

**RETURN BIDS TO:
RETOURNER LES SOUMISSIONS À:**

Bid Receiving - PWGSC
11 Laurier St.
Place du Portage, Phase III
Core 0B2
Gatineau, Québec K1A 0S5
Bid Fax: (819) 997-9776
ePost Connect Email:
tpsgc.dgareceptiondessoumissions-abbidReceiving.pwgsc@tpsgc-pwgsc.gc.ca

**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

Innovation Procurement Directorate
Direction des achats innovateurs
Terrasses de la Chaudière
10, rue Wellington, Étage 4
Gatineau, Québec
K1A 0S5

Title-Sujet Area Detection and Identification System (ADIS)	
Solicitation No. - N° de l'invitation W8476-18ADIS/B	Amendment No. - N° modif. 018
Client Reference No. - N° de référence du client W8476-18ADIS/B	Date 26 May 2020
GETS Reference No. - N° de référence de SEAG	
File No. - N° de dossier 010sl.W8476-18ADIS/B	CCC No./N° CC – FMS NO. / N° VME
Solicitation Closes – L'invitation prend fin at – à 2:00 PM on – le 30 July 2020	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: April Campbell	Buyer Id – Id de l'acheteur 010SL
Telephone No. - N° de téléphone 613-858-9485	FAX No. - N° de FAX
Destination of Goods, Services and Construction: Destinations des biens, services et construction :	
Specified Herein Précisé dans les présentes	

Instructions : See Herein

Instructions : voir aux présentes

Delivery Required - Livraison exigée See Herein	Delivery Offered - Livraison proposée
Vendor/Firm Name and Address Raison sociale et adresse du fournisseur/de l'entrepreneur	
Telephone No. - N° de telephone 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

THIS AMENDMENT IS RAISED TO AMEND ATTACHMENT 1 TO PART 3 of VOLUME 1, FINANCIAL BID PRESENTATION SHEET AND TO RESPOND TO BIDDER QUESTIONS.

At Attachment 1 to Part 3 of Volume 1, Financial Bid Presentation Sheet,

DELETE: in its entirety.

INSERT: Financial bid Presentation Sheet 2

At Volume 2, Annex B, Basis of Payment, article 2. Direct Costs,

DELETE: 2.2 Spare and Replacement Parts

DELETE: 2.3 Subcontractors

At Volume 3, Annex B, Basis of Payment, article 1, Labour,

DELETE: sections 1.1, and 1.2 in their entirety.

INSERT: the following:

1.1 Core Services Category of Work	Unit of Measure	Initial Period
		Firm, All-Inclusive Hourly Rate
ISS Manager	hours	\$
Help Desk	hours	\$
Project Manager	hours	\$
ILS Manager	hours	\$
Field Service Representatives (FSRs)	hours	\$
Systems Engineer	hours	\$
Training Developer	hours	\$

Total Estimated Cost to a Limitation of Expenditure: \$ _____

1.2 Task Authorized Services Category of Work	Unit of Measure	Initial Period
		Firm, All-Inclusive Hourly Rate
ISS Manager	hours	\$
Help Desk	hours	\$
Project Manager	hours	\$
ILS Manager	hours	\$
Field Service Representatives (FSRs)	hours	\$
Systems Engineer	hours	\$
Training Developer	hours	\$

Total Estimated Cost to a Limitation of Expenditure: \$ _____

At Volume 3, Annex B, Basis of Payment, article 2, Direct Costs,

DELETE: 2.1 Spare and Replacement Parts – Option Periods Only in its entirety.

INSERT: 2.1 Repair and Overhaul

The Contractor will be paid the following firm, all-inclusive price, applicable taxes extra, as follows:

Description	Unit of Measure	OPTION PERIOD 1	OPTION PERIOD 2
		Firm Unit Price	Firm Unit Price
	each	\$	\$
	each	\$	\$
	each	\$	\$
	each	\$	\$
	each	\$	\$
	each	\$	\$
	each	\$	\$
	each	\$	\$
Total Estimated Cost to a Limitation of Expenditure:		\$ UNFUNDED	\$ UNFUNDED

Description	Unit of Measure	OPTION PERIOD 3	OPTION PERIOD 4
		Firm Unit Price \$	Firm Unit Price \$
	each	\$	\$
	each	\$	\$
	each	\$	\$
	each	\$	\$
	each	\$	\$
	each	\$	\$
	each	\$	\$
	each	\$	\$
Total Estimated Cost to a Limitation of Expenditure:		\$ UNFUNDED	\$ UNFUNDED

DELETE: 2.2 Subcontractors - Option Periods Only in its entirety.

