



**RETURN BIDS TO:**

**RETOURNER LES SOUMISSIONS À:**

**Bid Receiving - PWGSC / Réception des soumissions -  
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**11 Laurier St. / 11, rue Laurier**

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**Core 0B2 / Noyau 0B2**

**Gatineau**

**Quebec**

**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**

**In-Service Support Marine / Soutien en Service  
Maritime**

**11 Laurier St. / 11, rue Laurier**

**Place du Portage, Phase III**

**6C2**

**Gatineau**

**Quebec**

**K1A 0S5**

<b>Title - Sujet</b> NETE 3 Naval Engineering Test Establishment (NETE) 3	
<b>Solicitation No. - N° de l'invitation</b> W8482-217850/F	<b>Amendment No. - N° modif.</b> 002
<b>Client Reference No. - N° de référence du client</b> W8482-217850	<b>Date</b> 2022-09-28
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$ISM-027-28782	
<b>File No. - N° de dossier</b> 027ism.W8482-217850	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 05:00 PM</b> Eastern Standard Time EST <b>on - le 2022-11-18</b> Heure Normale du l'Est HNE	
<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> Beaumier, Julie	<b>Buyer Id - Id de l'acheteur</b> 027ism
<b>Telephone No. - N° de téléphone</b> (613) 851-9981 ( )	<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> <b>Raison sociale et adresse du fournisseur/de l'entrepreneur</b>	
<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/ de l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b>	
<b>Signature</b>	<b>Date</b>

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## Amendment 002

This amendment 002 is raised to modify 3.1 of the RFP and to respond to questions from Industry.

1. In the Request For Proposal:

Delete: 3.1 Bid Preparation Instructions in it's entirely

Insert: 3.1 **Bid Preparation Instructions**

If the Bidder chooses to submit its bid electronically, Canada requests that the Bidder submits its bid in accordance with section 08 of the 2003 standard instructions. The CPC Connect system has a limit of 1GB per single message posted and a limit of 20GB per conversation.

Due to the nature of the bid solicitation, bids transmitted by facsimile to PWGSC will not be accepted.

Canada requests that the Bidder submits its bid in separately bound sections as follows:

Section I: Technical Bid  
Section II: Financial Bid  
Section III: Certifications

If the Bidder chooses to submit its bid in hard copies, Canada requests that the Bidder submits its bid in separately bound sections as follows:

Section I: Technical Bid (3 hard copies and 1 soft copy on USB key)

Section II: Financial Bid (1 hard copy and 1 soft copy on USB key)

Section III: Certifications (1 hard copy and 1 soft copy on USB key)

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.

If the Bidder is simultaneously providing copies of its bid using multiple acceptable delivery methods, and if there is a discrepancy between the wording of any of these copies and the electronic copy provided through CPC Connect service, the wording of the electronic copy provided through CPC Connect service will have priority over the wording of the other copies.

Prices must appear in the financial bid only. No prices must be indicated in any other section of the bid.

Canada requests that bidders follow the format instructions described below in the preparation of hard copy of their bid:

- (a) use 8.5 x 11 inch (216 mm x 279 mm) paper;
- (b) use a numbering system that corresponds to the bid solicitation.

In April 2006, Canada issued a policy directing federal departments and agencies to take the necessary steps to incorporate environmental considerations into the procurement process **Policy on Green Procurement** (<https://www.tbs-sct.gc.ca/pol/doc-eng.aspx?id=32573>). To assist Canada in reaching its objectives, bidders should:

- 1) use 8.5 x 11 inch (216 mm x 279 mm) paper containing fibre certified as originating from a sustainably-managed forest and containing minimum 30% recycled content; and

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2) use an environmentally-preferable format including black and white printing instead of colour printing, printing double sided/duplex, using staples or clips instead of cerlox, duotangs or binders.

### **Section I: Technical Bid**

In their technical bid, Bidders should demonstrate their understanding of the requirements contained in the bid solicitation and explain how they will meet these requirements. Bidders should demonstrate their capability and describe their approach in a thorough, concise and clear manner for carrying out the work.

The technical bid should address clearly and in sufficient depth the points that are subject to the evaluation criteria against which the bid will be evaluated. Simply repeating the statement contained in the bid solicitation is not sufficient. In order to facilitate the evaluation of the bid, Canada requests that Bidders address and present topics in the order of the evaluation criteria under the same headings. To avoid duplication, Bidders may refer to different sections of their bids by identifying the specific paragraph and page number where the subject topic has already been addressed.

Bidders must submit their technical bid in accordance with the instructions in Annex G.

### **Section II: Financial Bid**

Bidder must submit their Financial Bid in accordance instructions in Annex G.

