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K1A 0S5

Bid Fax: (819) 997-9776

**Revision to a Request for Supply  
Arrangement - Révision à une demande  
pour un arrangement en matière  
d'approvisionnement**

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**

Marine Machinery and Services / Machineries et  
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11 Laurier St. / 11, rue Laurier

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Gatineau

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K1A 0S5

|  |   |
|--|---|
| <b>Title - Sujet</b><br>TIES CCG Supply Arrangement  |   |
| <b>Solicitation No. - N° de l'invitation</b><br>F7012-190001/A   | <b>Date</b><br>2020-02-03   |
| <b>Client Reference No. - N° de référence du client</b><br>F7012-190001  | <b>Amendment No. - N° modif.</b><br>004                             |
| <b>File No. - N° de dossier</b><br>029ml.F7012-190001  | <b>CCC No./N° CCC - FMS No./N° VME</b>                              |
| <b>GETS Reference No. - N° de référence de SEAG</b><br>PW-\$\$ML-029-27552   |   |
| <b>Date of Original Request for Supply Arrangement</b> 2019-12-23<br><b>Date de demande pour un arrangement en matière d'app. originale</b>  |   |
| <b>Solicitation Closes - L'invitation prend fin<br/>at - à 02:00 PM<br/>on - le 2020-02-20</b>   | <b>Time Zone<br/>Fuseau horaire</b><br>Eastern Standard Time<br>EST |
| <b>Address Enquiries to: - Adresser toutes questions à:</b><br>Guay, Yvan  | <b>Buyer Id - Id de l'acheteur</b><br>029ml                         |
| <b>Telephone No. - N° de téléphone</b><br>(819) 420-2907 ( )   | <b>FAX No. - N° de FAX</b><br>(819) 956-0897                        |
| <b>Delivery Required - Livraison exigée</b>  |   |
| <b>Destination - of Goods, Services, and Construction:</b><br><b>Destination - des biens, services et construction:</b>  |   |
| <b>Security - Sécurité</b><br>This revision does not change the security requirements of the solicitation.<br>Cette révision ne change pas les besoins en matière de sécurité de l'invitation. |   |

**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><br><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)<br>Nom et titre de la personne autorisée à signer au nom du proposant.<br>(taper ou écrire en caractères d'imprimerie) |                          |                          |
| <b>For the Minister - Pour le Ministre</b>   |                          |                          |

This Amendment 004 to the Request for Supply Arrangement (RFSA) is issued to provide the Questions and Answers Set 4 and clarify the last date to submit enquiries.

#### Questions and Answers Set 4

**At Solicitation page 7 of 33, Section 2.5, Enquiries - Request for Supply Arrangements:**

**Delete:** no later than seven (7) calendar days before the Request for Supply Arrangement closing date

**Insert:** no later than fourteen (14) calendar days before the Request for Supply Arrangement closing date

**Question 29:**

Annex A, 4.4.5 Intermediate Technical Specialist. The requirement states that all of the education and certification requirements of the Senior Technical Specialist apply. Annex A, 4.4.2 Senior Technical Specialist requires a certification of First-Class Marine Engineer, Motor Ship and Steamship. This is not practical given the years of experience required to gain a First Class certificate and the years experience expected for an "Intermediate" Technical Specialist. At this level, a certification as a Second-Class Marine Engineer would be more appropriate. Can Canada confirm that the certification requirement for the Intermediate Technical Specialist is a Second-Class Marine Engineer, Motor Ship or Steamship.

**Answer 29:**

See Answers 27 & 28. No. For the Intermediate Technical Specialist in Areas of Expertise 2 to 4, the First Class Marine Engineer certificate is required, if the Intermediate Technical Specialist is offered.

**Question 30:**

Annex A, 4.4. Candidate Mandatory Requirements. The intent of the criteria for the technical occupations is unclear and seems unnecessarily limiting. The requirements for Senior Engineer and Intermediate Engineer require education, certification and experience expected of a Marine Engineer. There is no requirement for a First or Second Class ticket under Transport Canada. This makes sense, as it recognizes that there is a vast capability ashore that are experienced in Marine engineering and are required to support the CCG fleet. The two Technical Specialist occupational categories were interpreted as specifically targeting technical resources certified to Transport Canada Class levels. It is unclear why the Senior Technologist and Intermediate Technologist require a class certification. Like Engineers, there is a large body of technologist who provide support to the marine industry who don't carry Class tickets. Requiring technologists to have a class ticket greatly limits the pool of technical resources that CCG will have access to under TIES. It is recommended that since the Technical Specialist categories provide access to staff with Class certificate experience, the requirement for the Senior and Intermediate Technologist criteria to have a class ticket be removed.

**Answer 30:**

See Answers 27 & 28 for the Technologists. No. For the Senior and Intermediate Technologists in the Areas of Expertise 2 to 4, the second class is required if the Technologists are offered.

**Question 31:**

Annex B - Basis of Payment. The Basis of Payment does not include Occupational Categories for Junior Engineers and Junior Technologists. In many TIES tasks, there is a role for junior staff. Not only does it reduce the cost for CCG, it allows for the development of personnel in the Marine Sector. This is a goal of the government as stated by Minister Garneau in a recent announcement of funding for X to increase access to marine training courses for indigenous communities. As currently worded, graduates from this program are restricted from working on the TIES contract for Canada's largest fleet. The TIES contract should support building a well-trained labour force by allowing access to new graduates to this valuable experience. Will Canada consider including occupational categories for Junior Engineers and Junior Technologists.

