

Canadian Bank Note Company, Limited questions

We have a few questions with respect to the delivery of our proposal. Typically, we would deliver proposals in hard copy. However, given the current pandemic situation, we would prefer to deliver our proposal electronically via email. The RFP allows for electronic delivery in the General Information section, but when I read section III - Proposal Requirements, it states that we must deliver:

1. One master copy of a Technical Proposal and four copies
2. A sealed Pricing Quote

I believe the Proposal Requirements were written with hard copy delivery in mind. How would you prefer we send our Technical Proposal and Pricing Quote to you electronically? Should they be sent in separate emails? I'm not sure that we can seal the Pricing Quote electronically, but we can apply a password to it.

The sealed pricing quote must be submitted by any U.S. mail or any delivery or courier method chosen by the responding party in a separate sealed envelope from the technical proposal.

We recently heard back from our insurance broker with respect to our liability insurance. We meet all the criteria outlined in the RFP, except with respect to the final paragraph of Section D which states that a "claims made policy" is not acceptable. Our insurance is precisely a claims made policy and our insurance broker has informed us that occurrence policies are virtually non-existent in Canada. Below is the note we received from our insurance experts.

Please let us know if this provision of the RFP can be amended or if the VIL would be willing to consider our proposal given that Canadian Bank Note Company, Limited's policy is a claims made policy and that we are unable to modify our policy to occurrence basis.

The Addendum to be filed that will remove this insurance requirement