

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
Bid Fax: (819) 997-9776

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 (See original solicitation
document.)

Vendor/Firm Name and Address
Raison sociale et adresse du
fournisseur/de l'entrepreneur

Issuing Office - Bureau de distribution
Informatics Professional Services Division / Division
des services professionnels en informatique
11 Laurier St., / 11, rue Laurier
3C2, Place du Portage
Gatineau
Québec
K1A 0S5

Title - Sujet TBIPS - Business and PM Services	
Solicitation No. - N° de l'invitation G7898-130001/B	Amendment No. - N° modif. 005
Client Reference No. - N° de référence du client G7898-130001	Date 2014-03-04
GETS Reference No. - N° de référence de SEAG PW-\$\$ZM-380-26890	
File No. - N° de dossier 380zm.G7898-130001	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2014-03-17	
Time Zone Fuseau horaire Eastern Daylight Saving Time EDT	
F.O.B. - F.A.B. Plant-Usine: <input type="checkbox"/> Destination: <input checked="" type="checkbox"/> Other-Autre: <input type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: Cook, Gail	Buyer Id - Id de l'acheteur 380zm
Telephone No. - N° de téléphone (819) 956-2591 ()	FAX No. - N° de FAX (819) 956-1207
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction: EMPLOYMENT AND SOCIAL DEVELOPMENT CANADA	

Instructions: See Herein

Instructions: Voir aux présentes

Delivery Required - Livraison exigée	Delivery Offered - Livraison proposée
Vendor/Firm Name and Address Raison sociale et adresse du fournisseur/de l'entrepreneur	
Telephone No. - N° de téléphone Facsimile No. - N° de télécopieur	
Name and title of person authorized to sign on behalf of Vendor/Firm (type or print) Nom et titre de la personne autorisée à signer au nom du fournisseur/ de l'entrepreneur (taper ou écrire en caractères d'imprimerie)	
Signature	Date

AMENDMENT NO. 005

This amendment is raised to revise the RFP and answer Bidders' questions.

RFP REVISIONS:

1. At Table of Contents, Part 5 - Certifications:

Delete: "5.1 Code of Conduct and Certifications - Related Documentation"

Insert: "5.1 Integrity Provisions - Related Documentation"

2. At Part 2 - Bidder Instructions, 2.1 (c) first paragraph:

Delete: "2003 (2013-06-01)"

Insert: "2003 (2014-03-01)"

3. At Part 2 - Bidder Instructions, 2.1 (c) second paragraph:

Delete: "The text under subsections 4 and 5 of Section 01 – Code of Conduct and Certifications of 2003 referenced above is replaced by:"

Insert: "The text under subsections 4 and 5 of Section 01 – Integrity Provisions - Bid of 2003 referenced above is replaced by:"

4. At Part 5 - Certifications, 5.0 Mandatory Certifications Required Precedent to Contract Award:

Delete:

"5.1 Code of Conduct and Certifications - Related Documentation

By submitting a bid, the Bidder certifies that the Bidder and its affiliates are in compliance with the provisions as stated in Section 01 Code of Conduct and Certifications - Bid of Standard Instructions 2003. The related documentation therein required will assist Canada in confirming that the certifications are true."

Insert:

"5.1 Integrity Provisions - Related Documentation

By submitting a bid, the Bidder certifies that the Bidder and its affiliates are in compliance with the provisions as stated in Section 01 Integrity Provisions - Bid of Standard Instructions 2003. The related documentation therein required will assist Canada in confirming that the certifications are true."

5. At Part 7 - Resulting Contract Clauses, Article 7.4 Standard Clauses and Conditions, Sub-article 7.4 (a), General Conditions:

Delete: "2035 (2013-06-27)"

Insert: "2035 (2014-03-01)"

6. At Part 7 - Resulting Contract Clauses, Article 7.14 Priority of Documents, Sub-article 7.14 (c):

Delete: "General Conditions 2035 (2013-06-27)"

Insert: "General Conditions 2035 (2014-03-01)"

7. At Attachment 4.1 Bid Evaluation Criteria, Workstream 1 - Business Services, 2.3 B.4 Business Continuity/Disaster Recovery Specialist – Level 2, Mandatory Criterion M2:

Delete:

The proposed resource must have worked as a Business Continuity/Disaster Recovery Specialist, on 2 relevant business projects, each for a minimum duration of 6 months, in a similar environment as that described in the Statement of Work, in a government or private sector environment, within the last 10 years. Both projects must have been valued at greater than \$5M.

Insert:

The proposed resource must have worked as a Business Continuity Specialist, on 2 relevant business projects, each for a minimum duration of 6 months, in a similar environment as that described in the Statement of Work, in a government or private sector environment, within the last 10 years. Both projects must have been valued at \$5M or more.

QUESTIONS AND ANSWERS

Q34 Ref: Attachment 4.1 Bid Evaluation Criteria, Workstream 1 - Business Services, 2.0 Resource Mandatory and Rated Criteria 2.3 Business Continuity / Disaster Recovery Specialist - Level 2 (Page 95/130) M2 requires:

“The proposed resource must have worked as a Business Continuity/Disaster Recovery Specialist, on 2 relevant business projects, each for a minimum duration of 6 months, in a similar environment as that described in the Statement of Work, in a government or private sector environment, within the last 10 years. Both projects must have been valued at greater than \$5M.”

We have considerable expertise and a full practice in Business Continuity/Disaster Recovery (BC/DR) locally within our office. Furthermore, we believe that the criteria as stated does not accurately reflect the type of work nor the scope that a resource of this type typically performs. We have supplied resources to create BC/DR plans for many government and private organizations. In general, these are small engagements delivered as stand-alone consulting engagements by a specialist team; not in conjunction with major application development and delivery projects. As a consequence, we are unable to meet the \$5M project threshold with these small specialized engagements and will have to no-bid as a result of this single criterion. In addition we strongly recommend that industry certification, which is often required in other of Canada's RFPs, be added.

Would Canada consider the following to replace M2:

“The proposed resource must have worked as a Business Continuity/Disaster Recovery Specialist:

- on 4 relevant Business Continuity/ Disaster Recovery projects;
- each for an organization having a minimum of 500 employees;
- each in a government or private sector environment, within the last 10 years; and
- where, for each reference, a report was delivered containing the Business Continuity/Disaster Recovery plan.

The proposed resource must be certified by DRI International as a “Certified Business Continuity Professional” or “Master Business Continuity Professional” and have attained that certification prior to 1 January 2014. A copy of the certificate must be included in the bidders proposal.”

A34 M2 has been revised. See Item 7. of Solicitation Amd. No. 005.

The value of the projects cannot be revised since the average value of ESDC's projects is \$5.7M. The specialist will work on long term engagements and not small engagements as described in the question.

Q45 With respect to P.5 Project Executive Level 3, page 114 R4, we assume the Crown will accept an MBA in place of a BComm as the MBA degree clearly supersedes the Commerce degree. Please validate our assumption.

A45 Confirmed, an MBA is an acceptable degree for this criterion.

Q46 Re: Attachment 4.2 – Pricing Schedule

The financial evaluation for both work streams is based on the pricing tables presented in Attachment 4.2 of this RFP. The pricing schedules calculate the Total Bid Price by multiplying the Firm Per Diem Rate Bid (or Median Rate) by the Estimated Number of Days. This formula essentially applies an increased weighting on the most important resource categories, which forces Bidders to reduce their rates in these categories. This approach in TBIPS T2 financial evaluations has been avoided of late (e.g. M7594-142677; M7594-125928, 47060-136911A, 2B0KB-131858/A; EP296-132122/B and EN414-133505/A – to name just a few) in an effort to allow Bidders to present fair rates that are reflective of the market and will stand up over the potential five years of this contract. This has been supported by many GoC clients as it helps to ensure vendors can deliver in these categories for the duration of the contract, preventing another tender prior to exercising all option periods.

