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Revision to a Request for a Standing Offer

Révision à une demande d'offre à commandes

Regional Master Standing Offer (RMSO)

Offre à commandes maître régionale (OCMR)

The referenced document is hereby revised; unless otherwise indicated, all other terms and conditions of the Offer remain the same.

Ce document est par la présente révisé; sauf indication contraire, les modalités de l'offre demeurent les mêmes.

Comments - Commentaires

THERE IS A SECURITY REQUIREMENT
ASSOCIATED WITH THIS REQUIREMENT

Vendor/Firm Name and Address

Raison sociale et adresse du
fournisseur/de l'entrepreneur

Issuing Office - Bureau de distribution

Procurement Strategies Division / Division des
stratégies d'acquisition

11 Laurier St. / 11, rue Laurier

Place du Portage, 11C1

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Gatineau

Quebec

K1A 0S5

Title - Sujet TEMPORARY HELP SERVICES		
Solicitation No. - N° de l'invitation E60ZN-110002/A	Date 2012-04-25	
Client Reference No. - N° de référence du client E60ZN-110002	Amendment No. - N° modif. 008	
File No. - N° de dossier 002zn.E60ZN-110002	CCC No./N° CCC - FMS No./N° VME	
GETS Reference No. - N° de référence de SEAG PW-\$\$ZN-002-24060		
Date of Original Request for Standing Offer		2012-03-26
Date de la demande de l'offre à commandes originale		
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2012-05-08		Time Zone Fuseau horaire Eastern Daylight Saving Time EDT
Address Enquiries to: - Adresser toutes questions à: Riley, Stephanie		Buyer Id - Id de l'acheteur 002zn
Telephone No. - N° de téléphone (819) 956-1678 ()	FAX No. - N° de FAX (819) 997-2229	
Delivery Required - Livraison exigée		
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction: AS SHOWN IN THE RESULTING CALL-UPS		
Security - Sécurité This revision does not change the security requirements of the Offer. Cette révision ne change pas les besoins en matière de sécurité de la présente offre.		

Instructions: See Herein

Instructions: Voir aux présentes

Acknowledgement copy required Accusé de réception requis	Yes - Oui <input type="checkbox"/>	No - Non <input type="checkbox"/>
The Offeror hereby acknowledges this revision to its Offer. Le proposant constate, par la présente, cette révision à son offre.		
Signature	Date	
Name and title of person authorized to sign on behalf of offeror. (type or print) Nom et titre de la personne autorisée à signer au nom du proposant. (taper ou écrire en caractères d'imprimerie)		
For the Minister - Pour le Ministre		

THIS AMENDMENT #008 IS RAISED TO AMEND THE RFSO AND TO ANSWER QUESTIONS**AMENDMENTS**

4. On page 14 of the RFSO, Attachment 1 to Part 4 - Mandatory Evaluation Criteria

Delete:

For M2A, M2B and M2C, the Offeror must meet the mandatory requirements set out in this Attachment by either:

- (a) Demonstrating in its offer that it meets the mandatory requirement, or
- (b) Providing a certification in its offer from either its Chief Financial Officer or Chief Executive Officer as identified in Appendix A to Attachment 1 to Part 4.

Replace with the following:

For M2A, M2B and M2C, the Offeror must meet the mandatory requirements set out in this Attachment by either:

- (a) Demonstrating in its offer that it meets the mandatory requirement, or
- (b) Providing a certification in its offer from either its Chief Financial Officer, Chief Executive Officer or the Offeror's duly authorized representative as identified in Appendix A to Attachment 1 to Part 4.

ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED

QUESTIONS AND ANSWERS

QUESTION 57

BACKGROUND INFORMATION

As per section 2(iii) of Part 1 – General Information of both above mentioned solicitations, the requirements are subject to the provisions of the Agreement on Internal Trade (AIT).

