



**MAIL BIDS TO :  
ENVOYER LES SOUMISSIONS À:**

Contracting Officer : Solinda Phan  
 Agente d'approvisionnement | Supply Officer  
 Division de la voie de communication protégée  
 | Secure Channel Division  
 Services partagés Canada | Shared Services  
 Canada  
 Portage III, 12C1-64  
 11, rue Laurier | 11 Laurier Street  
 Gatineau, QC, K1A 0S5

**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 / CE  
DOCUMENT CONTIENT DES  
EXIGENCES RELATIVES À LA  
SÉCURITÉ**

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 11 Laurier Street | 11, rue Laurier  
 Place du Portage, Phase III, 12C1  
 Gatineau, Quebec  
 K1A 0S5

<b>Title – Sujet</b> Strategic Advisory Services – Sourcing and Benchmarking Service-conseils stratégiques – Approvisionnement et analyses comparatives	
<b>Solicitation No. – N° de l'invitation</b> 10031544/A	<b>Amendment No. –</b> 008
<b>Client Reference No. – N° référence du client</b> 13-1620	<b>Date</b> October 9, 2013
<b>File No. – N° de dossier</b> CAC10031544	
<b>Solicitation Closes – L'invitation prend fin</b> at – à 11 :59 PM on – le October 18, 2013	<b>Time Zone Fuseau horaire</b> Eastern Daylight Time (EDT) / Heure Avancée de l'Est (HAE)
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<b>Address Inquiries to : - Adresser toutes questions à:</b> Solinda Phan	
<b>Telephone No. – N° de téléphone :</b> 819-956-1363	
<b>Email – Courriel :</b> Solinda.phan@ssc-spc.gc.ca	
<b>Delivery required - Livraison exigée</b> See Herein	<b>Delivered Offered – Livraison proposée</b>
<b>Destination – of Goods, Services, and Construction:</b> <b>Destination – des biens, services et construction :</b> See Herein	
<b>Vendor/firm Name and address</b> <b>Raison sociale et adresse du fournisseur/de l'entrepreneur</b>	
<b>Facsimile No. – N° de télécopieur</b>	
<b>Telephone No. – N° de téléphone</b>	
<b>Name and title of person authorized to sign on behalf of Vendor/firm (type or print)-</b> <b>Nom et titre de la personne autorisée à signer au nom du fournisseur/de l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b>	
<b>Signature</b>	<b>Date</b> _____

This amendment is raised to answer Industry questions and modify Annex A – SOW.

Canada acknowledges that there a couple more questions to be addressed in a subsequent amendment.

**Question 15:**

With respect to ensuring the integrity of the GC's core IT infrastructure supply chain, the RFP currently states: in Section 3 of Annex A, that:

- “• The Contractor will have demonstrated credibility with the global IT supply chain, having executed engagements, on an even distribution, with firms both in North America and in countries and regions currently engaged in the IT supply chain such as India, China, Vietnam, South Korea, etc.
- The Contractor firm will have a physical presence on a global basis with offices on each developed continent, with offices specifically located in areas of relevance to the IT supply chain.”

Although many firms work for many global technology companies, this requirement does not clearly reflect isn't how IT purchasing is commonly conducted. Unless Canada wants highly customized solutions, which is highly unlikely. SSC will rely on industry standards and multiple vendors to compete for your business. Many of the OEM's are not vertically integrated and outsource many of their processes. It may not be reasonable to expect that as an IT buyer, SSC would get involved in production down to the component level (e.g. circuit boards, as is referenced in the RFP). In addition, this notion doesn't reflect the desire stated in the RFP to use standard Benchmarks. There are other industry standard means of securing the supply chain and these can be addressed by SSC and the supplier without the need for points of presence “in areas of relevance to the IT Supply chain”. We also suggest that Canada already maintains points of presence in these regions. This requirement should be removed.

**Answer 15:**

Canada will not make the requested change as it is important to ensure that contractor be organized on a global basis and be staffed by individuals with global talent and experience, that understand the complexities of the IT supply chain from manufacture through to delivery. This is especially so given SSC's mandate around supply chain integrity as it relates to delivery of GC IT infrastructure.

Mandatory criteria M2 and M7 relate to these requirements.

