesh for the backrest, all other criteria being fully satisfied?

A1:

We understand your concerns with our mandatory recommendations. The reason we specified that we need a minimum of 5 colors comes from our design concept and new internal standards. We have decided to accept your offer of only 4 finishes as long as you can guarantee having a white and a black finish within your color choices for the mesh back. We wish to make sure all new side chairs for our office and collaborative spaces follow certain guidelines when it comes to colour for strategic purposes linked to our new standards.

R1 :

Nous comprenons vos préoccupations concernant nos critères obligatoires. La raison pour laquelle nous avons spécifié que nous avons besoin d'un minimum de 5 couleurs vient de notre concept et de nos nouvelles normes internes. Nous avons décidé d'accepter votre offre de seulement 4 finis tant que vous pouvez garantir d'avoir un fini blanc et noir dans vos choix de couleurs pour le dossier en maille. Nous souhaitons nous assurer que toutes les nouvelles chaises de visiteurs pour nos bureaux et espaces collaboratifs suivent certaines directives en matière de couleur à des fins stratégiques liées à nos nouvelles normes.