As per Article 501 of Chapter Five – Procurement of the AIT, the purpose of this Chapter is to establish a framework that will ensure “equal access” to procurement for “all” Canadian suppliers in order to contribute to a reduction in purchasing costs and the development of a strong economy in a context of transparency and efficiency. <http://www.ic.gc.ca/eic/site/ait-aci.nsf/eng/il00006.html#B>

As per Article 518: Definitions of the AIT, a supplier means a person who, based on an assessment of that person's financial, technical and commercial capacity, is capable of fulfilling the requirements of a procurement and includes a person who submits a tender for the purpose of obtaining a construction procurement.

As per Section 2.b. of Article 504: Reciprocal Non-Discrimination of the AIT, the Federal Government shall not discriminate between the suppliers of services or goods. Although this article relates to the discrimination between suppliers of different provinces or regions, the spirit of the agreement is that the Federal Government shall not discriminate against any supplier.

As per Section 3.b. of Article 504: Reciprocal Non-Discrimination of the AIT, the Federal Government shall avoid, among other things, the biasing of technical specifications against suppliers, a discriminatory practice also not supported by the Canadian Human Rights Act as it promotes equal employment opportunities.

- a. Therefore, I would like to know why as a self employed supplier I am discriminated from submitting a proposal under sub-stream 5b - Procurement, Classification: Procurement, as obviously I cannot meet your established mandatory criterion M2-C? Why unfairly limiting the competitive process especially that the law also allows for individuals operating under unregistered denominations to propose their services as legal entities to a contract (Ref: http://www.citt.gc.ca/procure/determin/pr2k046_e.asp)? In other words, can I please have an equal opportunity to compete as I am highly experienced and capable of fulfilling the requirements?
- b. It is stipulated in M2-A, B and C, that “The offeror must provide a minimum of 20 different temporary help resource names [...] that are compliant.” How did you arrive with that number? What is the rational? Also, why further limiting the competition to the largest firms? Consequently, why forcing individual suppliers, like myself, to deal with other firms as my current firm can't no longer obtain an SO or SA because of this limiting criterion? Again, please kindly tell me why unfairly limiting the competitive process?
- c. As the purpose of the AIT is to ensure “equal access” to procurement for “all” Canadian suppliers “in order” to contribute, among other things, to a reduction in purchasing costs, why the Federal Government would want to pay higher mark-ups on services, and, so give higher profits to large firms instead of dealing with individual suppliers, when possible?

- d. Under Annex "A", Sub-Stream 5b – Procurement, of both solicitations, it is required as minimum mandatory qualifications, that all levels (junior, intermediate, senior and advanced) demonstrate continuous advancement towards obtaining certification as a Certified Professional Purchaser? Why that?
- This mandatory criterion is not necessary to do the work. Although I can understand that the Federal Government would want to push for professionalism, which I completely support, it is not necessary to have such certification and certainly not to force indirectly individuals pay fees to so-called professional association such as the Purchasing Management Association of Canada (PMAC). That said, I can however understand that new comers in the procurement field absolutely need to educate themselves to excel at their work. But this matter should be dealt outside solicitation documents or should be limited to "junior" and "intermediate" levels only, not senior or advanced. Something sure is that a Secondary School Diploma is not enough. Another reason for objecting to this mandatory criterion is that it is discriminating against highly qualified professionals. Someone with more than ten years of experience in procurement and with proven records of excellent work performance should not have to enrol into such certification just to enter into a contract with the government. I know many individuals who are retired, just like me, who are not only more than capable to do the work but have been doing so for some times now to the benefit of the government. As a result, if this mandatory criterion remains the same, the Federal Government would be deprived from great expertise, which is also not fair to these professionals. Therefore, why not applying a "grandfather clause" for highly qualified individuals, which is a provision that exempts those already involved in the field since many years, from the new certification requirement? Please note that I have suggested that the criterion does not apply also to the senior level, as highly qualified professionals might offer their services at a lower rate depending of the work to be performed. And if this criterion applies to it also, this would prevent such flexibility in cost.

ANSWER 57

- a. Self employed offerors are not discriminated from submitting a proposal for the THS RFSO and THS RFSA. All bidders must meet the criteria and the requirements of the solicitations.
- b. The government is not limiting the competition to the largest firms as approximately 90% of Temporary Help Suppliers are Small and Medium Enterprises. The same criteria that was used to qualify THS companies in 2008 is being used to qualify THS companies in this solicitation. Through consultations with client departments and offerors it was determined that a minimum of 20 different names would demonstrate the capacity to provide temporary help services to the Government.
- c. The government is not limiting the competition to the largest firms as approximately 90% of Temporary Help Suppliers are Small and Medium Enterprises. Other initiatives that the Federal Government has undertaken to facilitate SME's doing business with the Federal Government:
- The creation of the Office of Small and Medium Enterprises (OSME) to navigate the many steps involved in doing business with the government to ensure fair, open and transparent processes;
 - PWGSC has been proactive by organizing seminars and training sessions across the country and offering guidance to individuals and offerors;
 - PWGSC introduced the Professional Services Online supply tool nationally to provide increased access for SMEs providing professional services. When offerors are not able to qualify for one of the other methods of supply PWGSC has made available for professional service contracts, they should register for PS Online to be eligible for contracts below the NAFTA threshold. This is particularly true for SMEs, who may not meet all the requirements of a particular SO or SA.

PS Online website: [Http://www.tpsgc-pwgsc.gc.ca/app-acq/sp-ps/index-eng.html](http://www.tpsgc-pwgsc.gc.ca/app-acq/sp-ps/index-eng.html)

OSME website: <http://www.tpsgc-pwgsc.gc.ca/app-acq/pme-sme/index-eng.html>

- d. PWGSC is currently reviewing and amending the minimum mandatory criteria for the classifications in Sub-Stream 5 b) Procurement and an amendment should follow shortly.

QUESTION 58

- a. Offerors that have a Standing Offer issued under RFSO no. EN578-060502/C are not required to submit temporary help resource names for those classifications they were previously technically responsive for. However, if these Offerors want to be considered for the same classifications, streams and/or sub-streams for solicitation no. E60ZN-110002/A, they must still submit an offer for this solicitation, which includes the following:
Refer to PART 3 - OFFEROR PREPARATION INSTRUCTIONS in its entirety, Page 10 of the RFSO;

Are we correct in assuming that we are to submit our response (Technical Response Template), excluding a Financial Proposal, by the closing date on the RFSO solicitations?

- b. And, that, once we have been notified that we are compliant, (within 5 business days) we are able to submit our financial Proposal and also adjust our rates online?
- c. Refer to PART 4 - EVALUATION PROCEDURES AND BASIS OF SELECTION its entirety, Page 13 of the RFSO;
Refer to Attachment 1 to Part 4 - Mandatory Evaluation Criteria in its entirety, Page 14 of the RFSO;

If we are an existing RFSO supplier, please confirm that we are not required to re-qualify in this section and provide the names of 20 resources section as per "Experience of the Offeror", M2A, M2B, M2C?

- d. If we are an existing RFSO supplier, please confirm that we are not required to re-qualify in this section by responding to M3 – "Testing Narrative"?
- e. Refer to Appendix A to Attachment 1 to Part 4- Certification for Offerors Qualified under the Standing Offer issued under RFSO no. EN578-060502/C in its entirety, Page 20 of the RFSO;

If we are an existing supplier, and we complete Appendix A – on page 20 for our existing categories and streams, are we correct in assuming that since this information was provided in our previous submission, that we will meet items i – iv on page 21?

- f. If we are an existing RFSO supplier, please confirm that the only response we have to provide is the RFSA/RFSO Response Template (Excel Spreadsheet).
- g. If we are an existing RFSO supplier, please confirm that we do not have to complete sections 1.5 (a), 1.5 (b), 1.5 (c), 1.5 (d), 1.5 (e) (including sub-streams), of the Technical Response Template of the "Offeror Profile" Tab.

