

RETURN BIDS TO:
RETOURNER LES SOUMISSIONS À:
Bid Receiving - PWGSC / Réception des soumissions -
TPSGC
11 Laurier St. / 11, rue Laurier
Place du Portage, Phase III
Core 0A1 / Noyau 0A1
Gatineau
Quebec
K1A 0S5
Bid Fax: (819) 997-9776

SOLICITATION AMENDMENT MODIFICATION DE L'INVITATION

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

This document contains a security requirement.

Vendor/Firm Name and Address

**Raison sociale et adresse du
fournisseur/de l'entrepreneur**

Issuing Office - Bureau de distribution

Services Procurement-Instruments Management
Division/Approvisionnement de services-Gestion des
instruments
11 Laurier St. / 11, rue Laurier
10C1, Place du Portage III
Gatineau
Quebec
K1A 0S5

Title - Sujet PROF. SERVICES - FINANCIAL PASS	
Solicitation No. - N° de l'invitation 24062-130078/A	Amendment No. - N° modif. 001
Client Reference No. - N° de référence du client 24062-130078	Date 2012-08-14
GETS Reference No. - N° de référence de SEAG PW-\$\$ZQ-004-24712	
File No. - N° de dossier 004zq.24062-130078	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2012-08-21	Time Zone Fuseau horaire Eastern Daylight Saving Time EDT
F.O.B. - F.A.B. Plant-Usine: <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: Clément, Nadine	Buyer Id - Id de l'acheteur 004zq
Telephone No. - N° de téléphone (819) 956-1376 ()	FAX No. - N° de FAX (819) 997-2229
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction:	

Instructions: See Herein

Instructions: Voir aux présentes

Delivery Required - Livraison exigée	Delivery Offered - Livraison proposée
Vendor/Firm Name and Address Raison sociale et adresse du fournisseur/de l'entrepreneur	
Telephone No. - N° de téléphone Facsimile No. - N° de télécopieur	
Name and title of person authorized to sign on behalf of Vendor/Firm (type or print) Nom et titre de la personne autorisée à signer au nom du fournisseur/ de l'entrepreneur (taper ou écrire en caractères d'imprimerie)	
Signature	Date

This amendment is to respond to questions and amend the RFP.

Q1. In regards to the requirement for all Contractor personnel to hold security screening at the level of SECRET, will personnel who hold an equivalent security clearance level from identified countries (e.g. United States, United Kingdom, Australia) be deemed to have met this requirement?

A1. We will accept the equivalent security clearance from a foreign country provided that Canada holds a reciprocal security MOU with that country. In addition, Canada will require verification of the appropriate security clearance of the identified resource from the International Industrial Security Directorate, PWGSC. Here is the list of the counties that Canada holds a MOU with:

- Australia
- Finland
- France
- Germany
- Israel
- Italy
- Spain
- Netherlands
- New Zealand
- Norway
- Sweden
- Switzerland
- UK
- USA

Q2. In regards to the Security Requirement that the conditions must be met at the date of bid closing, will the Crown provide clearance prior to or post bid closing for proposed resources who hold an equivalent security clearance level from identified countries?

A2. The Contracting Authority will validate security at bid closing for the resources with CISC. Depending on the country in question, the process to confirm the security is done within 2 weeks or so.

Q3. In section RT1b (page 21 of 45) it indicates that points will be allocated as follows in terms of the evaluation of the projects/programs described for RT1a:

Points will be allocated as follows:

- **International Best Practices :**
 - o Researched = 10 points
 - o Researched and Applied = 20 points
- **Stakeholders and Recommendations:**
 - o Referenced = 5 points
 - o Details regarding interviews and recommendations = 10 points
- **DND and TB policies:**
 - o DND or TB policies and related instruments

were used as a resource or reference, but costing assignment did not directly require the use of DND or TB policies. = 5 points
 o Worked on non-military capital asset acquisition project/program requiring direct application of TB policies = 7 points
 o Worked on military capital asset acquisition projects/programs requiring direct application of TB and DND policies = 10 points;

While we believe it is important to have knowledge of DND and TB policies, we believe that the attempt to award points based on International Best Practices and current DND and TB policies could result in a conflict since one is global in nature and the other is specific to Canada. Would you consider moving the assessment of knowledge of the DND and TB policies to a separate rated element (perhaps RT1c) not linked to RT1a, but rather to the knowledge / experience of a team member?

A3. Attachment 1 to Part 4 was amended.

Q4. In reviewing the resource category descriptions, we notice that the Audit Support Specialist category now contains minimum mandatory education, professional designation and experience requirements. This will significantly remove any flexibility on the part of the bidders to propose a team with the required skills and expertise to fulfill the requirement.