#### **3.1.1 Electronic Payment of Invoices – Bid**

If you are willing to accept payment of invoices by Electronic Payment Instruments, complete Annex I Electronic Payment Instruments, to identify which ones are accepted.

If Annex I Electronic Payment Instruments is not completed, it will be considered as if Electronic Payment Instruments are not being accepted for payment of invoices.

Acceptance of Electronic Payment Instruments will not be considered as an evaluation criterion.

#### **3.1.2 Exchange Rate Fluctuation**

SACC Manual Clause C3011T (2013-11-06), Exchange Rate Fluctuation

### **Section III: Certifications**

Bidders must submit the certifications and additional information required under Part 5.

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## **2. Questions from Industry:**

*This question has been redacted to avoid identification of potential bidders.*

Q.4. Given the content structure of the previous versions of the LOI/RFI documents, we were very surprised that R3 was added to this requirement. It did not appear in any of the LOI discussions or one-on-one meetings.

R3 represents a major change between NETE 2 and NETE 3. Historically, this opportunity has been very challenging, independent of R3. [REDACTED] It is our opinion by adding R3 at this late stage, the Crown will receive a response from a single bidder, that being the incumbent.

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It is our experience that bids of this nature have focused on the capability of the Prime to implement and manage a team to deliver the desired effect, knowing that the successful bidder will make use of existing and recruited personnel to fill the resource categories. That structure is commonplace. In a recent bid, Professional, Airworthiness, Engineering and Program Support Services, Solicitation No. W8485-205765/002/ZH, with a resource requirement exceeding 50 personnel, the Crown did not request representation of specific personnel. Despite requests from Industry to request resumes as a demonstration of capability across all of the resource categories, the Crown remained adamant that presentation of the management personnel and corporate experience managing similar programs was sufficient.

There are also concerns that the restrictive nature of R3 will embolden the incumbent to remove any considerations for cost control. The resultant bid will represent a major cost increase to the Crown insofar as the incumbent knows that R3 heavily favours them. Expectations of being the only compliant bidder will dramatically influence (increase) the financial bid.

Simply stated, R3 should not be implemented in this RFP. To further amplify the stated concerns:

- 1) The stipulation that all personnel commit to being available for a program to start over 500 days hence is unrealistic for any organization, with the exception of the incumbent;
- 2) The level of specificity in the stated requirements for the personnel in R3 is excessive. It seems that the qualifications and experience of the personnel have been written around existing incumbent personnel, making it very difficult if not impossible to find comparable resources available within a specific region. Once again, simple for the incumbent but impossible for anyone else; and
- 3) This requirement will cause a major cost increase to the Crown because the incumbent knows that R3 heavily favours them and provides them with the opportunity to increase their prices to maximum levels as they will be the only bidder.

Our recommendation, consistent with processes exercised by PSPC/DND on similar large service contracts, would be to modify R3 to having bidders demonstrate the development/management and corporate expertise to deliver large-scale service programs of this type. As it stands, this RFP can only be addressed by the incumbent and does not represent a fair competition. [REDACTED]

[REDACTED] The modifications as identified are required to allow Canadian companies a fair chance to bid.

- A.4. Canada had identified this requirement in the list of proposed Mandatory Criteria in Annex C of the Letter of Interest W8482-217850/C posted on November 15<sup>th</sup>, 2021. After comments from Industry, this requirement was moved to the Rated Criteria and presented at R3 in the Annex G to the draft Request for Proposal released to Industry on May 04<sup>th</sup>, 2022.

The CV's required are only a portion of the total workforce required for NETE 3 as stated in Annex B, Statement of Work paragraph 49.2.1. Current operational requirements have evolved since the NETE 2 contract was awarded. The initial workforce at R3 is considered to be critically important to maintain critical business functions detailed in NETE's business continuity plan to meet RCN operational requirements. Canada considers that bidders have the possibility to provide a competitive bid with R3 staying as is.

- Q.5. Please provide the complete job descriptions for the key personnel for the management team listed in M5.

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A.5. The contractual expectations related to positions listed in M5 of the evaluation plan are detailed in Annex B - the Statement of Work in Section 4.

Q.6. Section 3.1 Bid Preparation Instruction states there are 4 separate sections for our response for this RFP. Section IV: Additional Information is stated but there are no instruction what needs to be provided for this section. Can the Canada please clarify what is requirement to respond to "Section IV: Additional Information (1 hard copy and 1 soft copy on USB key)"

A.6. "Section IV: Additional Information" has been removed from Section 3.1, please see above.

**All other terms and conditions remain unchanged.**