ANSWER 58

- a. Yes you are correct that you are to submit the Technical Response Template as part of Section 1 of Part 3 - OFFEROR PREPARATION INSTRUCTIONS , however you must otherwise comply with all of the other requirements in the solicitation referred in Answer 3.
- b. Yes this is correct.
- c. All offeror's must demonstrate they meet the mandatory criteria , Attachment 1 to Part 4 - Mandatory Evaluation Criteria states on page 14:
For M2A, M2B and M2C, the offeror must meet the mandatory requirements set out in this Attachment by either:
- (a) Demonstrating in its offer that it meets the mandatory requirement, or
 - (b) Providing a certification in its offer from either its Chief Financial Officer, Chief Executive Officer or the Offeror's duly authorized representative as identified in Appendix A to Attachment 1 to Part 4 -Certification for Offerors Qualified under the Standing Offer issued under RFSO no. EN578-060502/C.
- d. All offerors must demonstrate they meet the mandatory criteria even existing RFSO offerors. Existing RFSO offerors must respond to M3 -"Testing Narrative" if they are offering classifications for Stream 1.
- e. By completing Appendix A to Attachment 1 to Part 4- Certification for Offerors Qualified under the Standing Offer issued under RFSO no. EN578-060502/C , Offerors are certifying the following:
- i) It meets the mandatory requirements as of the closing date;
 - (ii) here exists information on file with the Standing Offer Authority demonstrating that the offeror has met the mandatory in the past in response to RFSO no. EN578-060502/C for these services;
 - (iii) All such file information remains true, accurate and unchanged, and may be used for the purposes of this solicitation; and
 - (iv) Since the date the mandatory was first met (as evidenced by the date of issuance of a standing offer for the services), the offeror has continuously met all the qualification requirements related to the standing offer necessary to remain an offeror of the services in good standing, and its Standing Offer has not been set-aside cancelled, suspended, withdrawn or subject to any other form of discontinuance or abeyance.
- Refer to PART 5 - CERTIFICATIONS in its entirety, Page 22 of the RFSO; and
 - Refer to PART 6 - SECURITY, FINANCIAL AND INSURANCE REQUIREMENTS in its entirety, Page 27 of the RFSO.
- f. No this is not is not the only repsonse you are required to provide. Offerors must demonstrate they meet all the Mandatory Criteria and all of the requirements of the solicitation.
- Please refer to answer 12 in RFSO amendment 004.
- g. Existing RFSO offerors who do not wish to add any classifications or streams do not have to complete sections 1.5 (a), 1.5 (b), 1.5 (c), 1.5 (d), 1.5 (e) (including sub-streams), of the Technical Response Template of the "Offeror Profile" Tab. They should indicate the classifications they wish to offer in the "cover page" tab of the Technical Response Template.

QUESTION 59

Can a firms with less than 20 resources are able to bid on this proposal?.

ANSWER 59

Bidders are not required to have 20 resources on staff, they must provide a minimum of 20 different temporary help resource names that are compliant. As M2A (For Steams 1, 2, 3) states:

"The offeror may provide up to a maximum of 40 temporary help resource names but must provide a minimum of 20 different temporary help resource names that are compliant.

In order for a resource to be compliant:

- Each resource must have worked a minimum of 37.5 hours between May 20, 2006 and solicitation closing date inclusively rendering services for which the Offeror received payment.
- Services of the above 20 compliant temporary help resource names must have been billed to a minimum of 3 different clients located in the National Capital Area."

QUESTION 60

Based on the colour coding system used on the current SO/SA Rates & classifications - are we to assume that those classifications with bill rates marked in Red are automatically "approved" for the Refresh?

ANSWER 60

Your assumption is correct that those classifications with bill rates marked in Red were technically compliant therefore will be considered technically compliant for the current RFSO.

