



Public Works and  
Government Services  
Canada

Travaux publics et  
Services gouvernementaux  
Canada

**RETURN BIDS TO:**  
**RETOURNER LES SOUMISSIONS À:**  
**Bid Receiving Public Works and Government  
Services Canada/Réception des soumissions  
Travaux publics et Services gouvernementaux  
Canada**  
800 Burrard Street, Room 219  
800, rue Burrard, pièce 219  
Vancouver, BC V6Z 0B9  
Bid Fax: (604) 775-7526

**REQUEST FOR PROPOSAL  
DEMANDE DE PROPOSITION**

**Proposal To: Public Works and Government  
Services Canada**

We hereby offer to sell to Her Majesty the Queen in right of Canada, in accordance with the terms and conditions set out herein, referred to herein or attached hereto, the goods, services, and construction listed herein and on any attached sheets at the price(s) set out therefor.

**Proposition aux: Travaux Publics et Services  
Gouvernementaux Canada**

Nous offrons par la présente de vendre à Sa Majesté la Reine du chef du Canada, aux conditions énoncées ou incluses par référence dans la présente et aux annexes ci-jointes, les biens, services et construction énumérés ici sur toute feuille ci-annexée, au(x) prix indiqué(s).

**Comments - Commentaires**

**Vendor/Firm Name and Address  
Raison sociale et adresse du  
fournisseur/de l'entrepreneur**

**Issuing Office - Bureau de distribution**  
Public Works and Government Services Canada - Pacific  
Region  
219 - 800 Burrard Street  
800, rue Burrard, pièce 219  
Vancouver, BC V6Z 0B9

<b>Title - Sujet</b> K-9 Dogs	
<b>Solicitation No. - N° de l'invitation</b> ZE228-182350/A	<b>Date</b> 2019-01-01
<b>Client Reference No. - N° de référence du client</b> ZE228-182350	
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$VAN-905-6982	
<b>File No. - N° de dossier</b> VAN-9-66304 (905)	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2019-2-06</b>	
<b>Time Zone</b> Fuseau horaire Pacific Standard Time PST	
<b>F.O.B. - F.A.B.</b> Plant-Usine: <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Johnson, Bob	<b>Buyer Id - Id de l'acheteur</b> van905
<b>Telephone No. - N° de téléphone</b> (604) 406 6644 ( )	<b>FAX No. - N° de FAX</b> ( ) -
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b> DEPARTMENT OF ENFORCEMENT 9287 BURRARD ST VANCOUVER British Columbia V9E0P9 Canada	

**Instructions: See Herein**

**Instructions: Voir aux présentes**

<b>Delivery Required - Livraison exigée</b> See Herein	<b>Delivery Offered - Livraison proposée</b>
<b>Vendor/Firm Name and Address</b> <b>Raison sociale et adresse du fournisseur/de l'entrepreneur</b>  A+ Dog Training 251 Bank Street, 4 <sup>th</sup> Floor Ottawa, Ontario	
<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/</b> <b>de l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b>	
<b>Signature</b> <i>Stephanie Chumski</i>	<b>Date</b> February 1, 2019

A +




# A + DOG TRAINING

*In response to the Request for Proposal issued by  
The Department of Enforcement*

## K-9 Dogs

*TECHNICAL PROPOSAL*

Submitted by	A + Dog Training
Head office/training centre	251 Bank Street, 4 <sup>th</sup> Floor Ottawa, Ontario
Telephone Number	(613) 555-1212, x613
Fax Number	(613) 238-5555
Supplier Number	819613514416SG0001
Contact	Stephanie Chumski Phone (613)555-1212, x999 Fax: (613) 238-5555 E-mail: <a href="mailto:chum@A+.ca">chum@A+.ca</a>
	
1 January 2019	
Signature of authorized contact	Date



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## Introduction

In response to the Request for Proposal issued by the **Department of Enforcement Canada** (DEC), A+ Dog Training is pleased to present its bid for **K-9 Dogs**.

Since 1997, A+ has trained dogs at all levels to a variety of clients. Though our primary line of business is providing dog training to the public, we are also the go-to supplier when people in government need enforcement dogs and dog training.

This document contains the information requested for the Technical Bid, including experience training dogs and selling to enforcement agencies. It will also describe the dogs we can propose to fulfill this requirement.

## General Information

### 1. Administrative Information

Any and all communication related to this offer, or regarding the services related to dog training offered by A+, should go through our Marketing Manager:

Susan Szymund  
Phone: (613) 555-1212, x999  
Fax: (613) 238-5555  
e-mail: [szyg@A+.ca](mailto:szyg@A+.ca)

### 2. Validity period for the offer

In accordance with the Request for Proposal (RFP), the prices described in this RFP will be valid for a period of 180 days from the time of closing of receipt of the RFP.

