

**RETURN RESPONSES TO:
RETOURNER LES
ANSWERS À :**

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**AMENDMENT TO INVITATION TO
QUALIFY
MODIFICATION DE L'INVITATION
À SE QUALIFIER**

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
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Ce document contient des exigences
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Title - Sujet Data Centre Server and Storage Infrastructure Infrastructure de serveur et de stockage pour les centres de données	
Solicitation No. – N° de l'invitation 10040747/A	Amendment No. - N° modif. 005
Client Reference No. – N° référence du client : 14-20384-0	Date 22 October 2014
Solicitation Closes – L'invitation prend fin on – le 12 November 2014 at – à 11 :59 PM	
F.O.B. - F.A.B. Plant-Usine: <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input type="checkbox"/>	
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THIS SOLICITATION AMENDMENT IS ISSUED TO:

Publish Canada's Responses to Respondents' questions and to modify the ITQ.

NOTE: Respondents' clarification questions are numerically sequenced upon arrival at SSC. Respondents are hereby advised that questions and answers for this solicitation may be issued via BuyandSell.gc.ca out of sequence.

Question 9:

Referencing 3.1.4 "Submission of Only One Response from a Responding Group" - Given that *Company* and *Company* (including *Company*) are all affiliates of *Company*, please confirm our understanding that only 1 bid response will be accepted by SSC across this Responding Group - either a combined (for cat 2 and 3 only), or individual bid from any one of these affiliates - for each category, and that no affiliate will be able to participate as a core team member on another bid team in the same category.

Answer 9:

Canada will only allow one response from a Responding Group, as defined in the ITQ. Please refer to Section 3.1.4 and Annex C – Definition of Terms.
See Modification 008.

Question 10:

Category 3 Cloud Management Platform, Mandatory Experience Requirement M04.

From our perspective, this requirement is predominantly a hardware-based support requirement. Also, by specifying that a respondent's support experience in this area must have been gained 'in at least 4 of the 6 main geographical regions across Canada' will only serve to eliminate leading edge CMP technology solutions that have been successfully adopted by major corporations and public sector clients throughout the world. We therefore recommend that Canada deletes Mandatory Experience Requirement M04 from the Category 3 Cloud Management ITQ.

Answer 10:

See Modification 009.

Question 12:

3.2 Section I: Qualification Response states:

"Respondents are not required to include customer reference information when describing corporate project experience. Generic descriptions of project experience are sufficient. The Respondents' experience will be evaluated on a simple pass/fail (i.e., compliant / noncompliant) basis. Respondents that fail to meet any of the technical evaluation criteria in Attachment 4.1 will be disqualified"

However Attachment 4.1.1, 4.1.2, and 4.1.3 all require that the client name to be provided. Bidders cannot include their client's names in proposals without obtaining permission to do so, and without reviewing with them in detail what information is being included with respect to the Project. Numerous reference projects are required in order to meet all requirements and will make the Oct 28 close date very difficult to meet.

In keeping with the concept that generic project descriptions are adequate, will SCC drop the requirement for customer name on these forms and replace with "Client Industry/Business Sector"?

Answer 12:

Canada agrees to add "Client Industry/Business Sector" or "Customer name" on the Mandatory Evaluation Criteria Checklist.

See Modifications 010, 011, and 012.

Please note, as per Section 3.2.1 b) The Mandatory Evaluation Criteria Checklists following each Mandatory Evaluation Criterion are provided to assist Respondents in ensuring that all requirements have been addressed in their response.

Respondents are therefore, not required to use the checklists in their response. The checklists are provided to help ensure Respondents identify all elements in their response to the Mandatory Evaluation Criteria.

Question 14:

Reading through solicitation 10040747/A, Table 2 on page 6, Item # 4 Platform Software Contracts out of scope. What is the timeframe in which this item we be in scope. We have a high interest in understanding that requirement further and are looking forward to additional details.

Answer 14:

The Platform Software procurements are out of scope for this ITQ. However, they are clearly in scope of the DCSSI initiative. Canada is aiming at starting the solicitation processes to acquire the Platform software in the coming weeks.

