

**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  
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  
4C1, Place du Portage  
Phase III  
Gatineau  
Québec  
K1A 0S5

<b>Title - Sujet</b> SBIPS (Solutions Based)	
<b>Solicitation No. - N° de l'invitation</b> EN537-05IT01/G	<b>Date</b> 2012-02-07
<b>Client Reference No. - N° de référence du client</b> EN537-05IT01	<b>Amendment No. - N° modif.</b> 014
<b>File No. - N° de dossier</b> 002ei.EN537-05IT01	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$EI-002-22619	
<b>Date of Original Request for Supply Arrangement</b> 2011-04-01 <b>Date de demande pour un arrangement en matière d'app. originale</b>	
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2012-04-02</b>	
<b>Time Zone</b> <b>Fuseau horaire</b> Eastern Daylight Saving Time EDT	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Toman, Rebecca	<b>Buyer Id - Id de l'acheteur</b> 002ei
<b>Telephone No. - N° de téléphone</b> (819) 956-2375 ( )	<b>FAX No. - N° de FAX</b> (819) 956-7827
<b>Delivery Required - Livraison exigée</b>	
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b> Public Works and Government Services Canada Portage III, 0A1 11 Laurier, Gatineau, Québec K1A 0S5	
<b>Security - Sécurité</b> 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**

<b>Acknowledgement copy required</b> <b>Accusé de réception requis</b>	<b>Yes - Oui</b> <input type="checkbox"/>	<b>No - Non</b> <input type="checkbox"/>
<b>The Offeror hereby acknowledges this revision to its Offer.</b> <b>Le proposant constate, par la présente, cette révision à son offre.</b>		
<b>Signature</b>	<b>Date</b>	
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)		
<b>For the Minister - Pour le Ministre</b>		

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## SOLICITATION AMENDMENT #14

The following amendment is raised to:

A.) Answer the following question.

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### A. QUESTIONS AND ANSWERS

**Q.38** There are two revenue qualifying comments in the contract. Refer to page 24 of 52.

- Point M.3i - The value of 3 deals has to exceed \$1.5 million
- Point M.3k - The contract represents 100% of the project

Here are some examples, would they qualify?

- Example 1 ... we coordinated an entire deal that was worth \$3.2 million in hardware that we had direct involvement in selecting PLUS \$200,000 in pure consulting = \$3.4 million. We were the only consultant involved so 100% of the project belonged to us, but the entire value of the deal was \$3.4 million. We want to make sure that how we are presenting this one example is acceptable to PWGSC. We have 3 examples to use that are less than 3 years old.
- Example 2 ... The job is now complete. Was done within the last 3 years for sure. Our company's direct consulting portion was over \$400,000, but because we were 100% involved in all aspects of the project including directly with hardware placement, the total value of the deal was \$400,000 + \$3 million in hardware = \$3.4 million. We believe we are following the rules and clearly illustrating our ability to manage and coordinate large projects.

**A.38** Evaluation of specific projects are done during evaluations and are not assessed prior to receiving the bid. All projects provided for M.3 are to meet all M.3 criteria. The question above focuses on two of the criteria under M.3 and may not meet all mandatory criteria under M.3.

**ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED**