

**Industry Engagement Day Notice – GCNet WAN Services**

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## 1. Aim

To provide a forum for the Government of Canada (GC / Canada) to engage industry in a presentation on the scope, key outcomes, requirements and procurement strategy for the competitive procurement of Wide Area Network (WAN) services. The procurement forms part of the WAN transformation stream of the Government of Canada Network (GCNet) project, which is part of the Telecommunications Transformation Program (TTP) in Shared Services Canada (SSC) (see <http://www.ssc-spc.gc.ca/pages/telecommobj-eng.html> ).

## 2. Important Logistical Information

- **Format:** Half-day Industry Engagement Day session, followed by three days of one-on-one meetings (45 minutes long each) with pre-registered suppliers and vendors (see sections 5.1 and 5.2.3 for more information).
- **Audience:** IT Industry WAN services suppliers and associations. Public servants are invited, but due to space limitations, priority will be given to IT Industry representatives (see section 5.1 for more information).
- **When:** Tuesday, July 9, 2013 1 PM – 5 PM EDT, for the Industry Engagement Day session, and July 10-12, 2013 for the 45 minute long one-on-one meetings.
- **Where:** The Industry Engagement Day session will be held in Gatineau and can be attended onsite, or, via videoconference in Dartmouth, Toronto and Calgary (see Annex E for videoconference locations and section 5.3 for more information).
- **Attendance Limits:** Only two representatives in total from each company/association may attend the Industry Engagement Day session (see section 5.2.1 for more information).
- **Registration Forms:** See Annex B for registering suppliers and vendors for the Industry Engagement Day session, Annex C for registering interested public servants, and Annex D for registering for one-on-one meetings.
- **Registration Deadline:** **July 2, 2013, 4:00PM EDT** is the deadline to register for the Industry Engagement Day session and, if interested, the one-on-one meetings (see sections 5.2.1 - 5.2.3 for more information). **July 3, 2013, 4:00PM EDT** is the deadline for submitting any changes to the already submitted registration (see section 5.2.4). Canada will confirm registration on July 4, 2013 (see section 5.2.5).

## 3. GCNet WAN Services Transformation

### 3.1. Background

The GC established SSC on August 4, 2011 with the mandate to *operate* and *transform* the government's IT infrastructure. Under the umbrella of that dual authority, SSC is responsible for providing its 43 partner organizations with modern, reliable and secure IT infrastructure

services that are cost-effective and which contribute to a greener government. In the process, SSC is building a new organization from the ground up.

The TTP is responsible for the transformation, planning and sourcing of telecommunications services for the GC, as well as for the strategies for delivering those services, with a view to centralize their administration, rationalize service delivery to achieve greater efficiencies, reduce costs, minimize risks, and improve security and service quality. The strategy for transformation is to organize telecommunications services into separate streams. The focus of this notice is for the WAN service stream.

### **3.2. Current state**

SSC operates 50 distinct wide area networks interconnecting 3,580 GC-occupied buildings across the 43 partners served by SSC. These networks have been implemented and managed independently and network infrastructure within GC-occupied buildings is generally not shared between departments, resulting in duplication of infrastructure and costs.

### **3.3. Key Outcomes**

This initiative will consolidate and modernize SSC's mandated telecommunications services to reduce costs, increase security, and enhance program delivery to Canadian citizens and businesses through its 43 partner organizations.

The key outcomes for the WAN services are as follows:

- A. Reduce IT complexity and overall cost
  - Consolidate and standardize the IT infrastructure for delivery of WAN services for SSC partners in Canadian and international locations; and
  - Facilitate interoperability across departments and agencies.
- B. Standardize service management
  - Standardize service levels to ensure a consistent delivery and availability of WAN services across all SSC partner departments and agencies.
- C. Address WAN Security
  - Implement standard WAN security measures and controls across the departments and agencies in order to ensure that they all have robust protection against threats; and continue to deliver services securely and reliably to Canadians.
- D. Cost-effective transition with minimal business impacts
  - Establish a WAN services migration strategy which will reduce transition cost, complexity and risk to Canada; and

- Provide network integration, network monitoring tools, and guidance to SSC to minimize the effort and risk to departments and agencies to transition their applications to the new WAN services.

## 4. Procurement Process Overview

The procurement of the WAN services will be conducted via a three-step sequential process, as outlined here:

### 4.1. Request for Responses for Evaluation (RFRE)

- The purpose of the RFRE is to identify the Respondents who have demonstrated and proven skills and experience to implement and operate WAN services, based on the criteria to be published in the RFRE.
- Respondents who meet all the mandatory criteria will be deemed Successful Respondents and will proceed to the “Review and Refine Requirements” Phase, described next.

### 4.2. Review and Refine Requirements (RRR)

- In the RRR phase, Canada will provide Successful Respondents with its preliminary requirements and request that the Successful Respondents provide comments, suggestions, and/or identify areas that require additional clarification from Canada.
- The results of the RRR Phase will be used by Canada to finalize the requirements for the Request for Proposal(s) (RFP) in the Bid Solicitation Phase. The information gathered will not be used to evaluate Successful Respondents/Bidders.
- A **Supply Chain Integrity (SCI)** check will also be started during this stage. More information will be made available on the SCI process during the Industry Engagement Day session.