QUESTION 61

- a. In regards to question#7, your answer states that The Request for Standing Offer no. E60ZN-110002/A is a re-compete. Could you please define what a re-compete is as opposed to a refresh? If there is a difference? Suppliers that were successful in 2009 are confused as we were led to believe that this would be a refresh. Please explain?
- b. In reference to Part 3- Offer Preparation, Section 1- Technical Offer. As a current holder of the THS STANDING OFFER do we need to submit Section 1 of Part 3 again? If so, do we re-submit the SAME documents previously submitted in 2009?
- c. Part 5- Certifications: As a supplier in the original award of the THS SO in 2009, we submitted all certifications listed in Part 5. Do you require us to re-submit the SAME documentation?
- d. As we are current THS SO Holders does part 4 apply to us? If so, do we re-submit the documents that were submitted in 2009? i.e. M1, M3 (testing), Appendix A to Attachment 1.
- e. In reference to p.21 in the RFSO. When reading section (i), (ii), (iii) and (iv), do we understand by the statements that are written, that there is no need to re-submit any of the Mandatory Evaluation Criteria in Attachment 1 to Part 4. In brief, you state that all suppliers, in good standing, who qualified in the past (2009) as per section (iii) do not have to re-submit their information. Would a simple certification suffice as a response? Certification would state that all the information is the same.....

ANSWER 61

- a. A refresh is a term used when offerors are simply providing rates for existing classifications. For this solicitation although offerors do not have to re-qualify for existing classification they still are required to provide a technical offer.
- b. You are not required to submit temporary help resource names for those classifications they were previously technically responsive for however Yes, you need to submit Section 1 of Part 3 .

Offerors that have a Standing Offer issued under RFSO no. EN578-060502/C are not required to submit temporary help resource names for those classifications they were previously technically responsive for. All Offerors must submit an offer for this solicitation which includes the following:

- Refer to PART 3 - ARRANGEMENT PREPARATION INSTRUCTIONS Page 10 of the RFSO;
- Refer to PART 4 - EVALUATION PROCEDURES AND BASIS OF SELECTION its entirety, Page 13 of the RFSO;
- Refer to Attachment 1 to Part 4 - Mandatory Evaluation Criteria in its entirety, Page 14 of the RFSO;
- Refer to Appendix A to Attachment 1 to Part 4- Certification for Offerors Qualified under the Standing Offer Issued under RFSO no. EN578-060502/C in its entirety, Page 20 of the RFSO;
- Refer to PART 5 - CERTIFICATIONS in its entirety, Page 22 of the RFSO; and
- Refer to PART 6 - SECURITY, FINANCIAL AND INSURANCE REQUIREMENTS in its entirety, Page 27 of the RFSO.

Offerors must comply with the entire solicitation which includes Annexes and Attachments.

Refer to RFSO amendment #004, question and answer 12.

- c. Yes, you need to submit all certifications listed in Part 5.
- d. Yes, Part 4 applies to all bidders. For bid submission requirement for this solicitation, refer to answer b above and RFSO amendment #003, question and answer 12.
- e. No, a certification doesn't suffice as a response. For M2A, M2B and M2C, the offeror must meet the mandatory requirements set out in this Attachment by either:

- (a) Demonstrating in its offer that it meets the mandatory requirement, or
- (b) Providing a certification in its offer from either its Chief Financial Officer or Chief Executive Officer as identified in Appendix A to Attachment 1 to Part 4.

For bid submission requirement for this solicitation, refer to answer b.above and RFSO amendment #003, question and answer 12.

QUESTION 62

Can we use out of the city (National Capital Region) references for classifications we are trying to qualify for? If our company has placed this type of classification in other regions of the country within the given time-frame can we use this info?

ANSWER 62

If you are referring to client contact for temporary help resource names, the answer is No. Services of the compliant temporary help resource names must have been billed to a minimum of 3 different clients

located in the National Capital Area. Services rendered by the resource names could have been delivered outside the NCA but the client must reside in the NCA.

Refer to RFSO amendment 007, question and answer 46 and 52.

QUESTION 63

As a qualified supplier on both the existing THS SO and SA, we have qualified under all streams, with the exception of one (1) sub-stream (which happens to fall under Stream 5).

- a. If it was purely for financial reasons, how do we ensure we will qualify under that sub-stream under the new SO & SA?
- b. If it was for technical reasons or non-compliance, how would we go about submitting our bid for both the SO and SA? We have read the recent amendments and understand the bidding requirements for existing suppliers. But we were not sure as to whether it will be required for us to submit candidate names/client & contract references for that specific sub-stream, in order to qualify.

