

RETURN BIDS TO:
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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
 Québec
 K1A 0S5

Title - Sujet TBIPS	
Solicitation No. - N° de l'invitation EN578-055605/E	Date 2013-01-30
Client Reference No. - N° de référence du client EN578-055605	Amendment No. - N° modif. 003
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 2013-03-04	
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		

This Solicitation Amendment is raised to make the following:

- A: Modification
- B: Questions and Answers
- C: Clarifications

A. Modification
Modification #1**At Attachment B, M.5, 8.a) insert the following:**

(iii) For the Telecommunication Services Stream, the number of unsubstantiated Categories will not exceed 50% of the number for which they were technically compliant (substantiated Categories). In their bid, a bidder must prioritize those requested unsubstantiated Categories.

Unsubstantiated Categories will not be counted towards the minimum number of Categories required to qualify for a Stream.

At Attachment B, M.5, 8.b) insert the following:

(v) For the Cyber Protection Services Stream, the number of unsubstantiated Categories will not exceed three (50% of the number for which they were granted). In their bid, a bidder must prioritize those requested unsubstantiated Categories.

Unsubstantiated Categories will not be counted towards the minimum number of Categories required to qualify for a Stream.

At Attachment C, M.5, 8.a) insert the following:

(iv) For the Telecommunication Services Stream, the number of unsubstantiated Categories will not exceed 50% of the number for which they were technically compliant (substantiated Categories). In their bid, a bidder must prioritize those requested unsubstantiated Categories.

Unsubstantiated Categories will not be counted towards the minimum number of Categories required to qualify for a Stream.

At Attachment C, M.5, 8.b) insert the following:

(v) For the Cyber Protection Services Stream, the number of unsubstantiated Categories will not exceed three (50% of the number for which they were granted). In their bid, a bidder must prioritize those requested unsubstantiated Categories.

Unsubstantiated Categories will not be counted towards the minimum number of Categories required to qualify for a Stream

B. Questions and Answers

Q5:

Currently, my company ("company name") is pre-qualified for TBIPS up to Tier 1 requirements.

Can you please help me gain an understanding of the process as to how to qualify for TBIPS Tier 2 requirements:

A5:

Existing TBIPS Holders wishing to qualify for the SA Tier 2 must meet all Mandatory Criteria in Attachment C and should pay special attention to M.3, M.4, and M.5.

Please refer to: Component 1, Part 3, article 1.4-Submission Grid: Column D

Q6:

How does this TBIPS Refresh solicitation impact us, do we need to re-apply ?

A6:

Yes, existing TBIPS Holders must submit a bid in response to this bid solicitation.

Please refer to:

Component 1, Part 1 - General Information, articles 5.5 and 5.6

Component 1, Part 3 - Bid Preparation Instructions, article 1.4-Submission Grid

Q7:

Can you please clarify the following items:

1.

a) If bidder is a joint venture, each member must have previously provided at least one of the Categories proposed?

b) Do you mean within a stream? Or

c) one Category from any of the 7 Streams?

2. Can you provide Annex "A" in English please?

3. It is stated in the RFP, "If the Bidder is a joint venture, the financial certification must be provided by at least one member of the joint venture". If the Aboriginal company is the lead, does this still apply that any member of the "joint venture". can provide the financial certification?

4. Can you please tell me where the following client reference information is to appear? as stated on page 217 of the RFP, "For each Category, substantiating information will be based on an email containing the following information, sent to the reference indicated in the bid".

5. M.4 TCVB - information to be provided for M.4.1 a) does not identify client, client contact info.? Should we add into this table that is demonstrated on page 214?

A7:

1a) Yes

1b) No

1c) Yes

2. Please refer to Solicitation Amendment #1, A1.

3. Yes

4. To substantiate a category, client reference details must be entered in the Data Collection Component of CPSS. Please refer to Component 1, Part 1 - General Information, sections 5.4, 5.5 and 5.6.

5. No. However, if provided this information will be accepted.

Q8:

For existing SO/SA holders under the TBIPS supply, when completing the streams and categories under the CPSS portal is it permissible for a vendor to change from one previously unsubstantiated award category to another?

If the answer is Yes would you please confirm that vendors would list the newly chosen category as “newly unsubstantiated” and replace the previous one that they want to replace with “not offered”, or “newly substantiated” if they wish to maintain said category.

A8:

No. Please refer to M.5, 7 iii) of Attachment B and/or Attachment C.

Q9:

I’m emailing you for some clarification on this latest TBIPS supply arrangement bid that I received yesterday. In Section 4(c), it states the financial viability of bidders, and says

(c) If the bidder has not been in business for at least one full fiscal year, the following must be provided:

(i) the opening Balance Sheet on commencement of business (in the case of a corporation, the date of incorporation); and

(ii) the last quarterly financial statements (consisting of a Balance Sheet and a year-to-date Income Statement) as of two months before the date on which the Offer/Arrangement

Authority requests this information.

