

RFQ#100682 (GSF 09-085 SSDDRC)  
(Motorboat equipment)

### **Posting of QUESTIONS/ANSWERS and RFQ Amendments**

Questions and Answers in reference to this Request for Quotation, as well as any Amendments required to the RFQ will be posted in this section up until (AMENDED) **March 15<sup>th</sup>, 2010 4:00PM EST.**

**Q1: The requirement refers to ten (10) steel boats. In Annex "A" there is reference to stainless steel bow and stern. Is the stainless steel just protective face plating or do you require the complete boat to be of stainless steel manufacture?**

**Q2: Please clarify "commercially available" - for example, a stainless steel boat is not an off the shelf item.**

**Q3: If the requirement is simply for stainless steel overlays at the bow and stern why are vessels constructed of advanced composites excluded when their attributes far exceed steel or aluminum in the construction, longevity and reparability of small craft.**

**Q3a: Annex "A" simply refers to ten boats, what specifications are required as to construction standards, stability requirements, passenger certification?**

**Q4: What length, beam, draft, hull form, speed etc are required for the boats?**

A1 to A4: Our client has informed us that consideration will be given to boat that fit into utility boats technical requirements under Annex A of the Statement of Work and has the compatibility to be used with the Engine HP indicated.

**Q5: Are they to be built to Transport Canada, U.S.C.G, CE or ISO regulations?**

A5: The client is requesting commercial available equipment which will be used and operated under applicable regulatory regulations in Sudan, Africa

**Q6: Is there an off the shelf design that CCC has in mind or is the bidder required to design the vessel from scratch?**

A6: CCC's client has not specified a particular shelf design, nor does the RFQ request the bidder to design a vessel from scratch. The is to supply a quote on "commercial available" utility boats with the technical requirements under Annex A of the Statement of Work.

**Q7: According to the solicitation, the requirement is for Canadian built and exported boats however bidding is restricted to company's located in the Sudan or other parts of Africa. Are all potential Canadian bidders required to establish an office, agency or production factory in Africa prior to being allowed to bid on Canadian produced goods or are they expected to work through a commissioned agent or middleman based in Africa.**

A7: The RFQ is not limited to Canadian built, nor Canadian exported boats. All quotes will be accepted in accordance to the criteria under the RFQ. Bidders are to note that under Section A, Article 5.1: Eligibility is limited to bidders with an office in Sudan or other African country.

**Q8. Further to 6. Above, if a local agent is acting as bidder, please clarify how a Canadian builder can control the requirements of Section 26.1. While we can guarantee no corruption of a Canadian government person the term "any other government" makes the Canadian builder responsible for local custom which is beyond his control.**

A8: Reference should be made to response under 7) as to the eligibility of bidders.

**Q9. If the bidder is required to establish an office in Africa for a one off project, is the bidder free to select the country of incorporation without restriction of embargo's or sanctions that may be in effect by the UN or governments.**

A9: Reference should be made to the Mandatory requirements under the Evaluation and Award Article 8.

It should be noted that Bidders quotes must meet ALL the mandatory requirements (MR) should bidders fail to meet the MR, the quote will not be considered compliant, consequently not rated.

**Q10. While the closing date is March 15th 2010 the bids are required to be open for 90 days after, leaving only 108 days to build and ship the package. If this is to be a specific designed boat, is the CCC prepared to permit a more realistic delivery date particularly in consideration of ocean freight availability during the narrow time window.**

A10: Bid Closing has been extended to March 19<sup>th</sup>, 2010. Quotes shall remain valid for a period of 90 days, which means prices quoted are to remain valid for such period. This is a timeframe we use as a standard in order to give Notice of Award and enter into a Supply Arrangement Agreement with the winning bid. As reference under response 6) our client has requested "commercial available"

**Q11. We note the contract terms and ask if they are open to negotiation as the contract is wholly one sided in favour of the buyer while the bidder is expected to take all the financial and technical risk while being required to deliver to an African country without any guarantee of acceptance or payment.**

