

RETURN BIDS TO:
RETOURNER LES SOUMISSIONS À:
Bid Receiving - PWGSC/Réception des soumissions -
TPSGC
11 Laurier/11 rue Laurier
Place du Portage, Phase III
Core 0A1/Noyau 0A1
Gatineau, Québec K1A 0S5
Gatineau
Ontario
K1A 0S5
Bid Fax: (819) 775-7279

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

Vendor/Firm Name and Address
Raison sociale et adresse du
fournisseur/de l'entrepreneur

Issuing Office - Bureau de distribution
Property Management Project Division/Division du
projet de gestion immobilière
Sir Charles Tupper Building 4th Fl
Édifice Sir Charles Tupper 4e étage
A-425-F
2720 Riverside Drive/
2720, promenade Riverside
Ottawa
Ontario
K1A 0S5

Title - Sujet Real Property 1 (RP1) - RFI2	
Solicitation No. - N° de l'invitation EP008-112560/C	Amendment No. - N° modif. 004
Client Reference No. - N° de référence du client 20112560	Date 2013-01-24
GETS Reference No. - N° de référence de SEAG PW-\$SGC-002-61220	
File No. - N° de dossier gc002.EP008-112560	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2013-03-28	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: Wong, Lisa	Buyer Id - Id de l'acheteur gc002
Telephone No. - N° de téléphone (613) 736-3058 ()	FAX No. - N° de FAX (613) 736-3114
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

AMENDMENT 005**REQUEST FOR INFORMATION (RFI) REGARDING
REAL PROPERTY 1 (RP-1) - PROPERTY MANAGEMENT AND PROJECT
DELIVERY SERVICES
(FORMERLY KNOWN AS ALTERNATIVE FORMS OF DELIVERY)
FOR PUBLIC WORKS AND GOVERNMENT SERVICES CANADA****THIS AMENDMENT HAS BEEN RAISED TO EFFECT THE FOLLOWING CHANGES:****Insert:****1) the new closing date will be March 28, 2013****2) the following annexes to the RFI:**

Annex B - December 13, 2012 Industry Consultation Summary Report

Annex C - Draft RP-1 Request for Proposal

Annex D - Draft RP-1 Statement of Work

Annex E - Draft RP-1 Terms of Payment

Annex F - Draft Key Performance Indicators

Annex G - Draft Contract Requirement Deliverables List

3) Phase 3

PWGSC is sharing with industry the following draft RP-1 documents:

1. Request for Proposal (RFP);
2. Statement of Work (SoW);
3. Basis of Payment;
4. Key Performance Indicators;
5. Contract Deliverables Requirement List.

PWGSC is seeking feedback on the following by Tuesday, March 5, 2013. Those companies that wish to submit feedback should send by e-mail to Biensimmobiliers1.RealProperty1@tpsgc-pwgsc.gc.ca.

PWGSC is requesting another consultation with senior executives from companies that may be interested in submitting a proposal for the RP-1 requirement. The consultation will be in a group setting with Director Generals of PWGSC and is expected to take place in the National Capital Area February 20, 2013.

We are seeking potential bidders' feedback on the following RP-1 draft documents:

1. Statement of Work;

Solicitation No. - N° de l'invitation

EP008-112560/C

Amd. No. - N° de la modif.

004

Buyer ID - Id de l'acheteur

gc002

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

20112560

File No. - N° du dossier

gc002EP008-112560

CCC No./N° CCC - FMS No/ N° VME

-
2. Basis of Payment;
 3. Key Performance Indicators; and,
 4. Information Management and Information Technology (IM/IT).

PWGSC intends to analyze potential bidders' feedback along with Departmental requirements in order to finalize the number and type of portfolios/contracts to be solicited.

IM/IT information will be provided the week of February 4, 2013 as an amendment to the RFI to assist potential bidders in preparing for the consultation.