ANSWER 63

- a. If you didn't qualify for a sub-stream in stream 5, that means you were not technically compliant for that sub-stream. As stated in Section II: Financial Offer of PART 3 - OFFER PREPARATION INSTRUCTIONS on page 10 of the RFSO:
"Offerors must submit their financial offer when they input their first weekly price revision into the THS Online System once the Standing Offers (SO's) are issued."

Refer to ANSWER 11 in Amendment #003

- b. If an existing offeror wants to qualify for a sub-stream in Stream 5 they were not qualified under the previous RFSO no. EN578-060502/C, they must demonstrate their compliance with M2C and comply with the entire solicitation which includes Annexes and Attachments.

Refer to RFSO amendment #003, question and answer 10.

QUESTION 64

With respect to M2C, we have the following question:

- a. If for example our firm were to propose two qualified resource names for both Auditor and Financial Management in sub-stream 5a would we automatically qualify for Evaluation Analyst as well?
- b. Further to that, if we presented one resource name for Auditor and one resource name for Financial Management, would we qualify for all three resource categories in stream 5a?
- c. i) With respect to Stream 5, can you confirm that two distinct resource names are enough to qualify for all classifications within whatever sub stream you are proposing on?
ii) If the answer to c.i) is yes, do the two distinct resource names for the sub-stream you are proposing on have to be spread over a minimum of two classifications within that sub-stream? ie. for sub stream 5a if our firm proposed 2 Auditor resource names, would we automatically qualify for the Financial Management and Evaluation Analyst classifications as well.

ANSWER 64

- a. In your example you would qualify for Evaluation on Analyst if you propose two compliant resource names for both Auditor and Financial Management in sub-stream 5a. For the sub-stream 5a - Finance, offerors may provide up to a maximum of 40 temporary help resource names for Stream 5 and may provide up to a maximum of 4 temporary help resource names in each sub-stream. The offeror must provide a minimum of 20 different temporary help resource names for Stream 5 and a minimum of 2 different temporary help resource names in the sub-stream that are compliant. The 2 different temporary help resource names could be for one classification in the sub-stream, or for different classifications in the sub-stream. If an offeror is qualified for a sub-stream, they are qualified for all classifications in that sub-stream.
- b. Yes. Refer to ANSWER a. above.
- i) Yes. Refer to ANSWER a. above.
- ii) No the two distance resource names for the sub-stream do not have to be spread over a minimum of two classifications within that sub-stream. Yes. Refer to ANSWER a. above.

QUESTION 65

The question is related to the Mandatory evaluation criteria M2C Stream 5. We require clarification related to the second bullet highlighted below related to "services of the above 20 compliant temporary help resource names and the 2 compliant temporary help resource names for each sub-stream must have been billed to a minimum of 3 different clients located in the National Capital Area" (Attachment 1 to Part 4 – Mandatory Evaluation Criteria, M2C on page 19).

Can you please confirm whether: the mandatory requirement M2C "to have billed to a minimum of 3 different clients located in the NCA applies to either

Each of the 20 to 40 resource names for the stream (and the 2 to 4 names per sub-stream) must have worked for 3 different clients for which the Offeror has received payment? Meaning we need to demonstrate that each resource has worked on the 3 different clients.

Or

Or does the 3 different clients apply to the stream or sub-stream and not to each resource? Meaning the Offeror must have received payment from 3 separate clients for all 20 to 40 resource names provided for the stream (and the 2 to 4 names per sub-stream)?

ANSWER 65

The 20 compliant temporary help resource names and the 2 compliant temporary help resource names for each sub-stream must have been billed to a minimum of 3 different clients located in the National Capital Area. The 3 different clients applies to each stream.

QUESTION 66

If we are qualified under the SA in a number of categories, but lost these categories under the SO because of price, do we need to resubmit these categories for the SO, or can we state that the information is on file?

