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11 Laurier St. / 11, rue Laurier

Place du Portage, Phase III

Core 0A1 / Noyau 0A1

Gatineau, Québec K1A 0S5

Bid Fax: (819) 997-9776

## Revision to a Request for a Standing Offer

## Révision à une demande d'offre à commandes

National Master Standing Offer (NMSO)

Offre à commandes principale et nationale (OCPN)

The referenced document is hereby revised; unless otherwise indicated, all other terms and conditions of the Offer remain the same.

Ce document est par la présente révisé; sauf indication contraire, les modalités de l'offre demeurent les mêmes.

## Comments - Commentaires

## Vendor/Firm Name and Address

Raison sociale et adresse du  
fournisseur/de l'entrepreneur

## Issuing Office - Bureau de distribution

Training and Specialized Services Division/Division  
de la formation et des services spécialisés  
11 Laurier St. / 11, rue Laurier  
10C1, Place du Portage  
Gatineau, Québec K1A 0S5

<b>Title - Sujet</b> NMSO - SAP		
<b>Solicitation No. - N° de l'invitation</b> E60ZH-130002/A		<b>Date</b> 2014-01-27
<b>Client Reference No. - N° de référence du client</b> 20122154		<b>Amendment No. - N° modif.</b> 001
<b>File No. - N° de dossier</b> 121zh.E60ZH-130002	<b>CCC No./N° CCC - FMS No./N° VME</b>	
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$ZH-121-26791		
<b>Date of Original Request for Standing Offer</b> Date de la demande de l'offre à commandes originale		2014-01-13
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2014-02-28</b>		<b>Time Zone</b> <b>Fuseau horaire</b> Eastern Standard Time EST
<b>Address Enquiries to: - Adresser toutes questions à:</b> Steele, Brian		<b>Buyer Id - Id de l'acheteur</b> 121zh
<b>Telephone No. - N° de téléphone</b> (819) 956-3569 ( )	<b>FAX No. - N° de FAX</b> ( ) -	
<b>Delivery Required - Livraison exigée</b>		
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>		
<b>Security - Sécurité</b> This revision does not change the security requirements of the Offer. Cette révision ne change pas les besoins en matière de sécurité de la présente offre.		

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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**TITLE: NMSO - SAP****REASON FOR AMENDMENT:**

1. To respond to questions that were asked.
  2. Amend Part 4 - Evaluation Procedures and Basis of Section
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**1. To respond to questions that were asked:****Question # 1**

MT1 states that "The Offeror must demonstrate that they are SAP Canada Inc or an authorized SAP Canada Inc Reseller" whereas MT2 states that "The Offeror must demonstrate they they are SAP Canada Inc or an authorized SAP Canada Inc Training Partner". This statement could eliminate qualified Training Partners from bidding. Can MT1 be changed to match that of MT2?

**Answer # 1**

See amendment to MT1 below.

**Question # 2**

In clause 1.2.1.2 Private Class Registration of Part 3 - Offer Preparation Instructions, you ask for pricing discounts on 6-10, 6-15 and 6-20 participants. This seems redundant. Would it be better to ask for discounts on 6-10, 11-15 and 16-20?

**Answer # 2**

The redundant structure of the participant discounts is to ensure that each participant in the applicable range of participants is receiving the same discount per participant (discount/participant). For example, an Offeror may offer the following discount/participant:

- 6-10 participants : 30% discount/participant
- 6-15 participants : 35% discount/participant
- 6-20 participants : 40% discount/participant

If a client has a requirement for a SAP Private Course with 17 participants, then all 17 participants receive a 40% discount from the price(s) published at [www.sap.com/canada/services/education](http://www.sap.com/canada/services/education). It is not to be interpreted as the first 10 participants (6-10) get 30% off, then the next 5 participants (11-15) get 35% off and the remaining 2 participants (16-17) get 40% off.

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**Request for Standing Offer Amendment****2. Amend Part 4 - Evaluation Procedures and Basis of Selection**

DELETE MT1 in clause 1.1.1 Mandatory Technical Criteria its ENTIRETY and REPLACE with the following:

Solicitation No. - N° de l'invitation

E60ZH-130002/A

Amd. No. - N° de la modif.

001

Buyer ID - Id de l'acheteur

121zh

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

20122154

File No. - N° du dossier

121zhE60ZH-130002

CCC No./N° CCC - FMS No/ N° VME

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**MT1** The Offeror must demonstrate that they are SAP Canada Inc or an authorized SAP Canada Inc Reseller or Training Partner.

**ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED.**

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#### **NOTICE TO BIDDERS**

Any Bid already submitted may be amended prior to the closing date specified at page 1 of this bid solicitation. Any amending correspondence should be addressed to the Bid Receiving Unit, at the address indicated on the bid solicitation, and the envelope should bear a reference to the solicitation number and the closing date.