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1713 Bedford Row

Halifax, N.S./Halifax, (N.É.)

Halifax

Nova Scotia

B3J 1T3

Bid Fax: (902) 496-5016

**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

Atlantic Region Acquisitions/Région de l'Atlantique
Acquisitions

1713 Bedford Row

Halifax, N.S./Halifax, (N.É.)

Halifax

Nova Scot

B3J 1T3

Title - Sujet Marine Satellite Services Marine Satellite Services	
Solicitation No. - N° de l'invitation MA021-200052/A	Amendment No. - N° modif. 007
Client Reference No. - N° de référence du client MA021-20-0052	Date 2021-02-23
GETS Reference No. - N° de référence de SEAG PW-SHAL-219-11170	
File No. - N° de dossier HAL-0-85187 (219)	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM Atlantic Standard Time AST on - le 2021-02-25 Heure Normale de l'Atlantique HNA	
F.O.B. - F.A.B. Plant-Usine: <input type="checkbox"/> Destination: <input checked="" type="checkbox"/> Other-Autre: <input type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: Richard, Linda K.	Buyer Id - Id de l'acheteur hal219
Telephone No. - N° de téléphone (902) 402-9059 ()	FAX No. - N° de FAX (902) 496-5016
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 7

This amendment is issued in response to the following.

1. Bidder Questions

Question 1:

The Vendor Owned Equipment as per the list in Para A.4 of the RFP. Will it remain with the ships and HQ, or must it be replaced?

Answer 1:

Equipment as described remains with each ship and at MAI HQ, becoming property of MAI

Question 2:

The four sets of two Cisco 4331 routers and the Cisco switch 2960, which are vendor owned, with a set installed on each ship. How are the configured into the network?

Answer 2:

They are owned and configured by the incumbent, but will remain with MAI and the ships for use by the winning bidder.

Question 3a:

The vendor owned iDirect X7 modem. Can you confirm that it is a X7 Velocity modem.

Answer 3a:

Correct

Question 3b:

Will the modem remain with the ship or be returned to the vendor.

Answer 3b:

Will remain with the ship.

Question 4:

The customer owned LTE modems. What brand, model and antenna(s) are they? Indicate if there are dual antennas or not. Note: The modem appears on the network diagram in Amendment 5 as owned by the customer.

Answer 4:

MAI's LTE Modems have no impact on the VSAT installation or configuration.

2. Under Point-Rated Technical Criteria – RT

Delete: in its entirety

Insert: The following revised Point Rated Technical Criteria - RT

Point Rated Technical Criteria - RT			
For the purpose of the point rated technical criteria specified below the experience of the Bidder and its employees and sub-contractors will be considered.			
Item #	Point Rated Technical	Point Value	Cross Reference to Proposal
RT1	Describe how the proposed solution addresses redundancy and disaster recovery in the event of a failure.	10 Points	The bidder is to provide complete project details including: <ul style="list-style-type: none">• Provide diagrams showcasing the redundancy setup (3)• Detail the DR (disaster recovery) plan (4)• Describe the support model by the vendor to manage a failure or interruption in service (3)
RT2	Provide details for QoS on the proposed solution.	12 Points	The bidder is to provide complete project details including:

Point Rated Technical Criteria - RT

For the purpose of the point rated technical criteria specified below the experience of the Bidder and its employees and sub-contractors will be considered.

			<ul style="list-style-type: none"> • Explain how QoS (quality of service) would work in MAI's environment (ie. Application/service priority) (5) • Provide details on available reporting for MAI to review QoS statistics. (3) • Provide details as to how MAI can monitor/control bandwidth consumption.(4)
RT3	Describe any flexibility the proposed solution may have for upgrades to new technology offers or satellite bands in the future.	10 Points	<p>The bidder is to provide complete project details including:</p> <ul style="list-style-type: none"> • Provide details on how the solution is scalable to meet future needs. (5) • Provide details on anticipated advancements / trends in satellite industry. (5)
RT4	Provide a map that clearly outlines signal strength from proposed solution. Map should specifically focus on the area in which MAI operates	6 Points	Detail connectivity rate through the voyage (route), available bandwidth. (6)
RT5	REPORTING - Please describe service offering with respect to status reporting, web portals and account management post deployment	7 Points	<p>The bidder is to provide complete project details including:</p> <ul style="list-style-type: none"> • Provide a link budget to demonstrate the design and performance of the satellite system. (1) • Provide details as to what would be available through a customer web

Point Rated Technical Criteria - RT

For the purpose of the point rated technical criteria specified below the experience of the Bidder and its employees and sub-contractors will be considered.

			<p>portal. (2)</p> <ul style="list-style-type: none"> • Provide a list of reports that will be available to MAI and the frequency. (1) • Notification system that alerts when vessel VSAT is offline or not passing traffic. (3)
RT6	<p>Service Level Agreement</p> <p>Provide a detailed service level agreement.</p>	5 Points	<p>The bidder must provide complete project details including:</p> <ul style="list-style-type: none"> • Regular business hours (.5) • Response times (1.5) • Mechanisms to contact the Supplier (1) • After hours support contact information (.5) • State response times on severity of the ticket and the escalation path. (1.5)
RT7	<p>Private secured voice and data network.10</p>	7 Points	<p>The bidder must complete project details including:</p> <ul style="list-style-type: none"> • Describe how the bidder will provide a private, secured voice and data network across MAI's four vessels. (4) • Provide details as to the provision of bandwidth to be allocated solely to MAI (dedicated network connection. (3)
TOTAL POINTS AVAILABLE		57	
Must meet Minimum of 34.2 points = 60% Threshold for Rated Criteria RT1 to RT8 inclusive.			

Point Rated Technical Criteria - RT

For the purpose of the point rated technical criteria specified below the experience of the Bidder and its employees and sub-contractors will be considered.

RT8	Value add Services	10 Points	<p>The bidder must provide complete project details including:</p> <p>Other than the services specified in the Statement of Work, please describe other value added services that the Supplier can offer of strategic value to MAI resulting in a reliable, quality and cost effective service.</p>
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All other terms and conditions remain unchanged.