

**RETURN BIDS TO:**  
**RETOURNER LES SOUMISSIONS À:**  
**Bid Receiving - PWGSC / Réception des soumissions**  
**- TPSGC**  
**Place du Portage, Phase III**  
**Core 0A1/Noyau 0A1**  
**11 Laurier St./11, rue Laurier**  
**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**  
Miscellaneous Special Projects Division (XN)/Division  
des projets spéciaux divers (XN)  
Canadian Building  
219 Laurier Ave. West, 13th Floor  
Room 13077  
Ottawa  
Ontario  
K1A 0S5

<b>Title - Sujet</b> Acquisitions Program E-Procurement	
<b>Solicitation No. - N° de l'invitation</b> EN578-131350/A	<b>Amendment No. - N° modif.</b> 006
<b>Client Reference No. - N° de référence du client</b> 20131350	<b>Date</b> 2014-05-15
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$\$XN-111-27555	
<b>File No. - N° de dossier</b> 111xn.EN578-131350	<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 2014-06-17</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 type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Moore, Karen	<b>Buyer Id - Id de l'acheteur</b> 111xn
<b>Telephone No. - N° de téléphone</b> (819) 956-1410 ( )	<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 No. - N° de l'invitation

EN578-131350/A

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

20131350

Amd. No. - N° de la modif.

006

File No. - N° du dossier

111xnEN578-131350

Buyer ID - Id de l'acheteur

111xn

CCC No./N° CCC - FMS No/ N° VME

---

See attached.

**Letter of Interest (LOI)**

**Solicitation Amendment 6**

**Purpose:**

A) To respond to questions regarding the LOI.

**QUESTIONS AND ANSWERS**

**QUESTION 9**

Would PWGSC provide a list to all interested parties of the company names, along with the contact information for the representatives of those companies, who attended Industry Day?

We believe that teaming for this opportunity will be necessary in order to meet the PWGSC requirements.

**ANSWER 9**

In accordance with the LOI, registered Participating Suppliers have signed Annex E -Terms and Conditions of the Engagement Process and have thereby consented to the GC disclosing their company names.

The proprietary contact information for the registered suppliers' individual participants will not be released.

The company names of registered suppliers participating in the One-On-One sessions, as of May 14, 2014, are the following:

Accenture  
ADLIB  
Advanced Software Concepts (ASC)  
Biddingo.com  
BravoSolution  
CGI  
Compusearch Software Systems, Inc.  
Deloitte  
Edilex Inc.  
e-Procurement Technologies Limited  
FreeBalance Inc.  
HUBWOO  
IBM Global Business Services  
Ivalua Inc.  
KPM Enterprises Inc.  
Merx  
Microsoft  
Neopost  
Nitor Partners  
OGMA Consulting Corp.  
Oracle Canada  
Perfect Commerce  
PricewaterhouseCoopers LLP (PwC)  
QinetiQ Commerce Decisions Ltd.  
SAP Canada Inc.  
SciQuest  
Sierra Systems  
TBlox B.V.  
Xerox

**QUESTION 10**

The speaking notes for the Associate Assistant Deputy Minister Pablo Sobrino are missing from the presentations released in LOI Amendment 005. Can you please release the speaking notes?

**ANSWER 10**

The speaking notes for the Associate Assistant Deputy Minister Pablo Sobrino, from Industry Day, are attached.

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

Speaking Notes for the Associate Assistant Deputy Minister, Pablo Sobrino

PWGSC Acquisitions Program e-procurement

Industry Day

Palais de Congrès de Gatineau

May 6<sup>th</sup>, 2014

Please note that the speech may not have been delivered exactly as written in the Speaking Notes.

Good morning, I am very pleased to see such strong industry presence with us today; it is a sign of the significant maturation of the strategic sourcing solutions industry and the evolution of technology in this space. On behalf of Public Works and Government Services Canada, I would like to thank you for dedicating precious time and resources to joining us here today at our Industry Day and making it possible for us to engage with you.

Bonjour à tous, et bienvenue.

Before starting, I wanted to share a bit of an anecdote with you. A few months ago, I had the opportunity to attend the ProcureCon event held in Toronto, Ontario; I may have even met some of you there. It was the first time a ProcureCon event was held in Canada and I was pleased to be able to attend it.

What I learned at ProcureCon was that even though we are a large federal procurement organization managing \$16 billion a year in contracting activities and buying everything from military vessels to laboratory equipment to office supplies and everything in between on behalf of the Government of Canada, that the issues we face from a strategic sourcing perspective aren't that different from, for example, major banks, multinational corporations, mining companies, etc. We all want to leverage our buying power to the greatest extent possible, ensure that our transactions are open, fair, transparent and sustainable, and leverage our contracting strategies as a driver of socioeconomic value for our key

stakeholders. The legal and regulatory frameworks and the terminology we may use might be different, but our core processes and key business outcomes are strikingly similar. It takes getting into a room and talking to people to realize that we're not so different after all.

This is why industry engagement sessions such as these are so important; we know that we have an issue that you can help us to resolve, and you know that we have a need for services such as the ones you provide. The key to a successful procurement process is ensuring that we can all come together and speak in a commonly understood language, so that when we release an eventual Request For Proposal, or tender, you have a clear idea of what we're asking for and what our requirements are in order to facilitate the bid submission process.

That said, I would like to speak to you today about our operating context and the overarching vision for e-Procurement in the Canadian federal government and broader Canadian Public Sector. There will be a short period at the end of my presentation for questions.

