

**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
Requirement
Ce document contient des exigences
sécuritaires

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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. 007
Client Reference No. – N° référence du client : 14-20384-0	Date 24 October 2014
Solicitation Closes – L'invitation prend fin on – le November 12, 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 26:

The qualification requirements in Category 1 are unclear, and could be interpreted in multiple ways. Specifically:

- Section 2.4.1 states "A Core Team is not permitted in Category 1....." A Core Team is further defined to be a maximum of 3 firms that can join together to form a team. This requirement infers that a single corporate entity/firm (ie. not a team) can qualify in Category 1.
- Section 5.3, OEM Certification applicable to Category 1, states that "Any respondent who is not the OEMis required to submit the OEM certification....."Which infers that respondents who are not OEMs can qualify with the appropriate OEM certification forms – that is, a non-OEM respondent can qualify for Category 1.
- Attachment 4.1.1, Mandatory Experience requirement M01, states that "The respondent must have manufactured, marketed, supplied, tested, implemented and maintained....."Which infers the respondent must be the Original Equipment Manufacturer to qualify.

These qualification requirements could be interpreted to mean that Category 1 is limited only to OEMs who are the sole manufacturer of all servers, storage, networking and security systems for the Converged Infrastructure as defined in Annex C. If qualification is limited to OEMs who are the sole manufacturer of all Converged Infrastructure elements, then only companies such as HP, IBM and Dell can qualify; while potential respondents who propose Converged Infrastructure, but who are not the OEM, such as EMC (VCE company) and NetApp are automatically eliminated.

Would the Crown please confirm that respondents can qualify for Category 1 if they have "supplied, tested, implemented and maintained at least two of the infrastructures (Converged, Servers, Storage) as defined in Annex C" and meet all other qualification requirements? That is, remove the requirement to be a manufacturer, and clarify that a non-OEM respondent can qualify for Category 1?

Answer 26:

No, Canada will not remove the requirement to be a manufacturer from mandatory requirement 4.1.1 M01.

The interpretation that Category 1 is limited only to OEMs who are the sole manufacturer of all servers, storage, networking and security systems for the Converged Infrastructure is incorrect.

See Modification 013.

Question 37:

Referencing Attachment 4.1.1 – Category 1, Mandatory Experience Requirement M02 "connected to 10+ customer networks(s) for at least 10 of these Converged / Reference Infrastructures..."

Q – Is the requirement to demonstrate 10+ network connections for each of 10 unique reference organizations? Or more simply to ensure that the respondent can demonstrate their experience with Converged/Reference Infrastructures deployed and connected to 10 unique networks?

Answer 37:

See Modification 014.

Question 40:

Referencing Annex C Definition of Terms, page 33 "Virtual Servers" definition "owned and managed by the supplier"

Q – Please clarify whether SSC is looking for the respondent to demonstrate a fully managed service, or alternatively where is the line drawn between the respondent and the client's management responsibilities for which you are looking to qualify respondents' experience?

Answer 40:

For the purposes of the ITQ, Canada is requiring respondents to demonstrate that they have the capability to provide infrastructure supporting virtual servers up to the virtual machine level at a minimum. Please refer to page 27, Annex B, 5 Responsibility Matrix for the delineation of responsibilities.

Question 43:

a) We respectfully request that SSC provide potential Respondents with the Terms and Conditions that would be legally binding for any resulting contract as part of this process.

b) Is SSC able to provide an indication of whether the terms referenced in part a) of this question will be negotiable?

Answer 43:

No, Canada will not provide any Terms and Conditions at this time as they will be discussed at the Review and Refine Requirements Phase of the Procurement

Question 45:

a) Will SSC agree to modify Section 5.5.7 from "remains in force indefinitely" to "remains in force for 3 years from submission date of the Response?"

b) Will SSC agree to modify Section 5.5.3 to "Sensitive Information includes, but is not limited to, any documents, instructions, guidelines, data material, advice or any other information whether received orally, in printed form or otherwise, provided that information is identified or labeled as classified, proprietary or sensitive."

c) Will SSC agree to modify Section 5.5.4 to "The Respondent agrees that it will not reproduce, copy, divulge, release or disclose, in whole or in part, in whatever way or form any Sensitive Information to any person other than a person employed by the Respondent who has a security clearance commensurate with the level of Sensitive Information being accessed, without the prior written consent of the Contracting Authority. The Respondent agrees to notify the Contracting Authority within a commercially reasonable timeframe if any person, other than those permitted by this Article, accesses the Sensitive Information at any time."

d) Will SSC agree to modify Section 5.5.5 to: "All Sensitive Information will remain the property of Canada and must be returned to the Contracting Authority or destroyed (in the case of tangible copies) or deleted (in the case of soft copies), at the option of the Contracting Authority, if requested by the Contracting Authority, within 30 days following that request, except copies of Sensitive Information as may be necessary to be retained by reason of legal, archival, external accounting standards or regulatory requirements."

e) Will SSC agree to modify Section 5.5.6 to: "The Respondent agrees that a breach of this Non-Disclosure Agreement may result in disqualification of the Respondent at either the ITQ or RFP stage, or immediate termination of the resulting Contract? The Respondent also acknowledges that a breach of this Non-Disclosure Agreement may result in a review of the Respondent's security clearance and review of the Respondent's status as an eligible respondent for other requirements."

