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Bid Receiving - PWGSC / Réception des soumissions - TPSGC

11 Laurier St. / 11, rue Laurier
Place du Portage, Phase III
Core 0A1 / Noyau 0A1
Gatineau
Québec
K1A 0S5

**Revision to a Request for Supply
Arrangement - Révision à une demande
pour un arrangement en matière
d'approvisionnement**

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

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

Comments - Commentaires

Vendor/Firm Name and Address

Raison sociale et adresse du
fournisseur/de l'entrepreneur

Issuing Office - Bureau de distribution

Electronic Information Technology Professional Srv
Div/Div des srv professionnels en technologie de
l'information électronique
11 Laurier St. / 11 rue Laurier
Portage III 0A1 - 1
Gatineau
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K1A 0S5

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|--|--|
| Title - Sujet TBIPS | |
| Solicitation No. - N° de l'invitation EN578-055605/E | Date 2013-03-21 |
| Client Reference No. - N° de référence du client EN578-055605 | Amendment No. - N° modif. 014 |
| File No. - N° de dossier 003ei.EN578-055605 | CCC No./N° CCC - FMS No./N° VME |
| GETS Reference No. - N° de référence de SEAG PW-\$\$EI-003-25338 | |
| Date of Original Request for Supply Arrangement 2013-01-18 Date de demande pour un arrangement en matière d'app. originale | |
| Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2013-04-03 | |
| Address Enquiries to: - Adresser toutes questions à: Benoit(003ei), Real | Buyer Id - Id de l'acheteur 003ei |
| Telephone No. - N° de téléphone (819) 934-4667 () | FAX No. - N° de FAX (819) 956-7827 |
| Delivery Required - Livraison exigée | |
| Destination - of Goods, Services, and Construction: Destination - des biens, services et construction: | |
| Security - Sécurité This revision does not change the security requirements of the solicitation. Cette révision ne change pas les besoins en matière de sécurité de l'invitation. | |

Instructions: See Herein

Instructions: Voir aux présentes

| | | |
|--|--------------------------|--------------------------|
| Acknowledgement copy required | Yes - Oui | No - Non |
| Accusé de réception requis | <input type="checkbox"/> | <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 | | |

Solicitation Amendment #14

This solicitation amendment is raised to make the following:

- A: Modification #18**
C: Questions and Answers
-

A: Modification #18

Under Attachment B and C of the solicitation document - M.6 SECURITY CLEARANCE OF THE BIDDER:

Delete:

At the time of supply arrangement issuance the Bidder must hold at least a valid Designated Organization Screening (DOS) issued by the Canadian Industrial Security Directorate (CISD), Public Works and Government Services Canada (PWGSC).

1. To demonstrate this requirement, the Bidder must provide in the Data Collection Component of CPSS:
 - a) (i) the CISD file number(s); or
 - (ii) information regarding its application(s) for security clearance.
 - b) for this mandatory the Grandfather Certification in Attachment E of this bid solicitation if the Bidder was issued a SA under the last TBIPS solicitation EN578-055605/D and does not wish to modify its qualification against this criterion; or
 - c) the information in M.6, 1.a) if the Bidder was issued a SA under the last TBIPS solicitation EN578-055605/D and wishes to modify its qualification against this criterion.
2. If the Bidder is a joint venture, all joint venture members must hold at least a valid DOS issued by CISD, PWGSC.

Insert:

At the time of supply arrangement issuance the Bidder must hold at least a valid Designated Organization Screening (DOS) issued by the Canadian Industrial Security Directorate (CISD), Public Works and Government Services Canada (PWGSC).

1. To demonstrate this requirement, the Bidder must provide in the Data Collection Component of CPSS:
 - a) (i) the CISD file number(s); or

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Buyer ID - Id de l'acheteur

003ei

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-
- (ii) information regarding its application(s) for security clearance; **OR**
- b) for this mandatory the Grandfather Certification in Attachment E of this bid solicitation if the Bidder was issued a SA under the last TBIPS solicitation EN578-055605/D and does not wish to modify its qualification against this criterion; or
- c) the information in M.6, 1.a) if the Bidder was issued a SA under the last TBIPS solicitation EN578-055605/D and wishes to modify its qualification against this criterion.
2. If the Bidder is a joint venture, all joint venture members must hold at least a valid DOS issued by CISD, PWGSC.

C: Questions and Answers

Q 197

I am preparing our technical response and have the following question:

- (a) The solicitation documents indicate that as a current TBIPS SA and SO holder, we should submit 1 copy of the Technical and 1 copy of the Financial.**
- (b) Does this mean you expect to see a copy of Attachment E in both documents?**
- (c) As a current TBIPS holder my understanding is that we fill in all online information, and only need to submit a copy of Attachment E signed in order to refresh our current arrangements. We do not wish to add or remove any categories we currently hold.**

A 197

- (a) Correct. As a current SO/SA Holder, you must submit one hard copy of your Technical bid. The Financial bid for the SO must be submitted through the DCC.**
- (b) No. Attachment E must be submitted as part of you Technical bid.**
- (c) Correct**

Q 198

I noticed on the Merx system that the bid closing date has been extended to March 25th for the hard copy and CPSS submission.

Can you please confirm that this new date is correct.

A 198

Please refer to Solicitation Amendment #13, Modification # 15.

Q 199

What is page reference #?

This is at "Supplier Information" in M.2 Mandatory criteria?

A 199

Please refer to Solicitation Amendment #9, A131.

Q 200

- (a) (i) **Can you please confirm all members of the Joint Venture is a cumulative total or**
(ii) **is each Member of the Joint Venture required to demonstrate \$1 million revenue over a 3 year period?**
- (b) **Is there a limit number of members in a Joint Venture?**

A 200

- (a)(i) The \$1 million to satisfy M.4 for the SO is an aggregate amount.
(a)(ii) No
- (b) No

Q 201

1. **Can you please confirm that each member of the Joint Venture must meet the requirements below?**
- (a) **Must have earned a gross business volume in sales in the amount of at least \$250,000 CDN in the last fiscal year ending not more than twelve months immediately prior to the closing date.**
- (b) **Documented proof: must have carries on business as the same legal entity for a minimum of 3 years as of the closing date.**
- (c) **Must have invoiced for, and provided Informatics Professional Services to Outside Clients above the \$1 million minimum billing threshold.**
- (d) **Stream 6: Cyber Protection Services Tier 1 – 6 substantiated project references have to be within 3 years prior to bid closing.**
2. **Why the difference from \$1 million to \$250k CDN?**

A 201

- 1.
- (a) No. Please refer to M.1 Financial Certification, article 3 of Attachments B and/or C.
(b) Yes. Please refer to M.2 Minimum Years in Business, article 2 of Attachments B and/or C.
(c) No. Please refer to M.4 Total Cumulative Value Billed, article 2 of Attachments B and/or C.
(d) Please refer to M.5 Identification of Categories, first paragraph and M.5 article 2.
2. They are requirements under different mandatory criteria. The \$1 million is the TCVB required to satisfy the requirements for the SO under M.4. The \$250, 000 is the Financial Certification required to satisfy M.1.

Q 202

We are a current SO/SA TBIPS holder.

In stream 5 ((P) Project Management Services) we currently have 10 of the 12 categories; 3 of these being unsubstantiated. Specifically, our unsubstantiated categories include P1 (Change Management Consultant), P2. (Enterprise Architect) and P4. (Organizational Development Consultant); we do not have P3. (HR Consultant) and P.12 (Risk Management Specialist). Are we able to switch one of our unsubstantiated categories to a category the we do not have (ie. Can we switch P4. (Organizational Development Consultant) for P.12 (Risk Management Specialist).

A 202

No. Please refer to M.5 article 7 (iii) of Attachment B and/or C and to Solicitation Amendment #7, A90 4).