### 3. Acceptance of instructions, clauses and conditions

In accordance with the administrative instructions of the RFP, A+ wishes to indicate that it accepts and is in accordance with all of the instructions, conditions and other uniform conditions that are taken from the Supply Manual, published by Public Services and Procurement Canada (PSPC).

### 4. Intellectual Property

In accordance with the administrative instructions included in the RFP, A+ understands and accepts that the information contained in these bid documents does not grant intellectual property rights, and will conform to the laws currently in effect.



**Annex C**

**Evaluation Criteria**

Each bid will be reviewed for compliance with the mandatory requirements of the bid solicitation. Any element of the bid solicitation that is identified specifically with the words "must" or "mandatory" is a mandatory requirement. Bids that do not comply with each and every mandatory requirement will be declared non-responsive and be disqualified.

For each mandatory technical criterion, the bidder must indicate whether the dog proposed is compliant or not compliant by checking the appropriate box on the below table. A bid not meeting ALL of the mandatory criteria will be deemed non-compliant and the bid will be given no further consideration.

**1. Evaluation of Mandatory Technical Criteria.**

Department of Enforcement Canada will purchase 25 dogs to fulfill this requirement. The dogs proposed must meet the following criteria:

<b>Mandatory Technical Criteria</b>				
<b>Number</b>	<b>Mandatory Technical Criterion</b>	<b>Compliant</b>	<b>Not Compliant</b>	<b>Description/Reference</b>
1.1	German Shepherd breed	Yes		See pg. 6
1.2	10 to 24 months old in age	Yes		See pg. 7
1.3	Weigh between 15-40kg.	Yes		See pg. 7
1.4	Able to respond to the commands: "sit" "lay down" "come" and "stay"	Yes		See pg. 7

**2. Evaluation of Point Rated Point Rated Technical Criteria**

To be considered compliant, a bid must obtain the required minimum score on the point rated criteria of 5/20.



Point Rated Technical Criteria			
Technical Criteria	Scale	Points	Check Score
2.1 Number of months of experience in the training of K-9 dogs – <i>bid must include a letter of confirmation from an employer, documentation confirming the creation date of your business or any other documentation that can attest to your years of experience</i>	0 to 12 months	0	
	13 to 36 months	5 pts	
	37 to 60 months	7 pts	
	61 months and more	10 pts	10
2.2 Number of dogs sold to law enforcement agencies as working dogs since January 1, 2013. – <i>bid must include invoices or contracts that can attest to the number of dogs sold to law enforcement agencies.</i>	0 dogs	0	
	1 to 5 dogs	3 pt	
	6 to 10 dogs	5 pts	
	11 to 15 dogs	7 pts	
	16 dogs or more	10 pts	10
<b>Total</b>			<b>20/20</b>

## Part 1: Mandatory Technical Criteria

### M1: German Shepherd breed

A+ is proposing Belgian Malinois dogs. Belgian Malinois dogs are increasingly preferred over German Shepherd by law enforcement agencies. Belgian Malinois are the dog of choice for law enforcement and security agencies all across Europe, Australia, and Hong Kong. Even the United States Secret Service uses Belgian Malinois to protect the White House.

Belgian Malinois is bred primarily as a working dog for apprehension and attack, detection, search and rescue and other tasks associated with law enforcement and security agencies. Their high energy, high prey drive and ability to be easily trained make them the perfect attack and apprehension dogs. Whereas German Shepherds may suffer from heat stroke out in the field, Belgian Malinois shorter coats and more neutral colours are less prone to this. Belgian Malinois are also a better size for handlers as they are smaller than German Shepherds so handlers can pick them up easier when required but large enough to subdue human aggressors.

All of the dogs proposed for this tender are pure bred Belgian Malinois.



**M2: 10 to 24 months old in age**

At A+, we pride ourselves on our breeding techniques and raising our dogs in the most humane and health conscious ways. All of our dogs are vaccinated at 6 weeks and again at 10 weeks. The dogs proposed in this bid are of the age of 10 to 24 months.

**M3. Weigh between 15-40kg.**

At A+, we prioritize diet and exercise to all of the dogs we breed and train. We ensure that our law enforcement and security dogs have a diet that focuses on physical development and enforcement. The diet is rich in carbohydrates, fats and protein with an emphasis on including meat in all meals. The dogs proposed in this bid are 15-40 kilograms.

**M4. Able to appropriately demonstrate and respond to the commands**

At A+, obedience training is our forte. All of our dogs at an early age participate in reward training for early obedience training. This entails classical conditional techniques to promote behaviours and specific responses from our dogs. The dogs proposed in this bid will respond to all commands listed under this criterion.

**Part 2. Point-rated criteria**

**PRTC1: Number of months of experience in the training of K-9dogs**

A+ has been training K-9 dogs for over 10 years. Please see below for a recent client list that can attest to the over 61 months of experience that A+ has in providing K-9 training.