(d) A certification from the Chief Financial Officer or an authorized signing officer of the Bidder that the financial information provided is complete and accurate.

But, M2 (Minimum Years in Business) says 3 years.

We meet all the other certifications, clearances, financials of 4c etc. We would really like to bid on this so I'm looking for guidance/clarification on the above as we have only been in business since April of 2012.

A.9:

All bidders must meet all mandatory criteria. Article 4.(c) of Part 4, Component 1, to which you referenced, falls outside the mandatory criteria. As per M.2, the bidder must have been in business for a minimum of three years as of the date of bid submission.

Q10:

with regards to the CPSA component of the Refresh Task-Based Informatics Professional Services TBIPS:

1. if a current CPSA Holder is part of an existing joint venture, can the individual members of the joint venture bid separately and each be granted the six (6) categories if individually they meet all of the mandatory requirements?

2. can the individual members of the joint venture bid separately for both the SO and SA?

A10:

1. No. The joint venture (JV) is the legal entity holding the SA and as such, cannot alter its membership. Any Bidder (*including a JV*) holding a CPSA and/or a TEMS SA in the Telecommunications Stream must comply with all the requirements of this bid solicitation (including submitting the applicable certifications and fulfilling all applicable TBIPS mandatory requirements as described in this Attachment B and/or C) in order to be considered responsive.

Any member of an existing JV can submit a bid outside of the JV. Their bid must meet all provisions specified in this bid solicitation.

Please refer to:

- Component 1, Part 2, article 1.3 - Bid Participation,
- Component 1, Part 3, article 1.4- Submission Grid: Column E
- Attachment B and Attachment C of the solicitation

2. No, as per Component 1, Part 2, article 1.3 - Bid Participation, "a Bidder may not submit a second bid for the same Tier, Region, Metropolitan areas, Streams and/or Categories.

Q11:

Please provide the following clarification regarding ATTACHMENT B, STANDING OFFER TECHNICAL EVALUATION, M.1 FINANCIAL CERTIFICATION, page 212 of the RFP, the requirement "\$250,000 CDN gross volume in sales" for a joint venture Bidder. From the RFP: "If the Bidder is a joint venture, the financial certification must be provided by at least one member of the joint venture".

Does it mean that "a gross business volume in sales in the amount of at least \$250,000 CDN" requirement is related to:

option 1) all joint venture members and can be demonstrated as a summary (!) of all individual "a gross business volume in sales" from joint venture members (based on all submitted financial certifications from joint venture members).

option 2) one single joint venture member and has to be demonstrated by at least one member of a joint venture (based on a submitted financial certification of an individual joint venture member only).

A11:

One member of the joint venture can provide the certification on behalf of the joint venture members. The \$250,000 CDN is an aggregate amount.

Q12:

Is the TBIPS Refresh 2013 available in MS Word format? If so, please forward along.

A12: No. Please refer to Solicitation Amendment #2, A2.

Q13:

One question: is that the rule that rates are not shown for SA? When I do "Copy" from an area (like NCR) into other areas/regions, the rates are copied to SO and SA? So we don't have to provide rates for SA. Is it correct assumption?

A13: Yes, that is a correct assumption. Rates must be provided for the SO only.

Q14:

The following questions are respectfully submitted in regards to the above referenced solicitation:

- 1. In the case where a company holds its own Tier 1 SA and is also party to a Joint**

Venture that holds a Tier 1 supply arrangement (through which it has many consultants currently engaged on contract), may the company also pursue a Tier 2 (only) supply arrangement with a larger JV partner?

2 a. Are we correct in understanding that where a Joint Venture chooses not to refresh its current SO and SA, that contracts already in place under that (withdrawing) JV's SO or SA will be allowed to run their natural course, including all option periods? (Note: in this example, the Joint Venture has not dissolved; it is simply not seeking new business with the Crown).

b. If yes, are we also correct in understanding that under these circumstances, the member companies of the withdrawing JV would be free to participate in up to two other bids (assuming that at least one of these is a Joint Venture)

A14:

1. No, as per Component 1, Part 2, article 1.3 - Bid Participation, 2nd paragraph, "More than two bids generated from the same legal entity is not permitted in response to this solicitation."

2a. That is correct.

2b. That is correct. Please refer to Component 1, Part 2, article 1.3 - Bid Participation, 2nd paragraph.

Q15:

The document outlining our current Status of TBIPS M.5 Compliancy states that we are technically compliant with C.5 PKI Specialist and C.16 PIA Specialist. Your email states that we will be granted a maximum of six (6) substantiated categories and three (3) unsubstantiated categories in the new TBIPS Cyber Protection Services Stream but that category C.5 and C.16 will be factored in to the total number of 6 substantiated categories if they appear as "Technically Compliant". Can we choose not to include C.5 and C.16 in our 6 substantiated categories?

A15: No

Q16:

After reviewing the Supplier Qualification Status, I noticed that in Stream 6 – Cyber Protection Services, ("company name) has Insufficient Categories. Please Note, ("company name) has been approved Supplier for CPSA in WS2 and WS3 in all categories since 2008-09-16. Please see below our CPSA numbers as follows:

Please make appropriate changes to our Supplier Qualification Status and reissue this appropriately.

A.16

Solicitation No. - N° de l'invitation

EN578-055605/E

Amd. No. - N° de la modif.

003

Buyer ID - Id de l'acheteur

003ei

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

EN578-055605

File No. - N° du dossier

003eiEN578-055605

CCC No./N° CCC - FMS No/ N° VME

As a CPSA and a TBIPS Holder, the category(ies) identified under Stream 6 in the document you received via email, are category(ies) transferred from the IM/IT Stream. As per Attachment B and/or C under M.5, article 8, your company must identify a maximum of six substantiated categories (including the categories transferred from the IM/IT Stream) and three unsubstantiated.

Q17: We are part of a JV under CPSA - ("SA Holder name). As such, will we be qualified under those categories in TBIPS?

A17: Please refer to Component 1, Part 3, article 1.4- Submission Grid: Columns E, F, G, and to the migration process in M.5, article 8. of Attachment B and/or Attachment C.

C: Clarifications

C 1 – What happened to the “I.14 Security Specialist” category?

A 1 – This category was developed in order to provide general security functions under TBIPS. With the creation of the new Cyber Protection (Stream 6), the tasks included under this category are now represented across multiple categories.

C 2 – What happened to category I.15 SSL Specialist?

A 2 – This category was merged with the former “I.12 PKI Specialist” and are now represented by the new “C.5 PKI Specialist” of the Cyber protection Stream.

C3 – I am an existing TBIPS SO and/or SA Holder who previously qualified under categories I.12, I.13, I.14, and/or I.15. What do I need to do to continue offering these categories under the new Cyber Protection Stream (Stream 6)?

A 3 – Substantiated categories (those which you had provided a reference in a previous bid solicitation) will continue to be considered substantiated in the new stream. But the requirement for Bidders to have a minimum of 6 substantiated categories within the stream remains and must be met in order to meet the M.5 requirement of the Cyber Protection Services Stream.

C 4 – I am an existing TBIPS SO and/or SA Holder currently represented as a single and in a joint venture with another company. I also have a JV with different company under the CPSA (W2213-050347) and a fourth one under the TEMS-SA. Since the TBIPS RFSO/SA mentions that my company cannot be represented more than twice, can I modify my existing TBIPS Joint Venture to include all of these other JV members?

A 4 – No. The current composition of your Joint Venture is viewed as a legal entity and any change to the membership of the JV is cause for termination of the SO and/or SA. You may however, choose to not renew one of those offers and/or create a new JV including the applicable members. This new JV will need to apply as a new bidder on this refresh.

C 5 – Can I change one of my unsubstantiated categories to a substantiated?

A 5 – Yes. Unsubstantiated categories may be changed to Substantiated status by providing a reference as indicated in M.5 of the bid solicitation

C 6 – Why aren’t my unsubstantiated categories I.12, I.13, I.14, I.15 carried over as unsubstantiated categories in the new Cyber Protection Stream.

A 6 – Unsubstantiated categories are intended to help companies gain access to additional opportunities within a given stream where they have demonstrated sufficient experience. If your company has provided the services defined in the category descriptions, you may use those clients

as references and apply for the categories in accordance with M.5 of the bid solicitation.

C 7 – I appear to be qualified for more categories than are represented on the “Annex C – Schedule of Per Diem Rates” of my current SO and/or SA. Why is there a discrepancy?

A 7 – This email represents the categories in which your company has been found “Technically Compliant”. The “Annex C” of your current SO and/or SA represents the categories in which your company has been found both “Technically Compliant” AND “Financially Compliant”.

C 8 – I currently do not hold a CPSA or TEMS SA, can I apply for these new categories under stream 6 and Stream 7?

A 8 – Yes, these categories are subject to the same M.5 evaluation criteria as all the other TBIPS streams.

C 9 - I didn’t use the maximum allotted “Unsubstantiated” credits last year, can I apply them to this year’s proposal?

A 9 – No. The ability to be awarded any “Unsubstantiated” categories is in direct relation to the **newly** “Substantiated” categories that are awarded.