**Question 37:**

In reviewing the RFP in detail, we note that there two important Statement of Work (SoW) requirements listed in Annex A that have not been included in any of the listed mandatory or rated requirements. Specifically, the requirements are as follows.

- a. Public-Private Partnerships: Page 4 of 21 of Annex A, Phase 3 bullet point b) states “SSC will consider the use of a private-public partnership for the construction of a new production data centre, to be available by 2016-17;”
- b. Secure Supply Chain: Page 5 of 21 of Annex A, Requirement fourth paragraph states “The Contractor should be staffed by individuals with global talent and experience, who understand the complexities of the full sourcing supply chain from component and circuit board manufacturing through to assembly, delivery and logistics. (...) The contractor will have demonstrated credibility with the global IT supply chain, having executed engagements, on an even distribution, with firms both in North America and in countries and regions currently engaged in the IT supply chain such as India, China, Vietnam, South Korea, etc.”

Please confirm if we can expect forthcoming modifications to the RFP to include these rated and/or mandatory requirements related to the above.

**Answer 37:**

No. Canada will not make the requested change.

- a. The reference to Public-Private Partnerships (page 4 of 21 Annex A) is for information purposes only.
- b. The requirement that states, “The Contractor should be staffed by individuals with global talent and experience, who understand the complexities of the full sourcing supply chain from component and circuit board manufacturing through to assembly, delivery and logistics” is addressed by Section 4.2.5 of the RFP, which states that resources will only be assessed after contract award, once specific tasks are requested of the Contractor.

The requirement that states, “The contractor will have demonstrated credibility with the global IT supply chain, having executed engagements, on an even distribution, with firms both in North America and in countries and regions currently engaged in the IT supply chain such as India, China, Vietnam, South Korea, etc” is addressed by evaluation criteria M2 and M7. See response to Question 15.

**Question 39:**

Statement of Work page 5 of 21 of the Statement of Work – Annex A. Section 3 – Requirement (From the SOW) Recognizing that IT is a global commodity, much like travel, the Contractor will support SSC and other GC departments in the acquisition of goods and services in the IT space. The Contractor must be organized on a global basis and be staffed by individuals with global talent and experience, who understand the complexities of the full sourcing supply chain from component and circuit board manufacturing through to assembly, delivery and logistics. This is especially important to SSC, given its mandate to ensure the integrity of the GC’s core IT infrastructure supply chain.

- The Contractor will have demonstrated credibility with the global IT supply chain, having executed engagements, on an even distribution, with firms both in North America and in countries and regions currently engaged in the IT supply chain such as India, China, Vietnam, South Korea, etc.
- The Contractor firm will have a physical presence on a global basis with offices on each developed continent, with offices specifically located in areas of relevance to the IT supply chain.
- The Contractor will have demonstrated credibility in the development and execution of large value sourcing contracts for IT infrastructure (hardware components, software, etc.) and services.

The GC and SSC have sufficient access to reference information provided through various channels, but SSC and the GC is seeking to grow its access to firms that have sourcing execution as the foundation of their business model. Extensive exposure to outsourcing, services-based supply and vendor relationships is critical to SSC.

- The Contractor will have a dominant revenue stream from direct sourcing, negotiation, contracting and operations engagement.
- The Contractor will have a well-developed and trusted practice of IT services benchmarking.

Please clarify if the Crown is looking for direct manufacturing experience (manufacturer of components and circuit boards) from the Proponent or whether the Crown is looking for advisors with experience and understanding of the Global IT supply chain, including manufacturing practice.

**Answer 39:**

Section 1 of Annex A – Statement of Work states that the objective of this requirement is to award one contract to acquire expert advice and related services to support ongoing SSC and GC transformation activities on an as and when required basis. That is to say, Canada is not looking for direct manufacturing experience (e.g. components, circuit boards). Canada is seeking an organization which has a clear understanding of global IT supply chain practices, including manufacturing processes, issues and risks, and experience in developing sourcing strategies and procurement approaches. See response to Questions 15 and 37.



**Modification 031**

**On Page 5 of 21 of Annex A – SOW, Section 3 Requirement, fifth paragraph, first bullet:**

**Delete in its entirety.**

**Insert:**

- The Contractor will have a significant revenue stream from direct sourcing, negotiation, contracting and operations engagement.