Question 16:

As the Mandatory Experience Requirement section does not ask for customer names, for the Mandatory Evaluation Criteria Checklist is customer legal name still required or can we include a detailed description of the organization instead (in the event that the customer doesn't want their name released)?

Answer 16:

See Canada's response to question 12.

Question 18:

In Section 5.3, OEM Certification (applicable to Category 1) a) we understand that although only 1 respondent submission will be accepted for this category, the respondent does not have to be the OEM. However, Attachment 4.1.1 – Category 1 – Server and Storage Infrastructure Mandatory Evaluation Criteria Requirement M01 states "Respondant must have manufactured..." These 2 statements are contradictory, we request that "manufactured" is removed from the qualification statement in M01 so that a respondent who is not the OEM but is otherwise qualified may bid.

Answer 18:

As per Question 7, Modifications 005 and 006, Section 5.3 has been deleted, therefore removing any perceived contradiction.

Question 25:

For Category 1, if a respondent is bidding on behalf of an OEM, please confirm our understanding that the respondent may use the OEM's references.

Answer 25:

No, you can only use references from a Core Team Member and there are no Core Teams in Category 1.

Question 36:

Given the significant level of complexity of these requirements, and the potential need to re-organize business relationships to form Core Teams, will the Crown please consider extending the current close date by one month?

Answer 36:

See Canada's response to question 15.

Question 41:

In regards to Amendment 3 Question 7 as well as Modifications 5 and 6, we respectfully request that the closing date for the ITQ be moved to November 25th. This recent change forces us to completely re-evaluate our approach in responding to Category 1 of the ITQ as we can no longer support an Authorized business Partner in responding to the ITQ on our behalf

Answer 41:

See Canada's response to question 15.

Question 56:

With the Solicitation Closing date now extended to November 12, 2014, will there also be a further extension for period for submitting questions – Period 1 - Initial Question Period, as outlined in clause 2.3.2 and subsequently modified in Amendment 001

Answer 56:

Canada will not be extending the initial question period any further.

Question 57:

Given the extension of closing date to November 12, we request that last day to submit questions also be extended to Monday November 3

Answer 57:

See Canada's response to question 56.

Modification 008:

On Page 32 of 48 of the ITQ, Annex C – Definition of Terms:

Add:

Responding Group	As defined in the ITQ, Section 3.1.4 b) Responding Group includes all entities (whether those entities include one or more natural persons, corporations, partnerships, limited liability partnerships, etc.) that are related to one another.... Responding Group = Respondent = Core Team Lead
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Modification 009:

On Page 42 of 48 of the ITQ, Attachment 4.1.3 – Category 3: Cloud Management Platform Mandatory Evaluations Criteria, Mandatory Experience Requirement M04:

Delete: The Respondent and/or its Core Team Member(s) must have continuously provided onsite support, including maintenance and break fix, operating 24 hours per day, 7 days per week, 365 days per year with a 4 hour or better response time, dedicated bilingual toll-free support, over the past 2 years. This support must have been provided to at least one organization with a minimum of 5,000 employees with a nationwide presence in at least 4 of the 6 main geographical regions across Canada as defined in Annex C – Definition of Terms.

Insert: The Respondent and/or its Core Team Member(s) must have provided support including maintenance, operating 24 hours per day, 7 days per week, 365 days per year with a 4 hour or better response time, and dedicated toll-free support for a period of 2 years within the last 3 years.

Modification 010:

On Page 38 of 48 of the ITQ, Attachment 4.1.1 – Category 1: Server and Storage Infrastructure Mandatory Evaluation Criteria Checklist:

Delete: Customer Name

Insert: Client Industry/Business Sector

Modification 011:

On Page 41 of 48 of the ITQ, Attachment 4.1.2 – Category 2: Virtual Servers Mandatory Evaluation Criteria Checklist:

Delete: Customer Name

Insert: Client Industry/Business Sector

Modification 012:

**On Page 43 of 48 of the ITQ, Attachment 4.1.3 – Category 3: Cloud Management Platform
Mandatory Evaluation Criteria Checklist:**

Delete: Customer Name

Insert: Client Industry/Business Sector