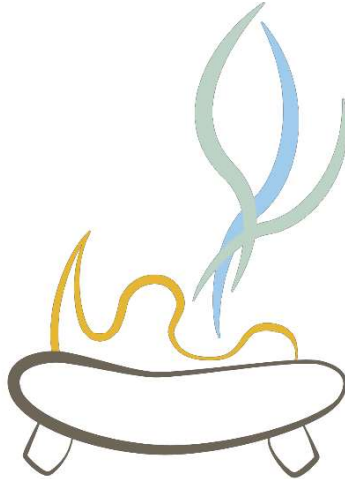




# NUNATSIAVUT

kavamanga Government

## **REQUEST FOR QUOTE**

FOR THE SUPPLY AND DELIVERY OF TWENTY (20)  
SNOWMOBILES FOR HARVESTERS SUPPORT  
PROGRAM AND NG OPERATIONS

Date of Issue: October 24, 2025

Closing Time: November 14, 2025

### Documents Included:

- Appendix A: Scope of Work and Requirements
- Appendix B: Quotation Form
- Appendix C: Inuit Content Score sheet
- Appendix D: Specification

## INTRODUCTION

The Nunatsiavut Government is inviting quotations for the supply and delivery of twenty (20) new 2025/2026 Ski-Doo Gen 5 Expedition LE 900 ACE, 20-inch track or equivalent snowmobiles suited for the North Coast of Labrador, supporting cultural and land-based programming for Nunatsiavut beneficiaries and additionally the Nunatsiavut Government operations.

RFQ documents can be viewed or obtained from the Nunatsiavut Government's website or on our MERX procurement page at the following links:

1. [www.nunatsiavut.com](http://www.nunatsiavut.com)
2. <https://www.merx.com/nunatsiavutgovernment/solicitations/open-bids?selectedContent=BUYER>

This is not a tender call or a request for proposals. This RFQ is not intended to, and shall not, create any legal obligations or duties of the Nunatsiavut Government or any person, for any reason whatsoever, whether in contract, tort, or otherwise. The Nunatsiavut Government, at its sole discretion, may or may not enter negotiations with one or more persons submitting quotations in response to this RFQ, or with any other person.

### 1.1 General Scope of Services

The Nunatsiavut Government is seeking quotes for the supply and delivery of twenty (20) new 2025/2026 Ski-Doo Gen 5 Expedition LE 900 ACE, 20-inch track or equivalent approved snowmobiles suited for Cultural Programming purposes in Nunatsiavut and Nunatsiavut Government Operational purposes. These snowmobiles will be provided to each of the Nunatsiavut communities for use by the NG for cultural, operational and other purposes as required.

## QUOTATION INSTRUCTIONS

### 2.1 Closing Date and Time

Quotations must be submitted before the Closing Date and Time specified on the cover page of this RFQ.

### 2.2 Quotation Format and Location

Quotations must follow the format outlined in this RFQ and Appendix A. They should be submitted in PDF format via email to [InfraProcurement@nunatsiavut.com](mailto:InfraProcurement@nunatsiavut.com) (cc: [cyril.lane@nunatsiavut.com](mailto:cyril.lane@nunatsiavut.com); [colin.gilbride@nunatsiavut.com](mailto:colin.gilbride@nunatsiavut.com)). Please ensure the file size does not exceed 20 MB. The email subject line should clearly state the RFQ title and reference number from the cover page.

The Nunatsiavut Government is not responsible for quotations sent to the wrong email address or not received before the Closing Date and Time. It is the sole responsibility of the Respondent to ensure their quotation is received on time and in full.

### 2.3 Examination of RFQ Documents

Respondents are responsible for carefully reviewing all RFQ documents, including appendices, schedules, and addenda, prior to preparing and submitting their quotation.

### 2.4 Late Quotations

Late submissions will not be considered.

## **2.5 Amendments to Quotations**

Written amendments to quotations will be accepted as per Sections 2.1 and 2.2.

## **2.6 Enquiries**

For any enquiries regarding this RFQ, please contact Cyril Lane at [cyril.lane@nunatsiavut.com](mailto:cyril.lane@nunatsiavut.com), Nunatsiavut Maintenance Manager, and cc: [InfraProcurement@nunatsiavut.com](mailto:InfraProcurement@nunatsiavut.com). Please reference the RFQ title and reference number as on the cover page. Enquiries must be submitted no later than five business days before the Closing Date and Time. The NG may choose not to respond to enquiries made within this timeframe. Responses may be distributed as addenda at the discretion of the NG. The NG will not be held responsible for, and Respondents are advised not to rely on, any communications or representations not made in accordance with this RFQ.

## **2.7 Addenda**

The NG may respond to enquiries or communications by issuing written addenda. Addenda will be made available electronically through the links provided in Section 1 of this RFQ. It is the responsibility of the Respondent to regularly check these websites for updates.