Q114 The instructions at the top of the R&O tab worksheet in the Financial Bid Presentation Sheet (Attachment 1 to Part 3) indicate that the Bidder must identify a “firm **fixed fee**” for the repair of equipment and/or parts. The tables below the instructions then list a “firm **fixed fee**” in worksheet column D under Spare and Replacement Parts for the ISS Initial Period and a “firm **unit price**” for those items for the option periods. Is Canada requesting that the Bidder identify

a firm fixed fee as a percentage to be applied to the laid down cost for spare and replacement parts for all periods or will you change the table to read firm unit price for the parts?

A114 Corrected.

Q115 The Equipment and R&O worksheets in the Financial Bid Presentation Sheet (Attachment 1 to Part 3) list a “global level of effort” for the Spare and Replacement parts for each period of the ISS contract. Does the “global level of effort” refer to a total quantity of spare parts to be listed and priced, or a total level of effort in labour hours to be expended to repair an ADIS component? It is noted that the response to this question will depend how the above question is answered.

A115 Global level of effort is being used to determine the Bidder’s price and is not intended to be used as a commitment from Canada. The Bidder has been given a quantity that they may distribute how they see fit; however, you must use the full global of effort.

DND wishes to understand the approximate cost of spare and replacement parts for each ISS period based upon the Bidder’s equipment Mean Time Between Failure (MTBF) and the equipment expected usage rate of 1000 hrs/year as stated in the ADIS Maintenance and support Concept.

Actual amounts of spare and replacement parts to be purchased per ISS period will be determined by the Life Cycle Material Manager (LCMM) and authorized by DND form 626.

Q116 ITB mandatory requirements one, two and four in Attachment 1a to Part 4 require the Bidder to make commitments in relation to the Acquisition and ISS contract prices. Given that the Financial Bid Presentation Sheet (attachment 1 to part 3) includes estimated quantities for evaluation purposes only (ex. The 2000 labour hour total used to evaluate the ISS labour for each period) and estimated levels of effort to be completed by the Bidder which all roll up to a “Total Estimated Bid Price” on the summary worksheet, it is unclear to this Bidder how the awarded contract prices will be established and hence what prices should be used for the purposes of calculating the obligations that must be committed to in the ITB Proposal. Without a clear understanding of how the resulting contract prices will be established, Bidders risk making ITB commitments or identifying transactions that either cannot be met after contract award or that do not meet the mandatory minimum requirements. Please explain how the resulting contract prices will be established from the information submitted in the Financial Bid Presentation Sheet and how the ITB transactions will be adjusted/allocated to equal the contract price?

A116 For the purposes of the ITB Value Proposition bid evaluation, bidders are required to make Value Proposition commitments in their bid based on the available information provided in the RFP. If the financial bid is evaluated based on an estimated total bid price, then bidders must make ITB commitments based on the estimated total bid price.

In the case of identified Transactions at bid time, bidders must identify Transactions whose Canadian Content Value (CCV) equals a minimum combined total of 30% of the estimated total bid price. These identified Transactions can be in the form of Direct Transactions or Indirect Transactions, or a combination of the two.

As the Value Proposition commitments are in percentage form, the successful bidder as prime contractor will be held to a percentage commitment that corresponds to the actual price paid by Canada under the ensuing contract, as outlined in Section 5 of the ITB Terms and Conditions (Volume 2, Annex D).

Q117 The Financial Bid Presentation Sheet (Attachment 1 to Part 3) includes sections for “Spare and Replacement Parts” in both the Equipment worksheet and the R&O worksheet. Is this a duplication to be corrected, otherwise please explain why the same items appear on both worksheet tabs?

A117 Equipment now includes only the purchase of equipment. R&O now addresses the spare and replacement parts.

Q118 Similarly Annex B to the acquisition contract includes many of the same items as Annex B to the ISS contract which appears to be a duplication, please clarify and separate the items into the respective contracts?

A118 Annex for both Acquisition and In-Service Support have been modified.