Assessing and establishing costs of this nature and complexity is not only an accounting exercise. It requires skills and abilities not necessarily generally associated with accounting designations. Given the changes to the Audit Support Specialist category, bidders will not be permitted to propose the appropriate mix of resources to most effectively best complete the work required by the Crown. Would the Crown consider removing the minimum mandatory resource requirements defined under the Audit Support Specialist category and allow the market the flexibility required to propose the best team of skilled resources to complete this work?

A4. No, the Audit Support Specialist will remain unchanged.

Q5. Part 7 – Resulting Contract Clauses: With regards to the requirement for all Contractor personnel to hold security screening at the level of SECRET, at date of bid closing, will personnel who hold an equivalent security clearance level from United States, United Kingdom, Australia, New Zealand be deemed to have met this requirement? Within the previous version of this solicitation the Crown indicated acceptance of the equivalent security clearance from a foreign country provided that Canada holds a reciprocal security MOU with that country.

A5. Yes as long as the security is valid for the resource at time of bid closing.

Q6. MT4 h) requires bidders to provide “Reference(s) (Name, telephone number, e-mail), which may be contacted to verify work experience”. As it will be challenging for resources to provide contact information for all the projects they have worked on over the course of their career (i.e. many references have moved places of employment, retired, etc.) please confirm that listing references for a minimum of 3 projects for each reference will be acceptable.

A6. Where references for projects are known, the Bidder should provide the information.

Solicitation No. - N° de l'invitation

24062-130078/A

Amd. No. - N° de la modif.

001

Buyer ID - Id de l'acheteur

004zq

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

24062-130078

File No. - N° du dossier

004zq24062-130078

CCC No./N° CCC - FMS No/ N° VME

Q7. MT7 states “Each of the remaining proposed resources (excluding administrative staff) must have significant experience in developing and assessing lifecycle costing methodologies for the public or private sector for projects/programs of at least \$5M in value during the last 10 years”. Please confirm that it is not the Crown's intention to assess the Audit Support Specialist resource category against MT7. As stated above, not every resource proposed on the team will necessarily require this level of specific experience given the broad range of skills required within the team to most effectively best complete the work required by the Crown.

A7. Attachment 1 to Part 4 was amended.

This amendment is to respond to questions.

Q8. The old timelines and deadlines were not very flexible – are the new timelines and deadlines flexible?

A8. Due to the commitments made for reporting to Parliament, the timelines are not flexible.

Q9. Can you elaborate on the interplay between the work of the Contractor, and that of DND, TB and PWGSC etc...? Will the Contractor look at and assess the successive iterations of the reports as it passes for review to the other government stakeholders?

A9. There will be significant interplay between the work of the Contractor and the various government stakeholders. The goal of the project is to give advice to Ministers and decision makers. The Contractor's work will form part of the reports and recommendations submitted Ministers and Parliament. Between the Contractor's draft and final report, DND and other Government Stakeholders will examine the Contractor's findings and this may result in changes to the lifecycle costing model that was historically used for submissions related to the F-35.

Q10. It does not appear that international best practices are well-aligned with Treasury Board policies – to which of these standards should the Contractor's work adhere?

A10. The contractor is only required to assess compliance to policies related to lifecycle costing, not broader procurement policies. DND is required to comply with Treasury Board policies and therefore any recommendations must adhere to these policies. However, the TB policies are principles based and thus not very restrictive when related to lifecycle costing. To our knowledge, there is not a single international best practice standard in the area of military costing. The contractor is asked to review lifecycle costing processes from other advanced nations that may be applicable to the costing for the next generation fighter and provide a framework that incorporates these best practices and aligns to the Treasury Board policies.

Q11. Will you help a Bidder's international resources acquire the required security clearance for the time of bid closing?

A11. No, Canada will not facilitate the acquisition of the required security clearance for any Bidder's international resources. The Contracting Authority will only check whether all submitted resources have the security clearance at the time of bid closing.

Q12. Is the price that Bidders should submit pursuant to Attachment 1 to Part 3 Pricing Schedule inclusive of the optional work detailed in Subsection 5.6.1 of Annex "A" Statement of Work?

A12. Yes, the Bidder's Financial Bid should include the Bidder's price for the optional work detailed in Subsection 5.6.1 of Annex "A" Statement of Work.

Q13. Will the Work under the resulting Contract begin on the first week of September 2012?

A13. Yes, the Work will begin on the first week of September 2012.