Those companies that wish to participate in this consultation should advise via e-mail to

Biensimmobiliers1.RealProperty1@tpsgc-pwgsc.gc.ca. In order to allow PWGSC to establish the schedule for consultation, respondents are requested to submit their interest to participate by **Thursday, February 7th by 14h00** to the Contracting Authority and provide a list of the senior individuals from their company who would be attending (limit of three per company). PWGSC will advise in due course on the detailed consultation schedule and location. Note that consideration is being given to establishing a videoconferencing option for attendance at this consultation.



Real Property 1: Property Management and Project Delivery Services (RP1)

INDUSTRY CONSULTATION



December 13, 2012



Public Works and
Government Services
Canada

Travaux publics et
Services gouvernementaux
Canada

Canada

Agenda



13:00	Welcome	
13:05	Introductions	
13:10	The background as to why we are here	
	<ul style="list-style-type: none">• Consultation• AFD Background• Volumetrics for discussion	
13:35	Setting the Stage for this Consultation - Principles	
13:45	Discussion: “How to establish more than one contract”	
14:25	Discussion: “How to guarantee the selection of more than one service provider”	
15:05	Break - Refreshments	
15:20	Discussion: “What is the right duration for the base contract and any options?”	
15:45	Discussion: “How does industry propose to provide the greatest degree of transparency possible in their approach to sub-contracting?”	
16:10	Round Table	
16:25	Closing remarks	

Consultation is Critical to Success

- PWGSC continues to expand its use of consultation/engagement.
- Three key pillars of “Smart Procurement” are:
 - Engagement
 - Governance
 - Use of independent third parties
- Engagement
 - Listen to those who have a stake in the process: clients and suppliers.
 - Suppliers often have valuable ideas on how to efficiently supply the government with what it needs.
 - Procurement is always more successful with industry engagement.