Q 203

Reference a proposal for a JV. In the DCC under Certifications, M2 Number of months in business:

- a. There are two Sections...Supplier Information and Joint Venture Member Information.**
- (i) The supplier is the JV, correct?**
 - (ii) Therefore isn't the "established on" date for the supplier the same as for the Joint Venture?**
- b. Also would you please clarify what page reference is being sought?**

A 203

- a.(i) Correct
- a.(ii) Yes. Under the "Supplier Information" section, the Bidder must enter the date the JV was established on. Under the "Joint Venture Member Information" section, the Bidder must enter the dates that each member of the JV were established on. For the evaluation of M.2, Canada will verify the information provided under the "Joint Venture Member Information" section against the supporting documents submitted in hard copy with the bid.

- b. Please refer to Solicitation Amendment #9, A131.

Q 204

This question is in relation to the TBIPS Refresh - solicitation #: EN578-055605

For a variety of factors - the amount, and size of recent amendments that have been released, the importance of this solicitation for both Canada and suppliers, many

companies and organizations being short staffed during the March break week and the requirement to obtain a large number of references (many of reference clients are away this week), we are requesting a 2 week extension to have bids due April 9th, 2013.

A 204

Please refer to Solicitation Amendment #13, Modification #15.

Q 205

This question is in relation to the TBIPS Refresh - solicitation #: EN578-055605

For currently qualified CPSA vendors, TBIPS is not allowing each individual company in the CPSA joint venture to be qualified individually on the TBIPS refresh in the new Cyber Protection Services Stream.

The Crown states that the CPSA JV is a different legal entity. This statement is false. Most Joint Ventures between firms are NOT legal entities.

The following is the PWGSC definition of a Joint Venture: "A joint venture is defined as an association of two or more parties which combine their money, property, knowledge, skills, time or other resources in a joint business enterprise agreeing to share the profits and the losses and each having some degree of control over the enterprise."

This clearly states that a Joint Venture is not a single legal entity but two or more parties combining their knowledge and skill in order to bid on a specific procurement. The Crown stated in question 155 "Your CPSA (JV) is a different legal entity than your TBIPS SO/SA (the single entity)". This statement is erroneous. A JV is made up of more than one single entity. A single entity that is part of the JV is jointly and severably liable for all activity under that JV, just as it would be if it was a single entity on to itself. If the JV (CPSA holder) was a different legal entity than the single entity (TBIPS SO/SA holder) then the single entity would not be liable for the activity of the JV. Therefore, the Crown's argument that CPSA joint venture members will not automatically qualify because the JV is a different legal entity is unfair for current CPSA holders who are joint ventures. Furthermore, the requirements to qualify for the CPSA were extremely onerous requiring a significant amount of security strategies and workplans as well as corporate and candidate expertise. For this reason, many firms were required to bid as a Joint Venture.

Therefore, we are asking the Crown to allow CPSA JV members to be migrate to the TBIPS SO/SA.

A 205

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Your joint venture qualified for CPSA using the qualifications of all members of the joint venture. As such, the migration process applies to the CPSA holder (i.e.: the JV). Canada does not recognize the qualifications of the JV members individually for the migration process.

Q 206

My company currently holds a TBIPS contract (in Joint Venture with “company name”). Our company has grown over the past several years and we are now in the position to also respond to Tier 2 requirements.

We would like to submit a 2nd TBIPS response, but are unsure how to do this.

A 206

Regarding your JV: You are considered as a current TBIPS Holder who wishes to change the Technical on file (i.e.: applying for Tier 2). Please refer to Solicitation Amendment # 3 A5, and to Solicitation Amendment #12, Modification #13.

Regarding your 2nd TBIPS response: You would be considered as a new bidder and must submit a complete bid. Please refer to Component 1, Part 3, article 1.4 Submission Grid, Column B.

Q 207

As per Part 4 – Evaluation Procedures and Basis of Selection – Section 4 – Financial Viability - Paragraph 4 – Financial Information Already Provided to Public Works and Government Services (PWGSC) – Page 21 of 108 – This is to confirm that the necessary financial information for “company name” is still on file with PWGSC?

A 207

This information is not required with the bid submission. The Financial Viability is only required if and when requested by the SO/SA Authority.

Q 208

Please confirm: inputting of standing offer rates within the DCC, and the possible use of the Copy Information tool will not impact existing supply arrangement rates on current contracts.

