

**RFSA file no. 201402377**

**Question 19:**

Section 4.4 – Offeror’s – are professional biographies of our key resources acceptable for submission in lieu of resumes?

**Answer 19:**

The offer must include resumes for key resources.

**Question 20:**

Section 4.6 Financial Information (specifically 4.6.1 – Credit Check) – if the proponent is neither a sole proprietorship nor partnership, what, if any, financial information is required as part of our submission?

**Answer 20:**

**Please refer to answer 4 to question 4.**

**Question 21:**

If a company is specialized in certain types of training and proposes to offer only a limited number of those requested under this RFSA be considered for those services or only those suppliers who offer most or all of the services as requested preferred by CMHC?

**Answer 21:**

CMHC does not expect supplier to be qualified in all of the services requested. Suppliers with limited numbers of Training services and/or specialization(s) will be considered equally with all suppliers. On an as-and-when-required basis, CMHC will seek competitive cost quotations and/or proposals from offerors retained under the Supply Arrangement (SA) to meet specific business requirements. The selection of offerors will be based on their qualifications and experience.

**Question 22:**

Are references from CMHC employees acceptable?

**Answer 22:**

References from CMHC employees will be accepted.

**Question 23:**

What type of “Demonstration of ability to provide services” does CMHC require, e.g., additional reference, client testimonials, trainer credentials, lists of clients, lists of training sessions by date/client, training materials, curriculum vitae, etc.?

**Answer 23:**

Please refer to section 4.4 for a list of mandatory qualifications.

**Question 24:**

Will CMHC consider negotiating the elimination or reduction of the value of the insurance requirement for SMEs?

**Answer 24:**

The insurance requirement is mandatory.

**Question 25:**

As the mix of programs listed in 3.2 Statement of Services vary dramatically in terms of per diem facilitator fee and course material fee, can a supplier submit multiple tables to provide CMHC with a range of pricing depending on the specific area of expertise?

**Answer 25:**

Suppliers can submit multiple tables to provide various ranges of pricing depending on the specific area of expertise.