**Answer 31:**

No. Canada will not add occupational categories for Junior Engineers and Junior Technologists.

**Question 32:**

Annex F – Financial Evaluation Plan

The RFP requires the submission of Maximum Per Diem Rates. It is unlikely these will be the rates that work is performed at, since all tasks will be competitively competed. Therefore it is unclear why Canada is evaluating them and most concerning, using this evaluation to eliminate Bidders.

Bidders who have a single occupational category rate 10% greater than the average will be eliminated. There will be a wide range of companies bidding on TIES with varying levels of expertise. Mature engineering companies with a wider scope of capabilities and improved Technical Assurance processes will have a higher overhead than small companies. This criteria is likely to preclude mature marine engineering companies from qualifying, reducing the expertise available to CCG.

More concerning is that the cost of living and salaries for technical staff differ from region to region, and is greater than 10% between some areas. This current criteria is discriminatory against regions with a higher cost of living and would be subject to challenge.

Finally, the RFSA allows for additional companies to qualify in follow-on years. It is unclear how this evaluation could be applied fairly. Will average rates be calculated solely between new applicants or combined with rates for Year 2 of existing qualified TIES Contractors? If the former, you can have new applicants qualifying with lower rates than the current average rates set for year 2 of existing TIES Contractors. If these rates are lower than rates that disqualified original bidders, you would be open to a challenge. Conversely, if you combine rates between new applicants and existing TIES Contractors, what happens if the new applicants lower Year 2 rates and an existing TIES Contractor is now 10% over. Are they disqualified and taken off the TIES contract?

Given that the current evaluation criteria could eliminate companies based on their maturity or region of Canada, it is requested that Canada remove the mandatory evaluation of the Maximum Per Diem.

**Answer 32:**

Answer 32 is in preparation.

**Question 33:**

4.4.2. Senior Technical Specialist

Education - College Diploma in technology, engineering or science within the Area of Expertise and/or Field of Specialty; or - University (Undergraduate Degree) in engineering or science within the Area of Expertise and/or Field of Specialty; or - University (Post-Graduate Degree) in engineering or science within the Area of Expertise and/or Field of Specialty.

Certification - Accreditation to a chartered provincial association related to the Area of Expertise and/or Field of Specialty, where applicable.

In the (2.) Marine Mechanical Engineering, (3.) Marine Electrical Control and Power Systems, and (4.) Hovercraft Systems areas of expertise, certified as a "First-class Marine Engineer, Motor Ship and Steamship" by Transport Canada or by any other international organization recognized by Transport Canada.

Experience - If College Diploma, minimum of twelve (12) years of experience in technology, engineering or science within the Area of Expertise and/or Field of Specialty; or  
If Undergraduate Degree, minimum of ten (10) years of experience in engineering or science within the Area of Expertise and/or Field of Specialty; or - If Post-Graduate Degree, minimum of eight (8) years of experience in engineering or science within the Area of Expertise and/or Field of Specialty.

Question:

- a) Please confirm if a holder of a First Class Certificate of Competency as a Marine engineer also needs to have a College Diploma from a suitable educational institution.
- b) Please confirm that a candidate must have a "First-class Marine Engineer, Motor Ship and Steamship" certification. There are not many combined certificates left in the marketplace and Coast Guard no longer has any steam ships. Will a First Class certificate for a Motor Ship only be acceptable?

**Answer 33:**

- a) Yes. College Diploma and First Class Certificate as Marine Engineer is required for the Senior Technical Specialists in Areas of Expertise 2 to 4.
- b) See Answer 28. Yes. A First Class certificate for a Motor Ship meet First Class as Motor Ship or Steamship is acceptable for a Senior Technical Specialist.

**Question 34:**

We have the following question about the requirement for the Area of Expertise Marine Mechanical Engineering:

As per Annex E, item 4.2, it is required to qualify at least an Engineer, Senior or Intermediate AND a Technical Specialist, Senior or Intermediate. At item 4.4, it is specified that the Senior and Intermediate Technical Specialists and must both retain the following certifications:

Accreditation to a chartered provincial association related to the Area of Expertise and/or Field of Specialty, where applicable.

In the (2.) Marine Mechanical Engineering, (3.) Marine Electrical Control and Power Systems, and (4.) Hovercraft Systems areas of expertise, certified as a "First-class Marine Engineer, Motor Ship and Steamship" by Transport Canada or by any other international organization recognized by Transport Canada.

The Annex E, item 4.1 a) specifies also that: "The Supplier must qualify as a minimum one (1) of its own employee within the Required Occupational Category of a given Area of Expertise offered."

In light of this information, our understanding is that a company in naval architecture and marine engineering who has not a certified Technologist "First-class Marine Engineer, Motor Ship and Steamship" by Transport Canada or by any other international organization recognized by Transport Canada" cannot qualify within the Area of Expertise Marine Mechanical Engineering.

Please confirm if our understanding is correct.

**Answer 34:**

See Answers 27 & 28.

**Another Questions and Answers Set 5 is in Preparation.**