Would the Crown please consider modifying the Pricing Schedule and financial evaluation formula to avoid the weighting of rates by resource category, by removing the multiplication of estimated # of days (column C) and evaluating the Total Price as the sum of Column D?

A46 The formula does not apply a weighting factor rather the formula is based on the estimated number of days for that resource category. Therefore, the financial evaluation will not be revised.

Q47 With the current M3 (in both business and project management streams) evaluation criteria remaining as:

"The Bidder must provide a reference where the Bidder established a Project Management Office (PMO) to support the management of a project. The reference must be from government or private sector projects valued at greater than \$5M."

We question the appropriateness of the \$5M PMO reference project value, as it is not in line with the reference project values for the related business transformation services requirement (current M4). We would recommend that a more commensurate PMO reference project valued at greater than \$1M, would be more in line with the spirit of the overall requirement, and therefore request that the M4 PMO reference project value be reduced in alignment.

A47 Please see A17 response of Solicitation Amd. No. 003.

Q48 As per Amendment 003, page 8 (dated 21 February 2014), please confirm that Bidder Rated Criteria R3 has been removed from both workstreams.

A48 No, R3 for the Bidder for both Workstreams has not been removed.

Q49 As per Amendment 003, page 8 (dated 21 February 2014), please confirm that for Workstream 1 – Business Services, Bidder Rated Criteria R1 should now read 'the Bidder should demonstrate that it provided services similar to those outlined in the Statement of Work (SOW) at Annex A, by providing up to 4 project descriptions involving Business Transformation in government or the private sector within the last 5 years. The projects must be valued at \$5M or more.'

A49 Confirmed.

Q50 Project Manager - Level 3, M5 (on page 115), states the proposed resource must hold a valid Project Management Professional (PMP) or PRINCE2 designation. Would the Crown recognize

a Master's Degree in Project Management from a recognized business school as meeting this requirement?

- A50 No, a Master's Degree in Project Management from a recognized business school is not acceptable.
- Q51 Mandatory Criteria M4 for the P.9 Project Manager Level 2 states 'the proposed resource must hold a valid Project Management Professional (PMP) or Prince2 designation by including the candidate's PMP or Prince2 Certification Number. A copy of the certification must be provided with the bid'. Please confirm if the Crown will accept a Master's in Project Management as an acceptable equivalent to a PMP certification.
- A51 No, a Master's in Project Management is not acceptable.
- Q52 Workstream 1 (Business Services), Technical Writer (Level 2), specifically R3, "The proposed resource should have relevant certification or formal education in the field of technical writing." Would ESDC consider a Bachelor of Arts Degree as relevant formal education?
- A52 No, a Bachelor of Arts Degree is not acceptable for this requirement.
- Q53 Workstream 2 (PM Services), Project Manager (Level 2), specifically M4 "The proposed resource must hold a valid Project Management Professional (PMP) or Prince2 designation by including the candidate's PMP or Prince2 Certification Number. A copy of the certification must be provided with the bid." Would ESDC consider a Master's Degree in IT Project Management from a recognized University as equivalent to a PMP or Prince 2 certification?
- A53 No, a Master's Degree in IT Project Management from a recognized University is not acceptable for this requirement.

ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME.

NOTE: A BID ALREADY SUBMITTED MAY BE AMENDED PRIOR TO THE CLOSING DATE. AMENDING CORRESPONDENCE MUST ADDRESS THE SOLICITATION NUMBER AND THE CLOSING DATE AND MUST BE ADDRESSED TO:

**BID RECEIVING
PUBLIC WORKS AND GOVERNMENT SERVICES CANADA
PLACE DU PORTAGE, PHASE III
MAIN LOBBY, ROOM 0A1
11 LAURIER STREET
GATINEAU, QUEBEC K1A 0S5**