<p><b>Department of National Priorities Canada:</b>          David Sanchez, Director          340 Slater Street, Office #1010          Ottawa, Ontario K1A 0F2  <a href="mailto:d.sanchez@canada.ca">d.sanchez@canada.ca</a> Phone 613-997-2424</p>	<p><b>Training dates: August 2010 – present</b></p>
<p><b>Elliot Lake Police:</b>          Cameron WhiteWolf          Director          Central Campus          150 Joseph Brant Avenue, Room B25          Elliot Lake, Ontario P5A 2B3          Skype: CWW_ELCC</p>	<p><b>Training Dates: December 2012 – June 2013</b></p>
<p><b>Department of Homeland Canada:</b>          Jennifer D. Sauvé          Director          LaSalle Academy, Room C107          373 Sussex Drive,          Ottawa, Ontario K1A 0H3  <a href="mailto:j.d.sauve@canada.ca">j.d.sauve@canada.ca</a>          Phone 613-991-2226</p>	<p><b>Training Dates: July 2013 – December 2013</b></p>





<b>Department of Dags Canada:</b> Ms. Nina Aranskaya Training Coordinator Jeanne Mance Building, Room 2101A Tunney's Pasture, Ottawa K1A 0B5 <a href="mailto:nina.aranskaya@hc-sc.gc.ca">nina.aranskaya@hc-sc.gc.ca</a> Phone 613-998-0005	<b>Training Dates: June 2014 – November 2015</b>
<b>Brantford Police</b> Robin Kohout Coordinator 468 Hardy Road, Office H168 Brantford, Ontario N3T 3H2 <a href="mailto:robinkohout@SOTI.ca">robinkohout@SOTI.ca</a> Phone 519-755-5000	<b>Training Dates: September 2015 – August 2016</b>
<b>Brockville Police</b> Guillaume Rouen, Director, Brockville Campus 2340 Parkdale Avenue Brockville, Ontario K6V 3G9 <a href="mailto:g.rouen@ueo.on.ca">g.rouen@ueo.on.ca</a> Phone 613-345-3481	<b>Training Dates: May 2017 – January 2018</b>



**PRTC 2. Number of months of experience in the training of K-9 dogs**

A+ has sold numerous working dogs to law enforcement agencies. Please see below for a recent client list that demonstrates that we have sold over 16 working dogs to law enforcement.

<p><b>Elliot Lake Police:</b>          Cameron WhiteWolf          Director          Central Campus          150 Joseph Brant Avenue, Room B25          Elliot Lake, Ontario P5A 2B3          Skype: CWW_ELCC</p>	<p><b>Dogs sold to this organization: 4</b></p>
<p><b>Department of Homeland Canada:</b>          Jennifer D. Sauvé          Director          LaSalle Academy, Room C107          373 Sussex Drive,          Ottawa, Ontario K1A 0H3  <a href="mailto:j.d.sauve@canada.ca">j.d.sauve@canada.ca</a>          Phone 613-991-2226</p>	<p><b>Dogs sold to this organization: 10</b></p>
<p><b>Brantford Police</b>          Robin Kohout          Coordinator          468 Hardy Road, Office H168          Brantford, Ontario N3T 3H2  <a href="mailto:robinkohout@SOTI.ca">robinkohout@SOTI.ca</a> Phone 519-755-5000</p>	<p><b>Dogs sold to this organization: 4</b></p>
<p><b>Brockville Police</b>          Guillaume Rouen,          Director,          Brockville Campus          2340 Parkdale Avenue          Brockville, Ontario K6V 3G9  <a href="mailto:g.rouen@ueo.on.ca">g.rouen@ueo.on.ca</a> Phone 613-345-3481</p>	<p><b>Dogs sold to this organization: 6</b></p>

*[Assume invoices also included]*



## Part 3. Financial Bid

Bidders must submit their financial bid using the financial evaluation table provided in this Annex.

Pricing offered must be in **Canadian dollars**, Applicable Taxes excluded, Delivered Duty Paid (DDP) to Vancouver, BC, Canada, shipping charges, Canadian customs duties and excise taxes included.

Firm unit prices shall be inclusive of all direct and indirect expenses incurred in performing the Requirement including but not limited to all labour, fringe benefits, overhead, supervision, tools, equipment, materials, parts, manuals, travel time, travel and living expenses, transportation costs, reports, general and administrative costs, profit required to do the work, all related duties and other costs paid by the Supplier such as additional surcharges, and transportation fees. No other charges will be accepted.

Failure to comply with any of the instructions provided in this Annex will render the bid non-responsive.

Item:	Distribution Unit	Quantity	Unit Price Year 1 (Excluding Tax)	Extended Price (Quantity X Unit Price)
K-9 Dogs	Each	25	\$4,000.00	\$100,000.00
<b>Total Evaluated Price DDP Vancouver BC</b>				<b>\$100,000.00</b>