ANSWER 66

Offerors that have a Supply Arrangement/Standing Offer issued under RFSA/RFSO no. EN578-060502/C are not required to resubmit temporary resource names for those classifications you were previously technically responsive for in this RFSO. In other words if a bidder did not obtain classifications because they were not financially compliant only then they would not be required to resubmit temporary resource names for those classifications you were previously technically compliant.

Since the previous Supply Arrangement and Standing Offer were issued under the same file number (EN578-060502/C), bidder can make reference to the information on that file for either the RFSO (E60ZN-110002/A) or the RFSA(EN578-060502/D) for Appendix A to Attachment 1 to Part 4. All bidders are responsible to demonstrate the mandatory criteria in Attachment 1 to Part 4 - Mandatory Evaluation Criteria and comply with all requirements of this solicitation.

Please refer to ANSWER 25 in Amendment #006 of the RFSO.

QUESTION 67

There seems to be confusion regarding when the last day is to ask questions regarding the SO/SA. On page 8 of the SO it states that "All enquiries must be submitted in writing to the Standing Offer Authority no later than fifteen (15) calendar days before the RFSO closing date. 15 Calendar days before the RFSO closing date of May 8th would be April 23rd? Could you please confirm this.

ANSWER 67

Yes. 15 Calendar days before the RFSO closing date of May 8th is April 23, 2012. Enquiries received after April 23, 2012 may not be answered.

QUESTION 68

In reference to Solicitation EN578-060502/D, Attachment 1 to Part 4 (RFP page 15) item 3 reads in part: "For M2A, M2B and M2C, the Supplier must meet the mandatory requirements set out in this Attachment by either: (b) Providing a certification in its offer from either its Chief Financial Officer or Chief Executive Officer as identified in Appendix A to Attachment 1 to Part 4."

Must this certification be signed by only a CFO or CEO, or may an individual who has the authority to bind the Supplier sign this certification?

ANSWER 68

This certification can be signed by either its Chief Financial Officer, Chief Executive Officer or the Offeror's duly authorized representative. The RFSO has been amended to reflect this.

QUESTION 69

Another question about the THS SO and SA refresh – we noticed 3 new classifications: Driver (Stream 1), Design Services (Stream 4), and Evaluation Analyst (Stream 5). Would we be correct in interpreting these new classifications and part-and-parcel of the existing streams they are part of? In other words, if we are already technically qualified in the remaining classifications within that stream (or sub-stream) on the current THS SO/SA, we will automatically qualify under these new classifications in the new Refresh?

ANSWER 69

If an offeror already qualified for the entire stream in Stream 1, Stream 4 and Sub-Stream 5a-Finance in Stream 5 on the previous THS Standing Offer, they would qualify for the entire stream in Stream 1 and Stream 4 and Sub-Stream 5a -Finance in Stream 5 in this RFSO, including these 3 new classifications. However, these offerors must comply with the requirements of the entire solicitation which includes Annexes and Attachments.

QUESTION 70

Can you tell me if the deadline is April 16 or April 20? In your e-mail you are saying the 20 but I received a reminder on March 23 saying April 16?

ANSWER 70

If you are referring to Article 3. Enquiries - Request for Standing Offers, in PART 2 - OFFEROR INSTRUCTIONS, then all enquiries must be submitted in writing to the Standing Offer Authority no later than fifteen (15) calendar days before the Request for Standing Offers (RFSO) closing date. If you are asking when the closing date of the solicitation is, the Request for Standing Offers (RFSO) no. E60ZN-110002/A solicitation has a closing date of May 8, 2012.

QUESTION 71

We are an existing supply arrangement holder for Stream 4, under the following classifications:

- Computer Application Support
- Computer Website Support
- Telecommunications Analyst

We wish to add another classification under Stream 4, and specifically the Technologist Geomatics one.

The Attachment 1 to Part 4 of the THS SO document, page 15, under the "Qualifications for Stream/Classifications 1,2,3,4" section, states that: "if the Offerer demonstrates three (3) or more different classifications within a stream, the Supplier is considered compliant for all classifications within that stream".

Based on this, our understanding is that since we have originally demonstrated three classifications within Stream 4, we are considered compliant for all classifications within Stream 4. Therefore no bidding will be required for the Technologist Geomatics under this refresh.