Q14. Can you provide a list of the attendees to the Bidder's Conference of 10 August 2012?

A14. Yes, Canada will provide a list of the Bidder's Conference attendees with the answers to the questions asked in regards to this solicitation.

RFP Amendment

At Attachment 1 to Part 4, Technical Evaluation

Delete: entirely

Replace: by the following

ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED.

ATTACHMENT 1 to PART 4 TECHNICAL CRITERIA

1.1.1 Mandatory Technical Criteria

The bid must meet the mandatory technical criteria specified below. The Bidder must provide the necessary documentation to support compliance with this requirement.

Bids which fail to meet the mandatory technical criteria will be declared non-responsive. Each mandatory technical criterion should be addressed separately.

Mandatory Technical Criteria (MT)				
For the purpose of the mandatory technical criteria specified below, the experience of the Bidder, its parent, subsidiaries, or other affiliates of the Bidder, or its sub-contractors will be considered.				
The Bidder's Experience -				
Number	Mandatory Technical Criterion	MET	NOT MET	Cross Reference to Proposal
MT1	<p>The Bidder must demonstrate its experience in advising senior management on a minimum of 2 capital asset acquisition projects, one of which must have been for a military acquisition, in organizations in either the public or private sector. Each submitted capital asset project must have a value of at least \$25M. Experience must have involved the assessment or development of a lifecycle costing methodology that was implemented.</p> <p>For each project, the Bidder must:</p> <ul style="list-style-type: none"> Describe five (5) weaknesses or strengths that were identified as key contributors or detractors in the development of the lifecycle cost methodology and the actual cost estimate. Describe the recommendations for improvements that were presented to the client organization. <p>A maximum of 2 projects will be assessed for this criterion. If more than 2 are presented only the first 2 provided in the proposal will be evaluated.</p>			

MT2	<p>The Bidder must propose a team of at least two (2) resources to deliver the work as per its work plan in MT3. The Bidder must clearly identify in its proposal, the proposed team leader.</p> <p>The proposed resources must:</p> <ol style="list-style-type: none"> 1.Be from the categories of resources listed under Work Stream 6 as per Attachment 1 to Annex A. 2.The proposed team leader must be from the Partner/Managing Director or Project Manager/Leader resource category. 3.50% of the proposed team must hold a valid professional designation* (CA, CMA, CGA or a recognized equivalent designation from another country) <p>*If the calculation to determine the number of the proposed resources who must hold a valid professional designation results in a decimal place, the number will be rounded up or down based on the following:</p> <p>Calculation results in .01 to .49, the number will be rounded down. Calculation results in .50 to .99, the number will be rounded up.</p> <p>For example, if a team of 5 resources is proposed, 3 out of 5 ($5 \times 50\% = 2.5$) resources must have a designation</p>			
MT3	<p>The Bidder must demonstrate its understanding of the requirement by submitting a proposed Work plan for completing the work as described in the SOW, attached as Annex A.</p> <p>The Work plan must include:</p> <ol style="list-style-type: none"> 1.The Contractor's technical approach and methodology to deliver the work as described in the SOW; 2.The role(s) and responsibility(ies) of each proposed resource for each task; and 3.Scheduling of work, work phases and provision of complete time estimates. 			
The Bidder's Proposed Resources' Experience				
Number	Mandatory Technical Criterion	MET	NOT MET	Cross Reference to Proposal

MT4	<p>The Bidder must submit detailed CVs for each of the proposed resources demonstrating that they meet the minimum mandatory qualifications and experience requirements (educational, professional designations and work experience) as described in Attachment 1 to Annex A.</p> <p>It is preferred that Bidders include, as a minimum, for each CV:</p> <ul style="list-style-type: none"> (a) Name and category of proposed resource (b) Education* (c) Professional Accreditations (current status) (d) Security information (level of security, CISC file number and expiry date) (e) Years of Experience and years with the firm (f) Description of Relevant Project Experience (g) Main responsibilities of work performed by the proposed resource on the project (h) Reference(s) (Name, telephone number, e-mail), which may be contacted to verify work experience. <p>*The list of recognized organizations can be found on the Canadian Information Centre for International Credentials website, at the following internet link:</p> <p>http://www.cicic.ca/415/credential-assessment-services.canada.</p> <p>For each resource, please fill in the following:</p> <p style="text-align: center;">Resource Name and Category Level of Security Security Number and Expiry Date</p>			
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MT5	<p>The Bidder must demonstrate that at least one of its proposed team members has significant experience during the last 10 years in developing and assessing lifecycle costing methodologies using international best practices for military capital acquisition projects of at least \$25M in value.</p> <p>To demonstrate compliance with this criterion, the Bidder must clearly indicate in its proposal which of its team resources possesses the required experience. The Bidder must also include the following information:</p> <ul style="list-style-type: none"> a)the client/employer for whom the work was performed b)the subject matter and the objectives c)a description of particular complexities in developing the lifecycle costing methodology d)the individual resource's role in developing /assessing the life cycle costing methodology e)the duration of the work (mm/yy to mm/yy) <p>Significant experience is defined as the resource having worked on at least one project where the cumulative experience over the past ten years totaled or exceeded 12 months.</p>			
MT6	<p>The Bidder must demonstrate that at least one of its proposed team members has significant experience in the audit or review of financial information, which may include either financial statements or other financial reports.</p> <p>To demonstrate compliance with this criterion the Bidder must submit a description of the resource's experience that demonstrates experience working on the audit or review of financial information.</p> <p>Significant experience is defined as the resource having been employed on a full-time basis and for a minimum of three years within the past six years working on audits or reviews of financial information.</p>			

