

RETURN BIDS TO:
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- 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

Title - Sujet Acquisitions Program e-Procurement	
Solicitation No. - N° de l'invitation EN578-131350/A	Amendment No. - N° modif. 016
Client Reference No. - N° de référence du client 20131350	Date 2014-11-06
GETS Reference No. - N° de référence de SEAG PW-\$\$XN-111-27555	
File No. - N° de dossier 111xn.EN578-131350	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2014-11-26	
Time Zone Fuseau horaire Eastern Standard Time EST	
F.O.B. - F.A.B. Plant-Usine: <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: Moore, Karen	Buyer Id - Id de l'acheteur 111xn
Telephone No. - N° de téléphone (819) 956-1410 ()	FAX No. - N° de FAX () -
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction:	

Instructions: See Herein

Instructions: Voir aux présentes

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

Solicitation No. - N° de l'invitation

EN578-131350/A

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

20131350

Amd. No. - N° de la modif.

016

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 16****Purpose:**

A) To respond to questions regarding the LOI.

QUESTIONS AND ANSWERS**QUESTION 152**

In response to the LOI amendments [recently] issued, we wish to ask the following questions:

A. Can you confirm that the LOI is scheduled to close November 26th, at which time the Industry Engagement phase of the solicitation process will close?

B. Would the Crown be in a position to provide details relating to the scope of the Invitation to Qualify (ITQ)? Will the Crown at this stage be requiring a complete solution or is it possible that service providers and software vendors will be able to qualify independently of one another? Our concern is that without a more clear understanding of the ITQ process and scope, we will not have enough information to decide whether or not to partner with another vendor. And of course if we don't have our partnering discussions, decisions and agreements in place in time, we may lose out on an opportunity to qualify. Put another way, we don't believe we have enough information to make key decisions, and this may end up restricting our ability to respond appropriately to the ITQ.

C. We understand that the Crown has addressed a question about establishing Joint Ventures with qualified vendors after the ITQ stage, but again, our concern is that this would severely restrict our options to vendors who have been capable of qualifying on their own during the ITQ process, limiting our ability to partner effectively. But if we have a better sense of the scope of the ITQ in advance, we're able to better determine whether we can qualify on our own or establish appropriate partnering agreements with another vendor and be held to that partnership to work on the draft RFP.

ANSWER 152

A. In accordance with LOI Amendment 012, Change 11 the LOI closes November 26, 2014. Yes, when the LOI closes the Industry Engagement phase of the LOI closes.

B. Further details regarding the scope of the ITQ will be released when the ITQ is issued. The anticipated mandatory criteria for the ITQ are outlined in LOI Amendment 014 question and answer 150. All suppliers, whether they are service providers or software vendors, that meet the requirements of the ITQ will become Qualified Suppliers. Once the ITQ has been published, any questions or concerns suppliers have regarding the ITQ requirements should be submitted to the Contracting Authority, and will be addressed during the ITQ period.

C. In accordance with LOI Amendment 014, question and answer 149 as well as Change 13, suppliers that qualify during the ITQ (Qualified Suppliers) will have the option of establishing partnership arrangements for the RFP phase (Joint Ventures, subcontract arrangements, etc.) with suppliers that are not Qualified Suppliers, or with other Qualified Suppliers.

QUESTION 153

[This question was asked during the Industry Day session.] What are the key elements GC is trying to solve with this new solution?

ANSWER 153

One element the GC are trying to address is the high volume of procurements that are low dollar value transactions requiring a significant amount of a procurement officer's time and efforts. With improved technology to help automate more of the low dollar value transactions, procurement officer's can focus on more strategic procurement. The second element is providing these procurement professionals the strategic sourcing tools needed to manage strategic procurements throughout their lifecycle.

QUESTION 154

[This question was asked during the Industry Day session.] In relation to the Financial Management System Business Cycle depicted on slide 4 of Mr. Séguin's presentation, is SAP the system of choice for #7 Procurement, #8 Order Fulfillment, and #9 Invoicing, reconciliation?

ANSWER 154

The financial value capture of the procurement process occurs in the GC Financial Management Systems (FMS). It is anticipated that the new e-procurement solution will need to interoperate with the future SAP government-wide solution.

QUESTION 155

How do you use framework agreements within your organization?

ANSWER 155

Details regarding the GC procurement process and its framework agreements (standing offers and supply arrangements) can be found on the Government Electronic Tendering Service (GETS) website at the following link <https://buyandsell.gc.ca/for-businesses/selling-to-the-government-of-canada/the-procurement-process>.

QUESTION 156

Do you have an IT Governance structure available?

ANSWER 156

Yes, PWGSC IT enabled business transformations are governed by the National Project Management System. Details are available on the PWGSC website at the following link: <http://www.tpsgc-pwgsc.gc.ca/biens-property/sngp-npms/ti-it/poativc-itefv-eng.html>.

QUESTION 157

a. How does the government of Canada intend on determining the most adequate provider for a solution? Will it rely on independent analysis of publications such as the Gartner report? Will it assess through proof of concepts by suppliers? Or will it use a combination of the two or something else all together?

b. What kind of weighting will the Government of Canada use?

ANSWER 157

a. Please refer to LOI Amendment 008 question and answer 13.

b. Details regarding the evaluation criteria weighting will be provided in future phases of the solicitation process.

QUESTION 158

Will the GC be looking at the value proposition proponent of the Smart Procurement Approach?

ANSWER 158

While the GC is considering the impact on improving access to procurement opportunities for Canadian businesses under the Benefits for Canadians Pillar of the Smart Procurement approach, it is not anticipated that the evaluation methodology will include a value proposition component.

QUESTION 159

Does PWGSC continue to have a commodity management framework in place?

ANSWER 159

Yes, details regarding PWGSC's commodity management policy and associated framework are available here: <https://buyandsell.gc.ca/policy-and-guidelines/policy-notifications/PN-92>.

QUESTION 160

Is a program side Treasury Board submission required prior to release of a draft RFP?

ANSWER 160

Under the GC's Policy on the Management of Projects there are certain requirements, based on the complexity of the project, for approval authorities including potential requirements for a Treasury Board submission for project approval. At this time PWGSC does not anticipate a requirement for Treasury Board approval prior to release of the RFP.

QUESTION 161

Are you going to Treasury Board for a Preliminary Project Approval (PPA)?

ANSWER 161

Please refer to question and answer 160 in this LOI Amendment.

QUESTION 162

Have you looked at other reference sites, or other initiatives that are of interest or similar to your requirement?

ANSWER 162

Yes. Please refer to LOI Amendment 008, question and answer 16.

QUESTION 163

Is there a budget set aside for this or this a self-funded model?

ANSWER 163

The GC are currently considering the budget and funding model for this requirement. Please also refer to LOI Amendment 009, question and answer 67.

QUESTION 164

Can you please define the scope of framework agreements in the GC.

ANSWER 164

Please reference question and answer 155 in this LOI Amendment.

QUESTION 165

Are you in discussions (regarding e-Procurement) with other government organizations outside of the Government of Canada.

ANSWER 165

Please refer to question and answer 162 in this LOI Amendment. If suppliers are aware of initiatives in other jurisdictions that would be of benefit to the GC, suppliers are encouraged to include the reference information in their feedback to the GC.

ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME