A+

A + Dog Training

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

**K-9 Dogs**  
*TECHNICAL PROPOSAL*

|  |  |
| --- | --- |
| Submitted by | A + Dog Training |
| Head office/training centre | 251 Bank Street, 4th 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: [chum@A+.ca](mailto:chum@arriba.ca) |
|  | 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 International Objects Canada** (DIOC), 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 border dogs and dog training.

This document contains the information requested for the Technical Bid, including experience training dogs and selling to border 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 Szygmund   
Phone: (613) 555-1212, x999  
Fax: (613) 238-5555  
e-mail: 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 International Objects Canada will purchase 25 dogs to fulfill this requirement. The dogs proposed must meet the following criteria:

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Mandatory Technical Criteria** | | | | |
| **Number** | **Mandatory Technical Criterion** | **Compliant** | **Not Compliant** | **Description/Reference** |
| 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 – *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* | 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 border agencies as working dogs since January 1, 2013. – *bid must include invoices or contracts that can attest to the number of dogs sold to border agencies.* | 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 |
| **Total** | | | 20/20 |

# 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 border agencies. Belgian Malinios are the dog of choice for border 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 detection, search and rescue and other tasks associated with border and security agencies. Their high energy, high prey drive and ability to be easily trained make them the perfect detection and search 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.

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 border and security dogs have a diet that focuses on physical development. 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.

|  |  |
| --- | --- |
| **Department of National Priorities Canada**:  David Sanchez, Director  340 Slater Street, Office #1010  Ottawa, Ontario K1A 0F2  [d.sanchez@canada.ca](mailto:d.sanchez@canada.ca) Phone 613-997-2424 | **Training dates: August 2010 – present** |
| **Elliot Lake Customs:**  Cameron WhiteWolf  Director  Central Campus  150 Joseph Brant Avenue, Room B25  Elliot Lake, Ontario P5A 2B3  Skype: CWW\_ELCC | **Training Dates: December 2012 – June 2013** |
| **Department of Homeland Canada:**  Jennifer D. Sauvé  Director  LaSalle Academy, Room C107  373 Sussex Drive,  Ottawa, Ontario K1A 0H3  [j.d.sauve@canada.ca](mailto:j.d.sauve@canada.ca)  Phone 613-991-2226 | **Training Dates: July 2013 – December 2013** |
| **Department of Dags Canada:**  Ms. Nina Aranskaya  Training Coordinator Jeanne Mance Building, Room 2101A Tunney’s Pasture, Ottawa K1A 0B5 [nina.aranskaya@hc-sc.gc.ca](mailto:nina.aranskaya@hc-sc.gc.ca)  Phone 613-998-0005 | **Training Dates: June 2014 – November 2015** |
| **Brantford Customs**  Robin Kohout  Coordinator  468 Hardy Road, Office H168  Brantford, Ontario N3T 3H2  [robinkohout@SOTI.ca](mailto:robinkohout@SOTI.ca) Phone 519-755-5000 | **Training Dates: September 2015 – August 2016** |
| **Brockville Customs**  Guillaume Rouen,  Director,  Brockville Campus  2340 Parkdale Avenue  Brockville, Ontario K6V 3G9  [g.rouen@ueo.on.ca](mailto:g.rouen@ueo.on.ca) Phone 613-345-3481 | **Training Dates: May 2017 – January 2018** |

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

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

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

***[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 |
| **Total Evaluated Price DDP Vancouver BC** | | | | $100,000.00 |