MT7	<p>At least 50% of the remaining proposed resources (excluding administrative staff) of the team must have significant experience in developing and assessing lifecycle costing methodologies for the public or private sector for projects/programs of at least \$5M in value during the last 10 years.</p> <p>To demonstrate compliance with this criterion, for each project/program summary submitted, the Bidder must include the following information:</p> <ul style="list-style-type: none"> a)the client/employer for whom the work was performed b)the subject matter and the objectives c)a description of particular complexities in developing the lifecycle costing methodology and the cost estimate d)the resource's role in developing /assessing the life cycle costing methodology and estimate e)the duration of the work (mm/yy to mm/yy) f)which proposed resource conducted this work <p>Significant experience is defined as the resource having worked on at least one project where the cumulative experience over the past ten years totaled or exceeded 12 months.</p> <p>*If the calculation to determine the number of the proposed resources who must hold a valid professional designation results in a decimal place, the number will be rounded up or down based on the following:</p> <p>Calculation results in .01 to .49, the number will be rounded down. Calculation results in .50 to .99, the number will be rounded up.</p> <p>For example, if a team of 5 resources is proposed, 3 out of 5 ($5 \times 50\% = 2.5$) resources must have the experience</p>			
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1.1.2 Point Rated Technical Criteria

Bids which meet all the mandatory technical criteria will be evaluated and scored as specified in the tables inserted below.

Bids which fail to obtain the required minimum number of points specified will be declared non-responsive. Each point rated technical criterion should be addressed separately. For the purpose of the Point Rated technical criteria specified below, the experience of the Bidder, its parent, subsidiaries, or other affiliates of the Bidder, or its sub-contractors will be considered.

Point Rated Technical Criteria- Scores		Required Number of Points		Cross Reference to Proposal
Item	Description			
		Min	Max	
The Bidder's Methodology				
RT1: The Bidder's Experience				
RT1a	<p>Previous Experience – Leading the lifecycle costing of Capital Acquisition Projects</p> <p>The Bidder should provide details of previous experience leading the lifecycle costing of two (2) capital asset acquisition projects, one of which must have been for a military acquisition project/program with a minimum value of \$25M, in particular demonstrating experience with the assessment or development of the lifecycle costing methodology. The following details should be provided for each:</p> <ul style="list-style-type: none"> • Name and description of client organization; • Scope, size in dollars and resources, project timeframes and level of effort in professional days; • Objective of the projects/programs; • Description of the supplier's role(s) and responsibility(ies) in the lifecycle costing of those projects; and • Description of reports and recommendations made to the client <p>Points will be allocated for each project as follows:</p> <ul style="list-style-type: none"> • Breadth of experience/complexity: <p>A) Assessed existing lifecycle costing methodologies as applied to the project/program = 5 points</p> <p>B) Assisted with development of lifecycle costing as it applied to the project/program = 10 points</p> <p style="text-align: center;">OR</p> <p>B) Project related to the development of a lifecycle cost estimate framework for use by entity on various projects/programs = 10 points</p> <p>C) Advised and made recommendations to senior management on the lifecycle costing related to the</p>	50	80	

Point Rated Technical Criteria- Scores		Required Number of Points		Cross Reference to Proposal
Item	Description			
	<p>project/program = 5 points</p> <p>Up to a maximum of 20 points (A+B+C) will be awarded per project for the breadth of experience/complexity.</p> <ul style="list-style-type: none"> Value of projects: <ul style="list-style-type: none"> Less than \$100M= 10 points per project \$101M to \$999M = 15 points per project Greater than \$1B= 20 points per project <p>If more than 2 projects are presented, the first 2 provided in the proposal will be evaluated.</p>			
RT1b	<p>Previous Experience - Relevance of Projects/programs</p> <p>Points for each of the projects/programs described for RT1a about the bidder's experience will be allocated taking the following into consideration:</p> <ul style="list-style-type: none"> The bidders lifecycle costing experience as directly related to the tasks described in Section 5.3, 5.4, 5.5 and 5.6 of this Statement of Work; (up to a maximum of 40 points per project; up to 80 points in total), in particular: <ul style="list-style-type: none"> Researched and demonstrated that International best practices were used when developing/providing input to the lifecycle cost methodology and the actual cost estimate for the capital asset acquisition projects/programs Interviewed stakeholders and prepared recommendations for senior management <p>Points will be allocated as follows:</p> <ul style="list-style-type: none"> International Best Practices: <ul style="list-style-type: none"> Researched = 10 points Researched and Applied = 20 points Stakeholders and Recommendations: <ul style="list-style-type: none"> Referenced = 5 points Details regarding interviews and recommendations = 10 points 	40	60	
RT1c	<p>The Bidder should demonstrate that the proposed resources worked directly on the projects/programs reference projects submitted in RT1a.</p> <p>Yes = 5 points per project for a maximum of 10 points No = 0 points</p>	0	10	

Point Rated Technical Criteria- Scores		Required Number of Points		Cross Reference to Proposal
Item	Description			
	Sub total	90	150	
RT 2 : The Bidder's proposed resources' experience				
RT2a	The Bidder should demonstrate that one of the team members has a Project Management Certification. o Yes = 10 points o No = 0 points	0	10	
RT2b	The Bidder should demonstrate that the proposed resources worked on one or both reference projects submitted in RT1a. 2 points will be awarded per resource per project to a maximum of 10 points.	0	10	
RT2c	The Bidder should demonstrate that the proposed resources worked on costing of military projects using the Department of National Defence (DND) (Canada) and Treasury Board of Canada (TB) cost estimating process as a reference or as resource for capital asset acquisition projects. DND and TB policies: o DND or TB policies and related instruments were used as a resource or reference, but costing assignment did not directly require the use of DND or TB policies. = 5 points o Worked on non-military capital asset acquisition project/program requiring direct application of TB policies = 7 points o Worked on military capital asset acquisition projects/programs requiring direct application of TB and DND policies = 10 points; If more than 2 projects are presented, the first 2 provided in the proposal will be evaluated.	0	20	
	Sub total	0	40	
RT3: The Bidder's Proposed Work Plan - The following rating scheme (Table 1) will be used to evaluate the Point Rated Technical Criteria. RT3 a, b, c and d.				
TABLE 1				
0	Information provided does not address the criteria. Bidder receives 0% for the available points for this element.			
1	Information provided demonstrates a minimal understanding that is relevant to the stated criteria. Bidder receives 10% of the available points for this element.			
3	Information provided demonstrates some understanding that is relevant to the stated			

Point Rated Technical Criteria- Scores		Required Number of Points	Cross Reference to Proposal
Item	Description		
	criteria but does not demonstrate a full range of understanding for all elements of the rated criteria. Bidder receives 30% of the available points for this element.		
5	Information provided demonstrates understanding for most but not all of the elements of the rated criteria. Bidder receives 50% of the available points for this element.		
7	Information provided demonstrates understanding that is relevant to all of the elements of the rated criteria. Bidder receives 70% of the available points for this element.		
8	Information provided clearly demonstrates a full understanding of all of the elements of the rated criteria. Bidder receives 80% of the available points for this element.		
10	Rated criteria is dealt with in depth, information provided demonstrates a full range of in-depth understanding of all of the elements of the rate criteria. Bidder receives 100% of the available points for this element.		
RT3a	The Bidder should demonstrate in its Work Plan that its approach and methodology are comprehensive to complete all aspects of the Work	21	30 (Using the table above times 3)
RT3b	The Bidder should demonstrate in its Work Plan that the assignment of personnel, allocation of responsibilities and level of effort are appropriate to the Work.	5	10
RT3c	The Bidder should demonstrate that it has an effective Risk Management and Contingency Plan to account for foreseeable risks in the conduct of the Work.	14	20 (Using the table above times 2)
RT3d	The Bidder should demonstrate in its Work Plan that the role of the proposed team leader is clearly defined, appropriate and reflected in all phases of the work plan and technical approach	5	10
	Sub total	45	70
	Minimum required score is 135 points or 51.9% points	135	260