Q119 The term Subcontractors in section 2.3 of Annex B to Volume 2 is not referenced in section 6.1 of the resulting Acquisition contract in Volume 2 (page 7 of 59). The same applies to the ISS contract:

- a. How are the tables populated since there is no table with the same description in the Financial Bid Presentation Sheet?
- b. Does this section require the bidder to propose a markup percentage that the Contractor would apply to subcontracted professional services (i.e. the rental of third party test facilities during the Requirement Verification phase and/or translation services for publications)?
- c. How will this markup be established?

A119 Subcontractors are referenced as Third Party providers and were limited to the equipment and repair and overhaul, not the labour.

- a) Bidders should identify any labour category that represents a subcontractor. A new column has been added to the Financial Bid Presentation Sheet for Labour (Third Party or Subcontractor).
- b) That is up to the Bidder.
- c) That is up to the Bidder.

Q120 The Basis of Payment in the resulting ISS contract (Annex B of Vol 3) includes separate tables for the Core Services and Task Authorized Services in the Initial Period but the Financial Bid Presentation Sheet includes only one table for that period. How will the estimated annual level of effort input by the Bidder into the ISS Core and Task Authorized table in the Labour worksheet be apportioned into tables 1.1 and 1.2 in Annex B of Vol 3?

- A120 Please refer to amendment above. The estimated annual level of effort will not be incorporated in to Volume 3, Annex B.
- Q121 Section 6.1.c of the resulting Acquisition contract in Volume 2 (page 7 of 59) describes the basis of payment for R&O work and refers to firm fixed price(s) detailed in Annex B but the pricing tables in Annex B do not appear to include a section for R&O activities. [Can Canada please clarify where R&O prices are to appear in Annex B to Vol 2?](#)
- A121 Please refer to the revised Financial Bid Presentation Sheet 2.
- Q122 Table 2.2 in the Basis of Payment (Annex B to Vol 2) in the resulting Acquisition contract appears to be meant to capture the firm unit prices for spare and replacement parts that may be procured as part of the Acquisition work however the Equipment pricing worksheet in the Financial Bid Presentation Sheet does not include a section for spare and replacement parts prices for the Acquisition contract. [Can Canada please clarify how the prices in Table 2.2 of Annex B to Vol 2 will be established?](#)
- A122 The Warranty period will cover any replacement parts following delivery under the Acquisition contract, so Canada would not pay for replacement parts. Replacement parts will only occur under the ISS contract.
- Q123 The pricing tables in Section 2.1 of Annex B to Vol 3 (ISS Resulting Contract) do not include columns to identify the individual spare or replacement parts, to capture their anticipated lifespan or to indicate their provenance (manufactured or third party). [Is it Canada's intent to replace those tables in Annex B of the resulting ISS contract with the spare and replacement parts pricing tables included in the Equipment worksheet of the Financial Bid Presentation Sheet?](#)
- A123 Revised, see above.
- Q124 Annex B to Volume 2 and Volume 3, article 2 is titled Direct Cost. It is generally accepted that direct costs are the Contractor's laid down cost before overhead and profit and price is the Bidder's proposed selling price including overhead and profit. [Since this is a competitive solicitation please change the title to Material Prices unless bidders are to propose their costs and Canada will then negotiate a mark-up comprising overhead and profit to be paid to the Contractor on a time and material basis?](#)
- A124 Please refer to the revised Financial Bid Presentation Sheet 2.
- Q125 Article 2.2 B of Annex B to Volume 2 describes services and requires a fee however below the table item B. requires an estimated cost in dollars. [Please clarify what is required and how the amount is determined?](#)
- A125 Please refer to the revised Financial Bid Presentation Sheet 2.
- Q126 [Article 2.1 B of Annex B to Volume 3 describes services but there is no table to input services, please clarify?](#)

A126 Please refer to the revised Financial Bid Presentation Sheet 2.

Q127 A46 in Amendment 009 resulted in a change to permit “overhead” to be included in price but no fee or profit. Please explain Canada’s reasoning for not allowing the Contractor to earn profit? Please note that PSPC Supply Manual, Section 10 includes a detailed methodology to determine an appropriate profit level on sole-source negotiated contracts and also this is a competitive solicitation.

A127 Please refer to the revised Financial Bid Presentation Sheet 2.