

**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**

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

**Issuing Office - Bureau de distribution**  
Informatics Professional Services - EL  
Division/Services professionnels en informatique -  
division EL  
4C2, Place du Portage  
Gatineau  
Québec  
K1A 0S5

<b>Title - Sujet</b> TBIPS - TECHNICAL PROF. SERVICES	
<b>Solicitation No. - N° de l'invitation</b> BPPT1-130344/A	<b>Amendment No. - N° modif.</b> 002
<b>Client Reference No. - N° de référence du client</b> PR#146758	<b>Date</b> 2014-05-06
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$\$EL-633-27565	
<b>File No. - N° de dossier</b> 633el.BPPT1-130344	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2014-05-26</b>	<b>Time Zone</b> <b>Fuseau horaire</b> Eastern Daylight Saving Time EDT
<b>F.O.B. - F.A.B.</b> <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input checked="" type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Mentor, Michel	<b>Buyer Id - Id de l'acheteur</b> 633el
<b>Telephone No. - N° de téléphone</b> (819) 956-0230 ( )	<b>FAX No. - N° de FAX</b> ( ) -
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>	

**Instructions: See Herein**

**Instructions: Voir aux présentes**

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

## SOLICITATION AMENDMENT No. 002

### RFP No. BPPT1-130344/A

The following amendment 2 is raised to provide answers to questions received from potential bidders.

**Q1** Over the course of the last few years the Federal Government has been using a median band financial evaluation process which lessens the negative effects of vendors bidding extremely low prices and winning business only to deliver poor quality or being unable to deliver at all.

This solicitation uses a similar approach however it sets a lower median band (-20%) as the financial baseline for all technically compliant bidders. In using the lower median band coupled with a high value (40%) being awarded to the financial score the Crown will most likely be awarding a contract to a company with rates at a minimum 20% lower than the median and possibly even more. This enforces a mindset amongst potential bidders of a race to the bottom in terms of proposed rates rather than the provision of quality resources at market value rates. The result for the Crown is a significant increase to the risk of unsatisfactory or poor delivery upon contract award.

Following is our recommendations:

1. To dissuade companies from bidding extremely low rates, we would suggest that rates 20% or more below the median be found financially non-compliant.
2. We suggest that the crown use the Firm Per Diem Median Rate Evaluation Method as described below taken from a recently competed tier 2 TBIPS.

#### Firm Per Diem Median Rate Evaluation Method

In conducting the financial evaluation, with respect to the professional services rates proposed, a firm per diem rate median evaluation method will be used, as follows:

- a. **Use of Method:** The firm per diem rate median calculation will apply to modify the rate to be assessed in the financial evaluation of a Bidder, where the Bidder submits a firm per diem rate for a resource that is lower than the median as calculated below. The firm per diem rate calculation is for evaluation purposes only, and the actual submitted per diem rate will be used in the resulting Contract in all instances.
- b. **Calculation:** Using the per diem rate proposed for each individual resource by the technically responsive Bidders, a median rate will be determined for each Resource Category and Period and Option Period(s). If a Bidder quotes a firm per diem rate

**for any Resource Category that is lower than the median, the median per diem rate will be used to evaluate that Bidder's proposal for this Resource Category.**

**If that Bidder quoted a firm per diem rate that is lower than the median for that Resource Category, and it is determined to be the winning Contractor, the firm per diem rate which was quoted originally by the Bidder will be included in the resulting Contract.**

- 3. We also suggest that the Crown consider weighting the evaluation more in favor of the technical score ie. 70:30 or 80:20. In doing this, the Crown will ensure the quality of the team proposed and the overall bid response be the focus.**

**While these changes won't guarantee a top quality outcome they will increase the likelihood of satisfaction at delivery for the client.**

**A1** *Canada has determined that the Firm Per Diem Median Rate Evaluation established in this solicitation meets the requirement. As a result, the evaluation method established in the solicitation will remain the same. As indicated in the solicitation, Part 4, article 3 (e), if a bidder submits a financial proposal where its rates are at least 20% lower than the median rate bid by all responsive bidders for the relevant resource category, Canada has the right to request for price support. If Canada determines that the information provided by the Bidder does not adequately substantiate the unreasonably low rates, the bid will be declared non-responsive.*

*In addition, Canada has determined that the 60:40 weighting meets the requirement. Therefore, the basis of selection will remain the same.*

**Q2** **Is there currently or in the recent years been firm(s) providing these or similar services to the IRIS maintenance and support/ PTISB? If yes, is the Crown at liberty to disclose which firms and the value of the contracts?**

**A2** *There is currently two (2) Contractors that are providing similar services identified in Annex 'A' - Statement of Work:*

*Calian Ltd*

*Period: April 14, 2011 to September 30, 2014*

*Value: \$1,935,022.26 (Taxes included)*

*Period: September 14, 2012 to December 31, 2014*

*Value: \$1,519,455.00 (Taxes included)*

*ADRM Technology Consulting Group*

*Period: January 23, 2012 to September 30, 2014*

*Value: \$1,356,522.76 (Taxes included)*

**Q3 Are the requested services for the above referenced solicitation currently being provided or have they been provided previously? If so, please identify the means by which such services have been supplied (e.g., direct and or term employee, personal services contract, or contracted services through a company). If the services were contracted through a company, please provide the name of the contractor and the duration of the contract(s).**

**A3** *Please refer to A2*

**Q4 Please refer to Part 3 – Bid Preparation Instructions, Section 2. Technical Bid, paragraph (v) which states "Customer Reference Contact Information: The Bidder must provide customer references who must each confirm, if requested by Canada the facts identified in the Bidder's bid, as required by Attachment B." It is the Bidder's experience that contacting references who could verify a candidate's previous experience becomes increasingly difficult on past projects for various reasons (retirement, changing positions, death etc.), therefore would CIC consider the provision of references for the three (3) most current projects as acceptable for this requirement?**

**A4.** *Canada will not consider the provision of references for the three (3) most current projects as acceptable for this requirement. As stated in Part 3 - Bid Preparation Instructions, Section 2, Technical Bid, paragraph (v), if the named individual is unavailable if required during the evaluation period, the Bidder may provide the name and contact information of an alternate contact from the same customer.*

**ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME.**