But as per Amendment 4, Answer 12 "Guide to complete Mandatory Criteria for the RFSO", under M2B: Experience of the Offer for Stream 4, the column "required for existing Offerors" it is stated that we need to "provide temporary help resource names for those classifications Offerors wish to add ..."

This amendment contradicts the statement provided on page 15 of the Attachment 1 to Part 4.

Can you please confirm whether we are required to submit temporary help resource names for the added category or not?

ANSWER 71

The guide was meant to assist those existing offerors who want to add new Classes and new offerors, however it does not supersede what was originally in the solicitation and more precisely what is in Attachment 1 to Part 4 - Mandatory Evaluation Criteria.

Qualification for Streams/Classifications (Streams 1, 2, 3, 4)

If the 20 compliant temporary help resource names demonstrate only one or two different classifications within a stream, the offeror is considered compliant for the one (1) or two (2) classifications demonstrated. If the offeror demonstrates three (3) or more different classifications within a stream, the offeror is considered compliant for all the classifications within that stream.

Offerors who have a SO under RFSO no. EN578-060502/C for one (1) classification within a stream and wish to offer for all classifications within that stream for this solicitation (RFSO no. E60ZN-110002/A must demonstrate two (2) more classifications within that stream and must comply with M1, M2A or M2B, M3 and any other requirements of the solicitation no. E60ZN-110002/A.

Offerors who have a SO under RFSO no. EN578-060502/C for two (2) classifications within a stream and wish to offer for all classifications within that stream for this solicitation (RFSO no. E60ZN-110002/A) must demonstrate one (1) more classification within that stream and must comply with M1, M2A or M2B, M3 and any other requirements of the solicitation no. E60ZN-110002/A.

Example 1. Offeror A is a Offeror that has a SO for the following two (2) classifications in Stream 3 under Solicitation no. EN578-060502/C:

- Building Technician
- Building Superintendents

For this solicitation, Offeror A has demonstrated one more classification in Stream 3 under M2A:

- General Labourer

Offeror A is considered compliant for all classifications in Stream 3 if it has demonstrated compliance with M1, M2A, M3 and other requirements of this solicitation.

Demonstrating different classifications does not include sub-classifications.

Example 2: Offeror B provides the following:

- Paul Murphy - Classification: Clerk, Sub-classification: Data Entry
- Mark Smith - Classification: Clerk, Sub-classification: Accounting

The above scenario is considered to be 2 different named temporary help resources; however, only the "Clerk" classification is being demonstrated.

QUESTION 72

I heard a rumour that THS SO/SA categories no longer have a ceiling rate and provided the contract stays within the 400k limit, there are no restriction to the hourly rate.

ANSWER 72

You are correct that the Standing Offers and Supply Arrangements no longer have ceiling rates. For the Standing Offer, once a week (the exact day to be determined), the Qualified Offerors will have the opportunity to input two (2) weekly price revision (PR) rates, one unilingual and one bilingual rate directly into the THS On-line System. This will become that given week's Offeror's firm hourly rate, for the given classification and level of expertise. Qualified Offerors will be ranked (lowest price to highest) based on the weekly price revision (PR). For the Supply Arrangement, Suppliers will submit prices for classifications at the Request for Proposal (RFP) stage and their financial proposal will be evaluated at that time.

Solicitation No. - N° de l'invitation

E60ZN-110002/A

Amd. No. - N° de la modif.

008

Buyer ID - Id de l'acheteur

002zn

Client Ref. No. - N° de réf. du client

E60ZN-110002

File No. - N° du dossier

002znE60ZN-110002

CCC No./N° CCC - FMS No/ N° VME

QUESTION 73

We are an approved supplier and doing our refresh.

I have been approached by an aboriginal firm who cannot meet the requirements on their own and would like me to JV with them on the Aboriginal SA and SO for THS.

Can I keep my THS and also be part of a jv on the Aboriginal?

ANSWER 73

Yes please see Article 4. - Multiple Offers in Part 3 of the solicitation.