A11: The award will be based on the bidders quote and not open to negotiation. The Supply Arrangement Agreement is a contractual agreement for the supplier to supply the defined equipment in the agreement, with terms payment net twenty eight (28) days after receipt of invoices and supporting documentation and confirmation of acceptance by the

recipient which will be defined in the Agreement documents Annex “B” Equipment Acceptance Certificate. The Consignee/Notify/Accepting Party is TBD as stated in the agreement, but is an authorized representative of the South Sudan DDR Commissions (SSDDRC) of the Government of Sudan. Funding is provided by the Department of Foreign Affairs and International Trade of Canada (DFAIT) with Canadian Commercial Corporation (CCC) a federal Crown corporation, administering the funds in this project and monitoring the request and the contract.

**Q12. The opportunity abstract published on MERX indicates the country as Cape Verde. Considering that the Cape Verde Islands are located in the Atlantic Ocean and Sudan is on the Horn of Africa exactly where are these boats to be delivered?**

A12: MERX country locator was corrected. As indicated in the Instructions to bidders under Article 1.1 “Equipment” is to be delivered to Juba, Sudan.

**Q13. Considering the amount of work that all bidders would need to put in to present a sensible proposal against an extremely one sided agreement, is it honestly fair and proper business practice for the CCC to publish this solicitation purely as a request for a proposal rather than a firm commitment to accept the lowest compliant bid.**

A13: As stated under Article 9.1 of the Request for Quoted, this RFQ is not an offer or commitment. The Request for Quote (RFQ) is transparent as to the process to be followed, and the bids will be evaluated in a fair manner pursuant to the evaluation criteria.

**Q14. Is this project a firm commitment by CCC to the Sudan or is Canada bidding against other nations for this opportunity.**

A14: The Commitment was made by DFAIT to the beneficiary country pursuant to a MOU with the beneficiary country. The Canadian Commercial Corporation (CCC) is the administrator of the funds for this project, and as stated under Article 4.1 under the RFQ will be initiating the supply activities for this project.

**Q15: Is there a size parameter being considered?**

**Q16: Is there a speed requirement either at light condition (operators and gear) and/or Full Load(10 people and gear)?**

**Q17: Is it envisioned for the boat to be a Rigid Hull Inflatable (RIB) or Hard-Shell vessel?**

**Q18: Is it envisioned for the vessels to be an open boat with a tiller control on the motor or a center control on the motor or a center console set up with remove steering and controls?**

A15 to A18: Our client has informed us that consideration will be given to boat that fit into utility boats technical requirements under Annex A of the Statement of Work and has the compatibility to be used with the Engine HP indicated

**Q19: Is there a requirement for any navigational equipment? (VHF Radio, GPS, Radar System, Etc)?**

A19: No requirement for navigational equipment is required; reference should be made to the requirements under Annex A of the Statement of Work

**Q20: We note an amendment has been posted to extend the closing date to March 19<sup>th</sup>, 2010, may we suggest a further extension in order to prepare a sensible bid further to response received to questions?**

A20: Responses reiterated information that the RFQ encompassed. Currently we foresee no further extensions.

**Q21: It has been noted that the quote should be sent in ONE PDF format document max 20MB. Should bidders systems not cope with this, please confirm if it will be permissible to send in pdf but in smaller sections that are clearly labeled / marked / numbered?**

A21: We will accept bids broken down into “manageable” electronic pieces clearly identifying how many emails( i.e. Part 1 of X, 2 of X, X of X) and what attachments are included in each part.

**Q22: Enquiries have been put forward by the Transport companies handling import into South Sudan in regards to customs tariffs, and have been informed that as many as seven tariffs could be applicable. It is presumed CCC intends to apply for tax exemption, therefore we presume a separate line item should cover this potential cost?**

A22: We are asking for quotes to include all possible and potential customs, taxes & duties, in the separate lines under the Pricing Table D. A request for exemption has been put forth from Ministry of Finance & Economic Planning (GoSS/Juba) to the Director of Customs in regards to items entering into Southern Sudan under this support project between the Government of Canada and the South Sudan DDR Commission. Any further information or exemption confirmation in this regards will be supplied to the winning bidder at the time of contractual agreement.

Additional information:

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