## **2.8 Opening of Quotations**

There will be no public opening of quotations received.

## **2.9 Pricing**

All pricing should be submitted in Canadian dollars, with applicable taxes (HST) stated separately.

## **GENERAL CONDITIONS**

### **3.1 Negotiation**

The Nunatsiavut Government may negotiate changes to any terms of a quotation, including number of snowmobiles, price, with the Preferred Respondent. If negotiations with the Preferred Respondent are unsuccessful, the NG may initiate negotiations with the next highest-rated Respondent.

### **3.2 Limitation of Liability**

Respondents are responsible for their own expenses in preparing and submitting a quotation. The Nunatsiavut Government will not be liable for any costs, losses, or damages incurred in the preparation or submission of a quotation, or during contract negotiations.

### **3.3 Respondent Qualifications**

By submitting a quotation, the Respondent warrants that they possess the necessary expertise, qualifications, financial resources, and experience to provide the services outlined in the RFQ.

### **3.4 Confidentiality**

All quotation submissions become the property of the NG and will not be returned. They will be kept confidential, unless otherwise required by law.

## **EVALUATION OF QUOTE SUBMISSIONS**

This section outlines the criteria against which quotes may be evaluated. The NG reserves the right to evaluate quotes using additional criteria. The lowest price or any quote is not necessarily guaranteed

acceptance. The Nunatsiavut Government reserves the right to accept or reject any quote and cancel the RFQ at any time, without compensation to any party.

#### **4.1 Mandatory Criteria**

Quotes must meet the following mandatory criteria to be considered for further evaluation:

- Quotes must be received at the location specified in Section 2.1 by the Closing Time and Date.
- Submissions must be in English or Inuktitut.
- Quotes must follow the format outlined in Section 2.2.
- The submission must include a signed cover page by an authorized representative.

#### **4.2 Additional Information**

Quotes are expected to include a minimum set of elements, such as:

- Cover letter
- Team qualifications and past work
- Scope understanding
- Lead delivery time
- Cost breakdown for supply and delivery
- Inuit Content Scoresheet
- Proof of insurance and licensing

#### **4.4 Value Added Elements**

Respondents may include supplementary items in their quotation and should provide associated costs and justification for their inclusion.

## **APPENDIX A – SCOPE OF WORK AND REQUIREMENTS**

### **1. PURPOSE**

The Nunatsiavut Government (NG) is seeking quotes for the supply and delivery twenty (20) new 2025/2026 Ski-Doo Gen 5 Expedition LE 900 ACE, 20-inch track or equivalent snowmobiles to support cultural, other programming and operations across Nunatsiavut communities.

### **2. GENERAL CONTRACT TERMS AND CONDITIONS**

The selected respondent will enter contract negotiations to finalize an agreement that includes the Nunatsiavut Government's Purchase Order and the respondent's Motor Vehicle Purchase Agreement. The agreement should be sent to the NG's Public Property Division in advance for signature arrangements. It will be returned after vehicle delivery.

#### **2.1 SERVICE REQUIREMENTS**

The Contractor will be responsible for:

- Notifying the NG of any delays or supply chain issues affecting delivery.
- Supplying and delivering the snowmobiles to designated locations in Nunatsiavut.
- Submitting all necessary documentation.
- Providing warranty and insurance for the snowmobiles during shipping

#### **2.2 RELATED DOCUMENTS**

The following documents must accompany each vehicle at delivery or shortly thereafter:

- A copy of the Nunatsiavut Government's invoice.
- New Vehicle Information Statement (NVIS) (if applicable).
- All documents required under Newfoundland and Labrador Motor Registration.
- A comprehensive owner and repair manual, including operational procedures, maintenance schedules, warranty registration, and coverage details.
- Filled out and signed copy of Appendix B- Quotation Form
- Inuit Content Scoresheet outlined in Appendix C
- Filled out Appendix D- Specification Form

#### **2.3 DELIVERY LOCATION**

Snowmobiles will be delivered to the following Nunatsiavut communities: 5-Nain, 3-Hopedale, 4-Postville, 2-Makkovik, and 2-Rigolet. The Contractor must provide insurance during transportation and cover any damages incurred to NG property during delivery.

#### **2.4 VEHICLE PERFORMANCE & INSPECTIONS**

- The snowmobiles must operate satisfactorily, be free from damage or defects, and meet the specifications outlined in Appendix D.
- All goods and services are subject to inspection upon delivery, and the NG reserves the right to reject any items not meeting the required standards.

## **2.5 WARRANTY**

The Respondent must provide a minimum two-year warranty from the date of delivery. The warranty covers defects in materials, workmanship, and design. Any defective goods found by the NG within one year must be replaced at no cost to the NG.

## **3. RELEVANT EXPERIENCE**

Respondents and any subcontractors must have at least five years of experience providing similar services.

## **4. REFERENCES**

Respondents must provide at least one reference from previous clients. References from the respondent's own organization are not acceptable. The NG reserves the right to seek additional references, including from past NG contracts.

## **5. VEHICLE SPECIFICATIONS**

Respondents must provide detailed specifications for the snowmobiles as outlined in Appendix B or propose alternatives.

## **6. WARRANTY & SERVICING**

Respondents must provide details regarding the warranty and servicing options, including what is covered under the warranty and the availability of servicing for the Snowmobiles.

## **7. DELIVERY LEAD TIME**

Respondents must provide an estimated delivery lead time for the snowmobiles.

## **8. MOTOR VEHICLE PURCHASE AGREEMENT**

Respondents must submit a blank copy of their standard Motor Vehicle Purchase Agreement for review.

## **9. SUSTAINABLE SOCIAL PROCUREMENT**

The NG encourages respondents to outline, if applicable to the request, how their proposal supports local economic, social, and environmental goals, including:

- Promoting Inuit content and economic development.
- Supporting fair employment practices and a living wage.
- Offering training and apprenticeship opportunities.
- Utilizing local subcontractors and expertise.
- Reducing environmental impact through energy-efficient products and minimal packaging.

## 10. PRICE

Respondents must submit a detailed quote in Canadian dollars, including:

- A breakdown of fixed costs, travel, time, and materials.
- Delivery and destination charges (where applicable).
- Prices exclusive of any taxes.

## 11. EVALUATION

Quotes will be evaluated by a committee formed by the NG. The NG intends to enter into a contract with the respondent who meets the mandatory criteria and receives the highest ranking. The NG reserves the right to request additional clarifications from respondents and to evaluate proposals based on the Nunatsiavut Government Procurement Act Preferred Supplier criteria. If no preferred supplier is determined, quotes will be evaluated on a value-for-money basis using the weighted criteria.

## 12. WEIGHTED CRITERIA

Proposals that meet all mandatory criteria will be evaluated against the following weighted criteria:

| Weighted Criteria              | Weight (%) |
|--------------------------------|------------|
| Price                          | 35         |
| Specifications                 | 35         |
| Delivery time frame            | 20         |
| Added value/ Inuit Content     | 5          |
| Sustainable Social Procurement | 5          |
| <b>TOTAL</b>                   | <b>100</b> |

## APPENDIX B – QUOTATION FORM

Project: Supply and Delivery of twenty (20) snowmobiles (2025/2026 Ski-Doo Gen 5 Expedition LE 900 ACE, 20-inch track)

Project No.: NGQ-AL-24002

From:

---

Company name

Address:

---

Street address or postal box number, city/town, province, and postal code

Contact Email:

To:

Address:

Attention:

OR

To:

Email Address:

We, the undersigned, having read, understood, and accepted the RFQ Documents for the above- named Project, including Addendum Number(s)\_\_\_\_\_to\_\_\_\_\_, hereby submit a non-binding Quote for the Work, in accordance with the Quote package.

### Instructions

Provide the fee for service of the RFQ in Canadian dollars.

The prices must include all costs to perform the Work including all costs of supervision, labour, material, equipment, overhead, travel, financing, insurance, head office, and all other costs and expenses whatsoever incurred in performing the Work, and include all profit, and all applicable taxes.

We, the undersigned, declare that:

- 1. We have arrived at this submission without collusion with any competitor.
- 2. No member of the Nunatsiavut Government and no other officer or employee of the Nunatsiavut Government is, will be, or has become interested, directly, or indirectly, as a contracting party, partner, surety or otherwise in, or in the performance of the Contract, or in the supply, services, or business to which it relates, or in any portion of the profits thereof, or any of the money to be derived there from.

Signed and submitted by:

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Signing Officer's Signature

\_\_\_\_\_  
Title of Authorized Signing Officer

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Signature of Witness

\_\_\_\_\_  
Printed Name of Witness

Dated this \_\_\_\_\_ day of \_\_\_\_\_, 2024

## APPENDIX C – INUIT CONTENT SCORE SHEET

*Inuit Content Factor Calculation (section 17 Nunatsiavut Procurement Act)*

|                                                                                                                                                                                                                                                                                                                                                                                                                                                         |            |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------|
| a) A maximum of 20 points related to the percentage of Inuit ownership of the supplier calculated as <b>0.5 points per 1% of Inuit participation in excess of 50%</b> of the ownership and control of the supplier with 0 points being awarded to a supplier that is not at least 50% owned and controlled by Inuit or Inuit Businesses.                                                                                                                | /20        |
| b) A maximum of 10 points related to the physical location of the head office and operating offices of the supplier where <b>10 points is awarded to a supplier having both its head office and principal operating office in an Inuit Community</b> and <b>6 points is awarded to a company having an operating or a head office in an Inuit Community</b> and <b>4 points is awarded for a head office or operating office elsewhere in Labrador.</b> | /10        |
| c) A maximum of 10 points related to training for Inuit calculated as <b>0.1 point per 1% of all training money spent by the supplier on the training of Inuit.</b>                                                                                                                                                                                                                                                                                     | /10        |
| d) A maximum of 20 points related to the percentage of the supplier's employees who are Inuit calculated as <b>0.2 points per 1% of employees who are Inuit.</b>                                                                                                                                                                                                                                                                                        | /20        |
| e) A maximum of 10 points related to the proportion of wages paid to Inuit by the supplier calculated as <b>0.1 point per 1% of payroll paid to Inuit.</b>                                                                                                                                                                                                                                                                                              | /10        |
| f) a maximum of 10 points related to the percentage of goods and services purchased by the supplier from Inuit Businesses in relation to the procurement calculated as 0.1 point per 15 of the value of all purchases obtained from Inuit.                                                                                                                                                                                                              | /10        |
| g) A maximum of 10 points related to the commitment by the supplier to utilize Inuit Businesses as sub-contractors calculated as <b>0.1 point per 1% of the value of all sub-contracts awarded to Inuit Businesses.</b>                                                                                                                                                                                                                                 | /10        |
| <b>Total (out of possible 90)</b>                                                                                                                                                                                                                                                                                                                                                                                                                       | <b>/90</b> |

## APPENDIX D – SNOWMOBILE SPECIFICATIONS AND BID FORM

### General Notes

To assist bidders, specifications are based on a 2025 Ski-Doo Gen 5 Expedition LE 900 ACE (20-inch track).

The Nunatsiavut Government (NG) may consider equivalent or superior units that are readily available and closely meet the specifications noted herein. Full descriptive literature must be included with the bid. NG will be the sole judge of equivalency.

### Snowmobile Specifications

| Item         | Specification                                                | Y/N | Bidder's Reply (If "No", state difference) |
|--------------|--------------------------------------------------------------|-----|--------------------------------------------|
| Base Model   | 2025/2026 Ski-Doo Gen 5 Expedition LE 900 ACE, 20-inch track |     |                                            |
| Engine       | Rotax 900 ACE                                                |     |                                            |
| Track Length | 154"                                                         |     |                                            |
| Track Width  | 20"                                                          |     |                                            |
| Track Style  | Crosscut 1.5"                                                |     |                                            |
| Ski Stance   | 1000mm                                                       |     |                                            |
| Start        | Electric Start                                               |     |                                            |
| Calibration  | Sea-Level Calibration                                        |     |                                            |

### Accessories – Standard on All Units (Please Verify)

| Item               | Specification           | Y/N | Bidder's Reply |
|--------------------|-------------------------|-----|----------------|
| Windshield         | High Windshield         |     |                |
| Handlebar          | Extension Kit           |     |                |
| Grab Handle        | Deep Snow Grab Handle   |     |                |
| Front Bumper       | Heavy Duty Front Bumper |     |                |
| Hitch              | 1½" Trailer Hitch       |     |                |
| Passenger Backrest | Yes                     |     |                |
| Seat               | Wide Track 2-up Seat    |     |                |
| Cargo Rack         | Cargo Rack Kit          |     |                |

### Accessories – Eleven (11) Units to Include

| Item       | Specification              | Y/N | Bidder's Reply |
|------------|----------------------------|-----|----------------|
| Skid Plate | Required                   |     |                |
| Ski Boots  | Required                   |     |                |
| Cargo Box  | Large Cargo Box (Required) |     |                |
| Winch      | Required                   |     |                |

### Warranty Information

| Requirement                                                                                                                                                  | Bidder Response |
|--------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------|
| State all warranties included, including details regarding where snowmobiles need to be shipped to for warranty work. Who is responsible for shipping costs. |                 |
| Local address for warranty repairs                                                                                                                           |                 |
| Bidder's Initials                                                                                                                                            |                 |

### Pricing

| Description                          | Cost |
|--------------------------------------|------|
| Unit Price (Per Snowmobile)          | \$   |
| Accessories Total (All Units)        | \$   |
| Subtotal (Snowmobiles + Accessories) | \$   |
| HST (15%)                            | \$   |
| Total Quoted Amount                  | \$   |

### Optional Items

(Provide product details, pricing per unit, and taxes extra)

| Item            | Description | Cost |
|-----------------|-------------|------|
| Optional Item 1 |             | \$   |
| Optional Item 2 |             | \$   |

### Guaranteed Delivery

| Requirement                                           | Bidder Response |
|-------------------------------------------------------|-----------------|
| Delivery Timeline (Calendar Days from Contract Award) |                 |
| Confirm delivery no later than November 30, 2025      | Yes / No        |