Public Works and Government Services Canada, through the PWGSC Act, is recognized as the steward for all procurement and contracting activities within the Canadian federal government, save a few limited exceptions. Our stewardship role demands that we apply sufficient governance, oversight, and due diligence to the procurement system. We must ensure that multi-billion dollar acquisitions decisions are made on the basis of sound costs, prudent assessment of risks and benefits and that we obtain the best value for Canadians.

We are a very busy program, overseeing thousands of complex procurement and contracting files. As I mentioned, we manage approximately \$16 billion dollars in contracting activities a year, which breaks down to tens of thousands of individual transactions on an annual basis. Our ability to manage this volume of work by leveraging technology is quite limited at this time; some of our current legacy tools are over 20 years old and are no longer supportable. Budget restrictions have limited our availability to invest in new solutions. However, now that new technologies and service models present dramatically decreased total costs of

ownership and increased system interoperability, we are in a better position to work towards implementing a solution, and not a moment too soon.

Despite budget reductions, our work is getting even busier; we are overseeing some of the most complex, high risk, and high value contracting efforts in Canadian history, such as the National Shipbuilding Procurement Strategy, the replacement jet fighter for the CF-18s, new satellite systems, major construction projects, and major service delivery projects such as RP-1, for real property management services for PWGSC managed public buildings across Canada. On this, it is worthy to note that the top 10% of our contracting transactions account for 90% of total value.

The cost, complexity and variety of goods and services we procure continue to increase dramatically, and we have a need for modern electronic systems to allow our professionals to keep up with the increasing volume and complexity of work.

The current fiscal environment brings additional challenges, demands for better value, better advice, quality client service, and reduced cost and process burden. In addition to these challenges, the need to assure the integrity of the procurement system has never been higher.

We have a framework in place that supports accountability and integrity in procurement, with strong governance, codes of conduct, fairness monitoring, audits, financial controls and internal investigations. These mechanisms apply to all those involved in our procurement activities.

The department has put in place numerous measures that demonstrate its commitment to doing business with companies and individuals that respect the law and act with integrity. PWGSC will continue to build upon these measures; it is our responsibility as stewards of public funds.

As a common service provider to the Canadian Federal Government, PWGSC provides essential support to the operations of government. We make it possible for departments and agencies to deliver their programs to Canadians. Our ultimate client is, therefore, Canada and the Canadian people. It follows then,

that by providing excellent client service to departments and agencies PWGSC serves Canada and Canadians. In addition, *under recent changes to the PWGSC act, we have an even greater opportunity to extend our services to the broader Canadian public sector - leveraging our collective buying power for the benefit of Canadian taxpayers and our public institutions.*

Client Service in the public sector is not a simple undertaking. It is not simply giving clients what they want - it is much more complicated than that, for a number of reasons. In the context of public sector contracting these complexities are evident.

First, clients may not have knowledge of the technology or industry. In today's fast changing world, we cannot expect our government clients to have cutting edge knowledge and expertise across all domains. They may not be aware of the potential solutions available in the market to meet their needs.

Secondly, we have an obligation to obtain best value, because it is the taxpayer who is ultimately paying the bill. Best value, as you know, is not the same as the lowest price. Best value is the best combination of quality and price, whether for office furniture, or the total cost of ownership of a major military equipment system, including the purchase cost and maintenance and support through its life cycle. Best value also considers the optimal balance of price, quality and socio-economic benefits. Obtaining best value, and benefits to the Canadian people is a key underlying outcome for all of our major procurements. This is also clearly articulated in the Policy Objective statement of Treasury Board of Canada Contracting Policy:

*The objective of government procurement contracting is to acquire goods and services and to carry out construction in a manner that enhances access, competition and fairness and results in best value or, if appropriate, the optimal balance of overall benefits to the Crown and the Canadian people.*

In the context of Acquisitions, then, client service is not simply getting the client what he wants, or getting the lowest price, or taking the easiest route to get the



good or service. We need to take a balanced scorecard approach, balancing costs, risks, benefits, price, quality, integrity, due diligence and timeliness.

An eventual e-Procurement solution will be a crucial component to enhancing this service delivery; by reducing process burden, automating processes, facilitating information transfer with interoperable systems and providing powerful reporting and tracking functionality, it will enable our procurement professionals to dedicate more time to strategic procurement work as opposed to manually cross walking information across our network of independent and outdated applications. On this point, my colleagues from the Treasury Board of Canada Secretariat and Shared Services Canada will speak more at length about technical system requirements and enterprise architecture interoperability.

In our vision for e-procurement for the Government of Canada, procuring the essentials goods and services departments require to deliver their programs to Canadians is as easy as when you and I shop online in our personal lives – with the click of a button. For suppliers such as yourselves - responding to government solicitations should be as easy as filling in an application online. And finally, our procurement professionals should have the tools they need to focus on the strategic procurements that really drive value for our Canadian taxpayers.

Later today, you will hear more about our Digital Program and our operational environment that governs Canadian Public Procurement. However, for us, this is not about transitioning our existing business processes into new tools. This is about an IT enabled business transformation of federal procurement. We recognize that – barring legislative and regulatory constraints – this transformation will require us to change the way we operate, standardize our process, and align with commercial approaches. We will look to you to bring your innovation and your best practices to help shape the future of our business.

Through working together in collaborative engagement over the coming months, I hope by this time next year, one or more of you will be working in partnership

with us to deliver a more efficient and effective procurement function that ensures the best possible outcomes for our clients, our procurement professionals, our supplier community, and the Canadians public.

Thank you. Merci.