A 208

Confirmed

Q 209

- 1. We have formed a new JV and are bidding on Tier 1 and Tier 2. Online under Tiers, we have selected:**

X – Standing Offer (SO)

X – Supply Arrangement (SA) – Tier 1

X – Supply Arrangement (SA) – Tier 2

Under streams we will provide substantiation to qualify for Tier 2. Does qualifying for Tier 2 automatically qualify us in Tier 1 as well?

- 2. Attachment “E”, page 2 states “All bidders must sign and submit this form”.**

- (i) As a JV, does only the LEAD member need complete this, or all individual JV Members?**
- (ii) In other words, in a JV, is the LEAD member considered “the bidder”?**

- 3. Total Cummulative Value Billed Tier 1**
Total Cummulative Value Billed Tier 2

If we provide “Total Cummulative Value Billed Tier 2” document do we also have to provide a 2nd document for Tier 1?

A 209

- 1. Yes**
- 2. (i) Please refer to Attachment H, section 16 Joint Venture, article 3.**
- 2. (ii) No, the JV is considered the bidder.**
- 3. No**

Q 210

We officially changed our company name on November 1, 2012. It states in M2 “The Bidder must have carried on business as the same legal entity for a minimum of three years as of the date of bid submission.” Would submitting a response included with our tax returns confirming the number of years in business along with a copy of an official Certificate of Name Change be suffice? If not, please advise.

We are not a current TBIPS supplier. We have been an incorporated business for almost 7 years – we simply changed our name in Nov 2012.

A 210

Yes. However, Canada may request further information during the evaluation process. Please refer to M.2, article 3 of Attachment B and/or C.

Q 211

Could the client please confirm the following:

- **We are a current TBIPS holder who intends to use the Grandfather Certification. For M.2 on the DCC, should we include the establishment date and a page reference in our technical bid noting this fact, or should we leave this section on the DCC blank?**

A 211

The Grandfather Certificaton will satisfy the requirements for M.2, unless your information on file with PWGSC for this mandatory has changed. Current TBIPS Holders submitting the Grandfather Certification for M.2, can leave the “establishment date” and “page reference” fields in the DCC blank.

Q 212

We would like to request a two weeks extension to enable bidders enough time to complete the gathering of information required in order to submit a compliant response and to inform all references involved in this bid.

A 212

Please refer to Solicitation Amendment #13, Modification #15.

Q 213

We have a TBIPS SO and SA now and are opting for the grandfather certification, i.e., not applying for additional tiers or categories.

Per Amendment 12, Section B, Clarification #11 - selecting a region does not automatically give the bidder the metropolitan areas under the region. We currently have region Pacific, so Victoria and Vancouver areas are not automatically granted. This means that if a department specifically searches for Vancouver, our company would not be found.

We have the following questions regarding the above clarification requiring answer to complete our submission.

Question 1: Can we include additional regions and / or metropolitan areas without impacting the grandfather certification? We are not requesting additional categories or tiers in new regions.

Question 2: Do we need a physical presence in the region (or sub-region)? We are assuming not as regions Pacific and Atlantic are not actual places.

Question 3: Given the clarification made in amendment 12, we assume the same applies for region “National Zone/Canada Wide”, i.e., we would be missed if a department searches for a specific metropolitan area?

A 213

- 1) Yes
- 2) No, you do not need a physical presence in the region or metropolitan area.
- 3) Yes

Q 214

The M1 - Financial Certification refers to business volumes in the “last fiscal year ending not more than twelve months immediately prior to the date of submission”. With the last change to submission date from the original of 04 March 2013 to the present 04 April 2013, the qualifying fiscal year will change for companies with a March 31 fiscal year end. This could eliminate an originally qualified bidder.

Please confirm that, for the purpose of M1, the “date of submission” may be either the original date of submission (04 March 2013) or the final (currently 04 April 2013), at the bidder’s option.

A 214

No, M.1 remains unchanged.

Q 215

Hello, I am currently representing about 5 firms attempting to complete the TBIPS Refresh, we are struggling for time to meet the deadline, is there any possibility of a further 1 week extension.

A 215

The closing date remains unchanged.