Answer 45:

This Non-Disclosure Agreement is related to the Supply Chain Integrity Process. As this process is not part of the ITQ, Canada hereby removes section 5.5.

See Modification 015.

Question 47:

Mandatory Experience Requirement M02

The Respondent must have supplied server or storage infrastructure that has been marketed, integrated, tested maintained and supported as part of a Converged Infrastructure and/or Reference Architecture as defined in Annex C – Definition of terms. The Respondent must demonstrate how their infrastructure was deployed and connected to 10+ customer network(s) for at least 10 of these Converged/Reference Infrastructures in the past 3 years prior to the posting date of this ITQ.

Please confirm that you are seeking a single reference that has multiple (10) Converged/Reference Infrastructures with at least 10 customer network(s).

Answer 47:

Please refer to Canada's response to Question 37, Modification 014.

Question 54:

Attachment 4.1.3 – Category 3: Cloud Management Platform Mandatory Evaluations Criteria

Mandatory Experience Requirement M01

The Respondent and/or its Core Team Member(s) must demonstrate 10 Customer deployments of functioning Cloud Management Platforms as defined in Annex C – Definition of Terms, in the past 3 years prior to the closing date of this ITQ based on Category 1 defined infrastructure as described in this ITQ.

Question: Category 1 M01 requires Experience in at least two of the following infrastructures:

- a) Converged Infrastructure
- b) Standalone Servers
- c) Storage

Can Shared Services clarify that the Mandatory Experience Requirement M01 for Category 3 may apply to any or all of the three infrastructures listed (Converged Infrastructure, Standalone Servers and Storage) in M01 of Category 1?

Answer 54:

Yes, Canada will accept any or all of the infrastructures listed in category 1 (M01).

See Modification 013.

Question 58:

Attachment 4.1.1 – Category 1- Server and Storage Infrastructure Mandatory Evaluation Criteria, M01 (Page 37): Canada outlines that the “The Respondent must have manufactured... least two of the infrastructures...”. Our understanding is that the term manufactured does not mean that the Respondent must be the Original Equipment Manufacturer (OEM) in order to qualify for Category 1.

Answer 58:

Canada is not in agreement with this interpretation. Manufacturer is equivalent to OEM as defined in Annex C, Definition of Terms

Question 59:

2.3 Enquiries and Comments – as per amendment 004 Canada has extended the closing date to November 12th. We respectfully request that the closing date for enquiries be modified to the following:

Initial question period for Respondents begins following the initial ITQ posting date and ends ~~40~~ 24 calendar days later at 23:59 EDT.

Answer 59:

No, Canada will not further extend the question period dates.

Question 60:

Amendment 004 – Page 1 of 5 indicates the new solicitation close date and time is November 12, 2014 at 11:59 EDT. Can SSC please confirm if 11:59 EDT is 11:59 AM or PM.

Answer 60:

Canada confirms that the closing date for the ITQ is November 12, 2014 at 11:59 PM.

Modification 013:

On page 37 of 48 of the ITQ, Attachment 4.1.1 – Category 1- Server and Storage Infrastructure Mandatory Evaluation Criteria, Mandatory Experience Requirement M01:

Delete in its entirety.

Insert: The Respondent must have manufactured, marketed, supplied, tested, implemented and maintained at least one of the infrastructures listed below as defined in Annex C – Definition of Terms. The Respondent must demonstrate that this experience occurred prior to the posting date of this ITQ, for 5 Customers, each with 5,000+ employees and two or more data centres consuming a minimum of 100 KVA to operate the following specified infrastructure :

- (a) Converged Infrastructure
- (b) Standalone Servers
- (c) Storage

Respondents demonstrating experience in (b) or (c) must further demonstrate how either (b) or (c) is incorporated in a Converged Infrastructure as defined in Annex C - Definition of Terms. Of these 5 Customers, at least 3 must be located in Canada, and 3 must be from the public sector.

Modification 014:

On page 37 of 48 of the ITQ, Attachment 4.1.1 – Category 1- Server and Storage Infrastructure Mandatory Evaluation Criteria, Mandatory Experience Requirement M02:

Delete in its entirety.

Insert: The Respondent must have supplied server or storage infrastructure that has been marketed, integrated, tested maintained and supported as part of a Converged Infrastructure as defined in Annex C – Definition of terms. For at least 10 customer references, the Respondent must demonstrate how these Converged Infrastructures were deployed and connected to the referenced customer's independent network environment(s) within the past 3 years prior to the posting date of this ITQ.

Modification 015:

On page 19 of 48 of the ITQ, Section 5.5 Non-Disclosure Agreement:

Delete in its entirety.