### 4.3. Bid Solicitation Phase

- In the Bid Solicitation Phase, Canada may issue one or more formal RFPs.
- Only Successful Respondents who have also successfully completed the SCI check will be permitted to formally bid on the requirements set out in the RFP(s).

Note: The information provided in this notice is for information purposes only and Canada reserves the right to modify any of the contents. Please check [buyandsell.gc.ca](http://buyandsell.gc.ca) for the latest information on the GCNet WAN Services procurement information.

## 5. Logistical Details

### 5.1. Format

The GCNet WAN Services Industry Engagement Day session is a half-day event and is open to interested suppliers and associations from the IT industry, as well as interested public servants, with priority being given to IT industry participants. Participants are cordially invited to attend either onsite at the National Capital Region location, or, via videoconferencing at three remote locations in Dartmouth, Calgary and Toronto.

An overview of the key outcomes and requirements, expected procurement process and supply chain integrity requirements will be presented.

In addition, one-on-one meetings will be held with IT industry participants when requested in advance. These meetings will be limited to 45 minutes each, per participating IT industry supplier or association.

Please see the Registration section for more details (section 5.2).

### 5.2. Registration

#### ***5.2.1. Industry Engagement Day Registration for Industry participants***

Interested participants must register their representatives by electronically completing the "Industry Engagement Day Registration Form" in Annex B and sending the completed form as an attachment to an email to [SSCTelecomConsultation.SPCConsultationTelecom@ssc-spc.gc.ca](mailto:SSCTelecomConsultation.SPCConsultationTelecom@ssc-spc.gc.ca) no later than 4:00 p.m. EDT on July 2, 2013.

- Due to space limitations for the Industry Engagement Day presentation room, each participant may only register up to two representatives in total from its company/association.
- Participants must identify themselves by their legal corporate name, corporate address and email address, and area of expertise, and provide the name(s) of their representative(s) attending. By providing this information, each respective party acknowledges and consents to the release of this information to the public which may include any resulting recordings such as, but not limited to, videoconferencing.
- Industry representatives unable to participate on location may wish to register to attend via videoconference. Canada will be facilitating videoconference connections for the Industry Engagement Day session at the locations identified in Annex E. Please indicate on the registration form (Annex B) whether your representative(s) will attend the Industry Engagement Day session on location or at one of the videoconference locations. If sending two representatives, they can attend at different locations.

- There will be no teleconference connections provided for Industry Engagement Day.
- Representatives will need to bring identification that includes a picture of themselves (i.e. photo ID, such as a driver's license), when they arrive for sign-in at the Industry Engagement Day presentation room or at one of the videoconference locations.

### **5.2.2. Industry Engagement Day Registration for Public Servants**

Any public servants wishing to attend the Industry Engagement Day session must register by electronically completing the "Industry Engagement Day Registration Form for Public Servants" in Annex C and sending the completed form as an attachment to an email to [SSCTelecomConsultation.SPCConsultationTelecom@ssc-spc.gc.ca](mailto:SSCTelecomConsultation.SPCConsultationTelecom@ssc-spc.gc.ca) no later than 4:00 p.m. EDT on July 2, 2013.

Priority will be given to industry registrations and, subject to any remaining space/capacity availability, public servants that register will be confirmed once all registrations have been finalized.

### **5.2.3. One-on-One Meeting Registration**

Suppliers/associations interested in participating in the Industry Engagement one-on-one meetings must register their representatives by electronically completing the "Industry Engagement One-on-One Meeting Registration Form" in Annex D and sending the completed form as an attachment to an email to [SSCTelecomConsultation.SPCConsultationTelecom@ssc-spc.gc.ca](mailto:SSCTelecomConsultation.SPCConsultationTelecom@ssc-spc.gc.ca) no later than 4:00 p.m. EDT on July 2, 2013.

- Applicants should be aware that Canada will publish, via [www.buyandsell.gc.ca](http://www.buyandsell.gc.ca), the list of suppliers and associations that participate in these one-on-one meetings.
- Applicants are requested to indicate the general purpose/objective of their meeting request on the registration form (Annex D).
- Only registrations from participants having at least one representative attend the Industry Engagement Day session will be accepted.
- All one-on-one meetings will be held in the National Capital Region.
- In response to time commitment concerns specified by suppliers/associations in their registration, and depending on the number of requests, Canada will make an effort to schedule one-on-one meetings for participants traveling from outside of the National Capital Region as soon as possible after the Industry Engagement Day session, i.e. on Wednesday July 10, 2013.
- Locations and times for one-on-one meetings will be provided to the respective participants as part of Canada's confirmation of the date and time for each of the one-on-one meetings.

#### **5.2.4. Updates to Registrations**

Changes to registration requests can be made by sending a request to [SSCTelecomConsultation.SPCConsultationTelecom@ssc-spc.gc.ca](mailto:SSCTelecomConsultation.SPCConsultationTelecom@ssc-spc.gc.ca) by no later than 4:00 p.m. EDT on July 3, 2013. This includes substitutions of pre-registered representative(s) with other person(s), and changes to the location from which representative(s) will be attending. In order to be permitted entrance into the presentation room or videoconference rooms associated with the Industry Engagement Day session, representatives need to be registered with Canada, following the registration process described in this notice.