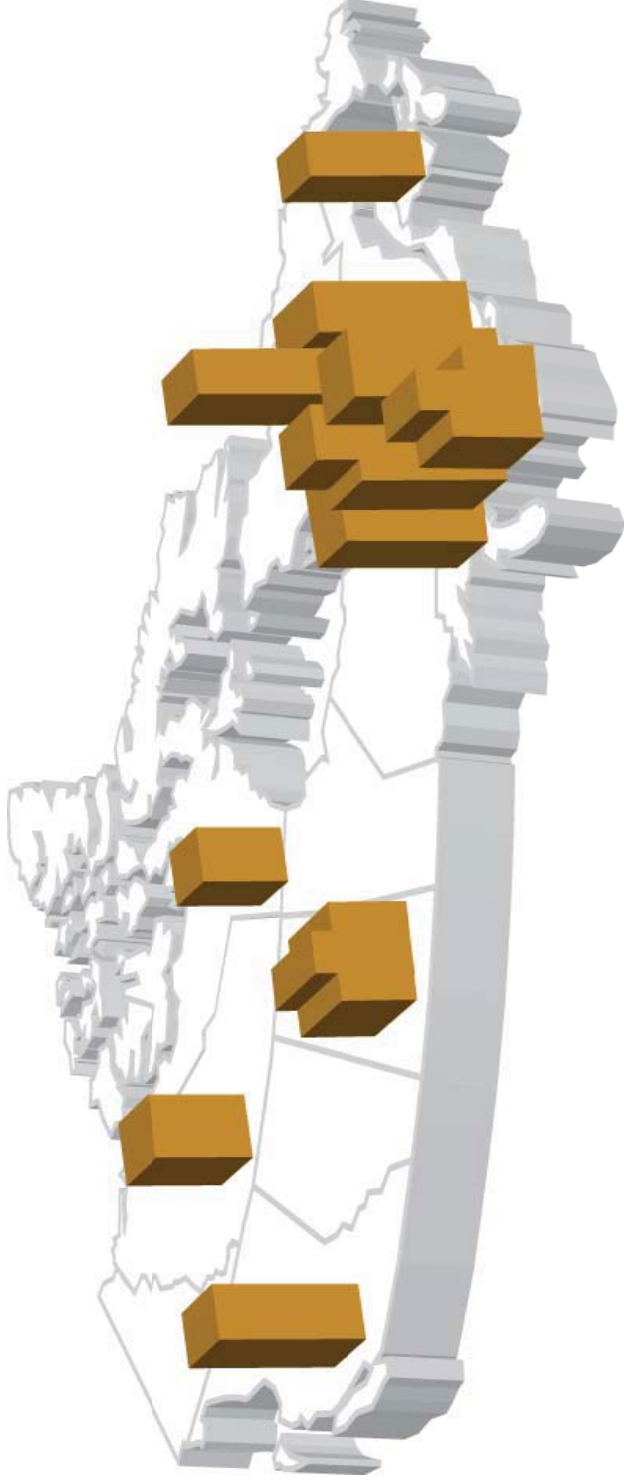
What We Hope to Achieve Today

- Consensus on four key issues:
 - How PWGSC can establish more than one contract for RP-1;
 - How PWGSC can be guaranteed to obtain more than one service provider; and
 - The duration that PWGSC should set for the base contract and any options.
 - How does industry propose to provide the greatest degree of transparency possible in their approach to sub-contracting?
- If consensus cannot be reached, a good understanding of the issues and why consensus cannot be reached.



Background

Overview of the RP-1 Requirement



Background

Alternative Forms of Delivery – 1998

- In 1998, the Department undertook a large-scale initiative to leverage private sector expertise and capacity to provide property management and project delivery services in approximately 250 PWGSC office facilities across the country.
- There were 13 contracts (geographically based).
- One service provider won all 13 contracts.

Background

Alternative Forms of Delivery – 2005 (to today)

- There are currently over 1,000 facilities – including 300 PWGSC buildings and 745 Other Government Department facilities managed through PWGSC's Alternative Forms of Delivery contracts.
- A total of 3.34 million m² of space, including a wide variety of facilities located from coast to coast to coast.
- There are 8 contracts (geographically based).
- One service provider won all 8 contracts.

Background

Evolution to Real Property 1

- In 1998, the “Alternative Forms of Delivery” contract was a new and innovative way to leverage the private sector in delivering real property services for PWGSC.
- Since that time, the service delivery model has evolved to the point where leveraging the private sector is now considered the norm rather than an “alternative” way of delivering services.
- We expect the number and types of assets being managed through these kinds of contracts to evolve.

Principles for the Discussion Today

1. Contracting processes must be open, transparent and fair and should reflect best industry practices.
2. The real property assets must be divided so that more than one contract can be awarded.
3. A contractor selection process is required that will guarantee service provider diversification: i.e. that more than one (different) service provider is awarded a contract.
4. All the assets must be included and there must be a reasonable expectation that industry will competitively bid for all groupings - PWGSC requires multiple competitive bids on each grouping to support best value.

Principles for the Discussion Today

5. The grouping of assets and the selection methodology must be fair, open and transparent (in other words, a grouping of assets or selection methodology should not favour a single service provider).
6. The grouping of assets and the selection methodology should result in good value to Canadian Taxpayers.
7. The length of the initial contract and option periods should allow flexibility to Canada to reprocure should the requirements change or the contractor performance diminish.
8. The initial contract and option periods should be of appropriate durations to allow for good value to Canadian Taxpayers.

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**How should
PWGSC divide the
business such
that there be more
than one
contract?**



What selection methodology should PWGSC use to guarantee that there be more than one service provider?



What duration should PWGSC set for the base contract and options?



**How does industry
propose to provide
the greatest
degree of
transparency
possible in their
approach to
sub-contracting?**



Next Steps

1. Analyze feedback along with Departmental requirements in order to finalize the number and type of contracts to be awarded under RP-1.
2. Post DRAFT Statement of Work and Evaluation Criteria in order to receive industry comments.
3. Consideration being given to a Value Proposition.

Thank you for your participation!



Key Contacts

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