#### **5.2.5. Registration Confirmation**

Shared Services Canada will confirm registration or any changes to registration requests, via email acknowledgement, to each registrant no later than 5 p.m. EDT on July 4, 2013. Public servants will be informed whether their registration is confirmed, based on space limitations (see section 5.2.2).

#### **5.2.6. Expenses for Industry Engagement Events**

Attendees are responsible for their own transportation, accommodation, meals and parking. Canada will not reimburse any attendee for expenses incurred in attending, participating and/or responding to any part of these industry engagement activities.

#### **5.2.7. Participation in Industry Engagement Events**

Participation in these Industry Engagement events is not mandatory. Failure to attend these sessions/meetings will not preclude participants from participating in the procurement process.

However, as per section 5.2.3, please note that in order to participate in the one-on-one meetings, only registrations from participants having at least one representative attend the Industry Engagement Day session will be accepted.

### **5.3. Industry Engagement Day Logistics**

- **Date:** July 9, 2013
- **Locations and Time:**
  - On-site - National Capital Region:
    - Presentation Room Location:  
Outaouais Room  
Place du portage Phase IV  
140 Promenade du Portage  
Gatineau/Hull, Québec, J8X 2K2
    - Time: 12:00 p.m. – 12:45 p.m. EDT for industry sign-in  
1:00 p.m. EDT for start of session



- Remote attendance – Regional participants:
  - Videoconferencing will be setup in Dartmouth, Calgary & Toronto
  - Please see Annex E for locations and times
- **Security:** Presentations will be unclassified.  
 There are no security barriers (a security pass is **not** required) to enter the room.  
 However, security escorts will be required for those participating via a videoconference location.

## 5.4. Industry Engagement Day Schedule – July 9, 2013

*Note: The material being presented on Industry Engagement Day is subject to change from the time of the posting of this notice.*

Time	Presenter	Description
1:00 - 1:05 p.m.	Jean-François Lymburner, DG Service Strategies and Transformation	Opening Remarks and Industry day objectives
1:05 - 1:20 p.m.	Liseanne Forand, President, Shared Services Canada	Welcome & Overview of SSC
1:20 - 2:00 p.m.	Benoît Long, SADM, Transformation, Service Strategy and Design	Telecommunications Transformation Program Overview
2:00 - 2:45 p.m.	Michel Fortin, DG, Telecommunications Transformation Program	GCNet - Wide Area Network Overview
2:45 - 3:00 p.m.	Break	
3:00 - 3:30 p.m.	Stéphane Richard, Senior Director, Information Technology Procurement	Collaborative Procurement Solutions Approach
3:30 - 4:30 p.m.	Patrick Mountford, Director, Cyber Security Strategy, CITS Carey Frey, Director, IT Security Strategic Relationships Office, CSEC	Supply Chain Integrity
4:30 – 4:45 p.m.	Jean-François Lymburner, DG Service Strategies and Transformation	Questions and Answers
4:45 – 5:00 p.m.	Jean-François Lymburner, DG Service Strategies and Transformation	Recap / Closing Remarks

## **6. Contact Information**

Ron Carrara

Procurement & Vendor Relations

PDP3 / 4C1-03, 11 Rue Laurier

Gatineau, QC K1A 0S5

Tel: (819) 956-9518

Email: [SSCTelecomConsultation.SPCConsultationTelecom@ssc-spc.gc.ca](mailto:SSCTelecomConsultation.SPCConsultationTelecom@ssc-spc.gc.ca)

## **7. National Security Exception**

The GCNet Project is subject to the National Security Exception (NSE), and is exempt from all Trade Agreements in accordance with the NSE provisions of the North American Free Trade Agreement (NAFTA) as per article 1018(1) and Annex 1001.b2 Section B Note 1, the World Trade Organization-Agreement on Government Procurement (WTO-AGP) article XXIII, and the Agreement on Internal Trade (AIT) article 1804 (i & ii).

## **8. Additional Information**

This event is open to all IT industry suppliers and associations. The event is not open to media representatives. All media enquiries should be directed to Media Enquiries at (613) 947-6276.

The information provided in this notice is for information purposes only and Canada reserves the right to modify any of the contents, including dates. Please check [buyandsell.gc.ca](http://buyandsell.gc.ca) for the latest information on the GCNet WAN Services procurement information.

Presentations made by Canada, the list of attendees and general responses to questions will be published on the [buyandsell.gc.ca](http://buyandsell.gc.ca) web site ([www.buyandsell.gc.ca](http://www.buyandsell.gc.ca) - the electronic tendering service used by Canada) after the Industry Engagement Day session.

Industry is invited to provide comments regarding the information included in this Industry Engagement Day notice. Comments should be submitted electronically to the point of contact.

The Crown retains the right to negotiate with suppliers on any procurement.

Documents may be submitted in either official language of Canada.