

RETURN BIDS TO:
RETOURNER LES SOUMISSIONS À:

**Bid Receiving - PWGSC / Réception des
soumissions - TPSGC
11 Laurier St. / 11, rue Laurier
Place du Portage, Phase III
Core 0B2 / Noyau 0B2
Gatineau, Québec K1A 0S5
Bid Fax: (819) 997-9776**

Request For Supply Arrangement - Demande pour un arrangement en matière d'approvisionnement

Offer to: Department of Public Works and Government Services

We hereby offer to provide to Canada, as represented by the Minister of Public Works and Government Services, in accordance with the terms and conditions set out herein or attached hereto, the goods, services, and construction detailed herein and on any attached sheets.

Offre au: Ministère des Travaux publics et des Services
gouvernementaux

Nous offrons par la présente de fournir au Canada, représenté par le ministre des Travaux publics et des Services gouvernementaux, aux conditions énoncées ou incluses par référence dans la présente et aux annexes ci-jointes, les biens, services et construction énumérés ici et sur toute feuille ci-jointe.

Comments - Commentaires

Vendor/Firm Name and Address
Raison sociale et adresse du
fournisseur/de l'entrepreneur

Issuing Office - Bureau de distribution

Training and Specialized Services Division/Division de la
formation et des services spécialisés
11 Laurier St. / 11, rue Laurier
10C1, Place du Portage
Gatineau, Québec K1A 0S5

Title - Sujet LEARNING SERVICES	
Solicitation No. - N° de l'invitation E60ZH-070003/H	Date 2015-01-06
Client Reference No. - N° de référence du client E60ZH-070003	GETS Ref. No. - N° de réf. de SEAG PW-\$\$ZH-121-28308
File No. - N° de dossier 121zh.E60ZH-070003	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2015-07-13	Time Zone Fuseau horaire Eastern Standard Time EST
Delivery Required - Livraison exigée See Herein	
Address Enquiries to: - Adresser toutes questions à: Deslauriers, Jean-Sébastien	Buyer Id - Id de l'acheteur 121zh
Telephone No. - N° de téléphone (819)934-1423 ()	FAX No. - N° de FAX () -
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction: See Herein	
Security - Sécurité This request for a Supply Arrangement includes provisions for security. Cette Demande pour un arrangement comprend des dispositions en matière de sécurité.	

Instructions: See Herein

Instructions: Voir aux présentes


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



Item Article	Description	Dest. Code Dest.	Inv. Code Fact.	Qty Qté	U. of I. U. de D.	Destination	Unit Price/Prix unitaire FOB/FAM	Plant/Usine	Delivery Req. Livraison Req.	Del. Offered Liv. offerte
5	Prospero SA	E60ZH	E60ZH	1	Each	\$	\$		See Herein	
9	3088863 Canada Inc SO 035	E60ZH	E60ZH	1	Each	\$	\$		See Herein	
10	SBM Consultants Inc SO 037	E60ZH	E60ZH	1	Each	\$	\$		See Herein	
11	Lemmex Group	E60ZH	E60ZH	1	Each	\$	\$		See Herein	
65	Prospero Learning Solutions SO 087	E60ZH	E60ZH	1	Each	\$	\$		See Herein	
102	175213 Inc.	E60ZH	E60ZH	1	Each	\$	\$		See Herein	
103	3149455 Canada Inc	E60ZH	E60ZH	1	Each	\$	\$		See Herein	
104	4058721 Canada Ltd	E60ZH	E60ZH	1	Each	\$	\$		See Herein	
105	Centre for Learning Impact Inc	E60ZH	E60ZH	1	Each	\$	\$		See Herein	
106	Michael Nolan and Associates, Fris en, Kaye and Ass	E60ZH	E60ZH	1	Each	\$	\$		See Herein	
107	529040 Ontario Inc. and 880382 Ont ario Inc.	E60ZH	E60ZH	1	Each	\$	\$		See Herein	
108	Learning Tree International Inc.	E60ZH	E60ZH	1	Each	\$	\$		See Herein	
109	Objektive Consulting Inc., Milesto ne Digital	E60ZH	E60ZH	1	Each	\$	\$		See Herein	
110	Pixelyard Productions Inc.	E60ZH	E60ZH	1	Each	\$	\$		See Herein	
131	1213145 Ont 1745104 Ont Deep Logic SA 131	E60ZH	E60ZH	1	Each	\$	\$		See Herein	
132	Connelly Business Exhibitions SA 1 32	E60ZH	E60ZH	1	Each	\$	\$		See Herein	
133	Edo Global Learning Services SA 1 33	E60ZH	E60ZH	1	Each	\$	\$		See Herein	
134	Focus Fit (2007) SA 134	E60ZH	E60ZH	1	Each	\$	\$		See Herein	
135	Impatica SA 135	E60ZH	E60ZH	1	Each	\$	\$		See Herein	
136	Impatica Cree-Tech JV SA 136	E60ZH	E60ZH	1	Each	\$	\$		See Herein	
137	International Safety Research SA 1 37	E60ZH	E60ZH	1	Each	\$	\$		See Herein	
138	Judge International SA 138	E60ZH	E60ZH	1	Each	\$	\$		See Herein	
139	Lockheed Martin Canada SA 139	E60ZH	E60ZH	1	Each	\$	\$		See Herein	
140	Nomad e-Learning SA 140	E60ZH	E60ZH	1	Each	\$	\$		See Herein	
141	Oickle SA 141	E60ZH	E60ZH	1	Each	\$	\$		See Herein	



Item Article	Description	Dest. Code Dest.	Inv. Code Fact.	Qty Qté	U. of I. U. de D.	Unit Price/Prix unitaire FOB/FAM Destination	Plant/Usine	Delivery Req. Livraison Req.	Del. Offered Liv. offerte
142	pearson Centre SA 142	E60ZH	E60ZH	1	Each	\$		See Herein	
143	Promaxis systems SA 143	E60ZH	E60ZH	1	Each	\$		See Herein	
144	QMR Staffing Solutions SA 144	E60ZH	E60ZH	1	Each	\$		See Herein	
145	Samson Ass JV SA 145	E60ZH	E60ZH	1	Each	\$		See Herein	
146	Simfront Simulation Systems SA 14	E60ZH	E60ZH	1	Each	\$		See Herein	
6									

 Public Works and Government Services Canada		Travaux publics et Services gouvernementaux Canada		Document No.E60ZH-070003/H		Part - Partie 1 of - de 2 See Part 2 for Clauses and Conditions Voir Partie 2 pour Clauses et Conditions		
Item Article	Description	Dest. Code Dest.	Inv. Code Fact.	Qty Qté	U. of I. U. de D.	Unit Price/Prix unitaire FOB/FAM Destination Plant/Usine	Delivery Req. Livraison Req.	Del. Offered Liv. offerte
206	Learning Services SA Quarterly Ref resh Solicitation E60ZH-070003/H Learning Services SA Quarterly Refresh	E60ZH	E60ZH	1	Each	\$	See Herein	

Solicitation No. - N° de l'invitation

E60ZH-070003/H

Amd. No. - N° de la modif.

Buyer ID - Id de l'acheteur

121zh

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

File No. - N° du dossier

CCC No./N° CCC - FMS No/ N° VME

E60ZH-070003

121zhE60ZH-070003

Voir document ci-joint / See attached document.

LEARNING SERVICES BID SOLICITATION FOR SUPPLY ARRANGEMENTS

FOR

**ALL FEDERAL GOVERNMENT DEPARTMENTS AND AGENCIES AND
CROWN CORPORATIONS**

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COMPONENT 1 - REQUEST FOR ARRANGEMENT

PART 1 - GENERAL INFORMATION

1. Introduction

This solicitation has two components: a Request for Arrangement and a Supply Arrangement.

Component I - Request for Arrangement

The Request for Arrangement is divided into five parts plus attachments, as follows:

- Part 1: General Information: provides a general description of the requirement;
- Part 2: Supplier Instructions: provides the instructions applicable to the clauses and conditions of the request for arrangements;
- Part 3: Arrangement Preparation Instructions: provides Suppliers with instructions on how to prepare their arrangement to address the evaluation criteria specified;
- Part 4: Evaluation Procedures and Basis of Selection: indicates how the evaluation will be conducted, the evaluation criteria which must be addressed in the arrangement, the security requirement, and the basis of selection;
- Part 5: Certifications: includes the certifications to be provided; and

The Attachments include:

Attachment A	Supplier Profile/Centralized Professional Services System (CPSS) Supplier Module - Enrollment
Attachment B	Supply Arrangement Technical Evaluation
Attachment C	Technical Response Template/CPSS Supplier Module - Data Collection Component (DCC)
Attachment D	Certifications /CPSS Supplier Module – Data Collection Component (DCC): Certifications
Attachment E	Standard Instructions - Competitive Requirement - Request for Supply Arrangements

Component II - Supply Arrangement

The Supply Arrangement is divided into three parts plus annexes, as follows:

Part 6A: Supply Arrangement: includes the Supply Arrangement with the applicable clauses and conditions;

Part 6B: Bid Solicitation: includes the instructions for the bid solicitation process within the scope of the Supply Arrangement; and

Part 6C: Resulting Contract Clauses: includes general information for the conditions which will apply to any contract entered into pursuant to the Supply Arrangement.

The Annexes include:

Annex A	SA	Requirements for Services
Annex B	SA	Generic Security Requirement Check Lists
Annex C	SA	Insurance Requirements
Annex E	SA	Basis of Payment
Annex H	SA	SA Sample Quarterly Usage Report
Annex I	SA	Client Satisfaction Form

2. SUMMARY

2.1 This solicitation is a tender for arrangements to satisfy the Government of Canada's requirement for the provision of Learning Services to locations throughout Canada, excluding any locations in areas subject to any of the Comprehensive Land Claims Agreements (the "Services").

2.2 Streams/Categories of Personnel

The Services include the following Streams:

Stream 1 - Strategic Learning Advisory Service
Stream 2 - Instructional Design and Development Service
Stream 3 - Custom e-Learning Product Programming Service
Stream 4 - Rapid e-Learning Product Programming Service
Stream 5 - Quality Assurance Service
Stream 6 - Multimedia Design and Development Service
Stream 7 - Project Management Service
Stream 8 - Training Delivery

2.3 Clients / Identified Users

Any resulting instrument may be used by any Government Department, Departmental Corporation or Agency, or other body of the Government of Canada (including all those described in the Financial Administration Act, as amended from time to time) or any other party for which the Department of Public Works and Government Services has been authorized to act from time to time under section 16 of the Department of Public Works and Government Services Act (each a "Client" or "Identified User").

2.4 The Period of the Instruments

The Supply Arrangement will remain valid for a period of 18 months or until such time as Canada no longer considers them to be advantageous to use them. The period for awarding contracts under the Supply Arrangement begins on the start date of the Supply Arrangement to May 31, 2016.

2.5 Arrangement Solicitation

It is intended that this solicitation is to allow new suppliers to become pre-qualified under the appropriate Region, Metropolitan Area, Streams and/or Categories. An "Existing Supplier" is a supplier who has been pre-qualified: holds a Supply Arrangement at the submission date, is in good standing and whose profile and pre-qualified Streams/Categories are already in the Centralized Professional Services System for use by Federal Government Departments.

The Submission of a bid during this Learning Services quarterly Supply Arrangement refresh is optional. Existing Suppliers may submit an arrangement only if they wish to add to their current qualifications (ex: Regions, Metropolitan Areas, Streams and/or Categories).

Suppliers may submit an arrangement for a Supply Arrangement at any time by responding to the most recent refresh terms and conditions posted on GETS.

It is important to note that suppliers will not be eligible to bid each quarter. For example, if a supplier submits an arrangement in quarter 1, the supplier will not be eligible to bid in quarter 2 as their profile will be disabled in the data collection component while the bid is under evaluation. This will in no way impact the search results for an existing suppliers current arrangement.

Canada may issue supply arrangements to bidders who qualify throughout the entire period of the Supply Arrangement. Evaluations of such arrangements will be processed on a quarterly basis, with targeted schedules identifying the closing dates for each quarterly valuation cycle.

2.6 Trade Agreements

This requirement is subject to the provisions of the North American Free Trade Agreement (NAFTA), the Agreement on Internal Trade (AIT), the Canada-Chile Free Trade Agreement (CCFTA), the Canada-Peru Free Trade Agreement (CPFTA), the Canada-Columbia Free Trade Agreement (CCoFTA), and the Canada-Panama Free Trade Agreement (CPanFTA) if it is in force.

2.7 Designation as Set Aside

Part of this procurement may be designated by one or more Identified Users as set-aside under the federal government's Procurement Strategy for Aboriginal Business (PSAB). In these specific cases, (i) the procurement is set aside from the international trade agreements under the provision each has for set-asides for small and minority businesses, and (ii) as per Article 1802 of the AIT, the AIT does not apply.

In order to be considered as an Aboriginal Business under the PSAB, Suppliers must complete and sign the certification contained in Attachment D of Component I.

3. Security Requirement

There is a security requirement associated with this solicitation. For additional information, see Part 4 - Evaluation Procedures and Basis of Selection, Part 6A - Supply Arrangement.

4. Communications Notification

As a courtesy, the Government of Canada requests that successful Suppliers notify the Arrangement Authority in advance of their intention to make public an announcement related to the issuance of a Supply Arrangement.

5. Debriefings

After issuance of all Supply Arrangements resulting from this solicitation, and also after each subsequent Supply Arrangement quarterly calendar year evaluation for which a Supplier has submitted an arrangement, a Supplier will be notified in writing regarding the outcome of their evaluation. Suppliers should make a request for any additional debriefing to the Arrangement Authority within 15 working days of receipt of such written notification. The debriefing may be in writing, by telephone or in person.

PART 2 - SUPPLIER INSTRUCTIONS

1. Standard Instructions, Clauses and Conditions

All instructions, clauses and conditions identified in this solicitation by number, date and title are set out in the Standard Acquisition Clauses and Conditions (<http://ccua-sacc.tpsgc-pwgsc.gc.ca/pub/acho-eng.jsp>) Manual issued by Public Works and Government Services Canada.

Suppliers who submit an arrangement agree to be bound by the instructions, clauses and conditions of the solicitation and accept the clauses and conditions of the Supply Arrangement and resulting contract(s).

The Standard Instructions - Competitive Requirements - Request for Supply Arrangements are incorporated in Attachment H and form part of this solicitation.

1.1 Arrangement Participation

Although this solicitation may result in a Supplier receiving a Supply Arrangement, a Supplier's arrangement must contain its response to all the requirements of this solicitation. The arrangement may include an arrangement for some or all Regions, Metropolitan areas, Streams and/or Categories of Personnel; however, a Supplier may not submit a second arrangement for the same Regions, Streams and/or Categories of Personnel.

One legal entity may participate in the submission of:

- i. one arrangement from the legal entity alone, or
- ii. one arrangement from the legal entity and one arrangement submitted in a joint venture, or
- iii. two arrangements submitted in joint venture. More than two arrangements generated from the same legal entity is not permitted in response to this solicitation. If a legal entity participates in more than two arrangements, Canada will choose in its discretion which two arrangements to consider. If a legal entity chooses to participate in two arrangements, each arrangement must be a physically separate document, clearly marked as a separate arrangement. Each arrangement will be evaluated independently without regard to other arrangements submitted and, therefore, every arrangement submitted must be complete.

2. Submission of Arrangements

Arrangements must be submitted only to Public Works and Government Services Canada (PWGSC) Bid Receiving Unit by the date, time and place indicated on page 1 of the solicitation and electronically through the Data Collection Component of CPSS by the date and time as indicated on page one of the solicitation for the elements that must or may be submitted by electronic transmission.

3. Enquiries - Request for Arrangements

All enquiries must be submitted in writing to the Arrangement Authority no later than fifteen (15) calendar days before the solicitation closing date. Enquiries received after that time may not be answered.

Suppliers should reference as accurately as possible the numbered item of the solicitation to which the enquiry relates. Care should be taken by Suppliers to explain each question in sufficient detail in order to enable Canada to provide an accurate answer. Technical enquiries that are of a proprietary nature must be clearly marked "proprietary" at each relevant item. Items identified as "proprietary" will be treated as such except where Canada determines that the enquiry is not of a proprietary nature. Canada may edit the questions or may request that Suppliers do so, so that the proprietary nature of the question is eliminated, and the enquiry can be answered with copies to all Suppliers. Enquiries not submitted in a form that can be distributed to all Suppliers may not be answered by Canada.

Where to direct enquiries: All enquiries and other communications with government officials relating to this quarterly refresh are to be directed ONLY to the following email address:

ServicesApprentissageOCAMA-LearningServicesSOSA@tpsgc-pwgsc.gc.ca

4. Applicable Laws

A Supply Arrangement and any contract awarded under it, must be interpreted and governed, and the relations between the parties determined, by the laws in force in the Province of Ontario, Canada.

Suppliers may, at their discretion, substitute the applicable laws of a Canadian province or territory of their choice without affecting the validity of their arrangement, by deleting the name of the Canadian province or territory specified and inserting the name of the Canadian province or territory of their choice in Attachment A to Component I - Supplier Profile. If no change is made, it acknowledges that the applicable laws specified are acceptable to the Supplier.

PART 3 - ARRANGEMENT PREPARATION INSTRUCTIONS

1. Arrangement Preparation Instructions

Canada requires that Suppliers provide their arrangement in hard copy and as electronic submission as identified in the Arrangement Submission Grid below.

Section I Technical Bid: Submitted through the Data Collection Component (DCC) of the Supplier's Module of the CPSS and one print copy and one soft copy on USB to the PWGSC Bid Receiving Unit, as detailed in Attachment C, Technical Response Template.

Section II Certification: For the Certifications as detailed in Component I, Part 5 and Attachment D, a Print copy of the Certification or submission through the DCC, as specified in the Arrangement Submission Grid at article 1.3 of Part 3 below.

Where information is required to be submitted in both Print copy and via the DCC, if there is a discrepancy between information received via the Data Collection Component and the Print (hard) copy, the Print copy will take precedence.

Canada requests that Suppliers follow the format instructions described below in the preparation of their arrangement.

- 1) use 8.5 x 11 inch (216 mm x 279 mm) paper;
- 2) use a numbering system that corresponds to that of the Request for Supply Arrangement.

In April 2006, Canada issued a policy directing federal departments and agencies to take the necessary steps to incorporate environmental considerations into the procurement process, see the Policy on Green Procurement (<http://www.tpsgc-pwgsc.gc.ca/ecologisation-greening/achats-procurement/politique-policy-eng.html>). To assist Canada in reaching its objectives, Suppliers should:

- 1) use 8.5 x 11 inch (216 mm x 279 mm) paper containing fibre certified as originating from a sustainably-managed forest and containing minimum 30% recycled content; and
- 2) use an environmentally-preferable format including black and white printing instead of colour printing, printing double sided/duplex, using staples or clips instead of cerlox, duotangs or binders.

1.1 Section I: Technical Arrangement

Suppliers must identify in their arrangement the Categories, Stream (s), Regions and Metropolitan area (s) for which they wish to be considered.

This solicitation will award Supply Arrangements based upon an evaluation that does not assess the personnel that may be provided by the Supplier after the issuance of a Supply Arrangement. As it does not require the submission of individual resources, resumes are not requested and should not be submitted with the arrangement.

1.2 Section II: Financial Bid

No financial evaluation of bids is required to be issued a Supply Arrangement.

1.3 Section III: Certifications

Suppliers should provide all the signed certifications required under Part 5.

1.4 Data Collection Component of the Supplier's Module of the CPSS

In addition to submitting a print copy to the Bid Receiving Unit, Suppliers must submit their technical arrangements as specified in this Part 3 through the Data Collection Component of the Supplier's Module of CPSS.

To access the Data Collection Component:

1. Access the following CPSS link: <http://www.tpsgc-pwgsc.gc.ca/app-acq/spc-cps/spc-cps-eng.html>
2. Enroll or login to the system. Suppliers must contact CPSS directly for enrollment questions or assistance.
3. Access this solicitation's Data Collection Component through the "Dashboard"
4. Enter all the required data into the Data Collection Component
5. Print the required parts of the Data Collection Component and submit with the hard copy of the arrangement by the closing date, time and location indicated on page one (1) of this solicitation. The Data Collection Component allows Suppliers to re-submit the electronic copy of the arrangement, replacing that Supplier's previous electronic copy of the arrangement up until the closing date and time of this solicitation. The submission of an arrangement in the DCC will generate an acknowledgement email to be sent to the main contact address.

1.5 Arrangement Submission Grid

The purpose of the following grid is to assist Suppliers with their arrangement preparation and submission. As the status and circumstances of each Supplier is unique, it is the responsibility of each Supplier to read all documents related to this solicitation and to ensure that all mandatory criteria, Certifications and elements required for arrangement validity are met in their submission. Where in the Submission Grid the symbol "&" is used, it means that the Supplier must submit the information requested through both methods.

The following terms are used below:

DCC: Indicates that the Supplier must input information, as applicable, into the "Data Collection Component: Suppliers' Module of CPSS"

Print: Indicates that the Supplier must print and sign the certification and submit it with the hard copy of the arrangement to the Bid Receiving Unit by the submission due date.

ADD: Indicates that the additional documentation is required to be submitted with the hard copy of the arrangement to the Bid Receiving Unit no later than the closing date identified in the RFSA.

A	B	C	D
	New Learning Services Supplier	Existing Learning Services Supplier (inactive or active)	Existing Learning Services Supplier (inactive or active) **The Supplier IS applying for additional Regions, Streams and/or Categories of resources

		**The Supplier is NOT changing the Technical Arrangement already on file from any previous Learning Services solicitation	
SECTION I TECHNICAL ARRANGEMENT			
Region & Metropolitan Area selection	DCC	N/A	DCC if adding additional Regions or Metropolitan Areas
Mandatory M.1	DCC & ADD	N/A	DCC
Mandatory M.2 (a)	DCC & ADD	N/A	DCC & ADD
Mandatory M.2 (b)	DCC & ADD	N/A.	DCC & ADD
Mandatory M.2 (c)	DCC & ADD	N/A	DCC & ADD
Mandatory M.2 (d)	DCC & ADD	N/A	DCC & ADD
Mandatory M.2 (e)	DCC & ADD	N/A	DCC & ADD
Mandatory M.2 (f)	DCC & ADD	N/A	DCC & ADD
Mandatory M.2 (g)	DCC & ADD	N/A	DCC & ADD
Mandatory M.2 (h)	DCC & ADD	N/A	DCC & ADD
SECTION II FINANCIAL ARRANGEMENT (N/A)			
Not applicable for RFSA	N/A	N/A	N/A
SECTION III CERTIFICATIONS			
Supplier's Statement	DCC & Print (Attachment D)	N/A	DCC & Print (Attachment D)
Grandfather Certification	N/A	N/A	N/A
FCP EE Certification	DCC	N/A	DCC
Work Force Reduction Program Certification	DCC	N/A	DCC
Former Public Servant Certification	DCC	N/A	DCC
Aboriginal Business Certification	DCC	N/A	DCC
Code of Conduct Certification	DCC	N/A	DCC
Current Security Clearance and current Document Safeguarding Clearance	DCC	N/A	DCC

PART 4 - EVALUATION PROCEDURES AND BASIS OF SELECTION

1. Evaluation Procedures

Arrangements will be assessed in accordance with the entire requirement of the solicitation including the technical evaluation criteria. There are several steps in the evaluation methodology, which are described below. Even though the evaluation and selection will be conducted in steps, the fact that Canada has proceeded to a later step does not mean that Canada has conclusively determined that the Supplier has successfully passed all the previous steps. Canada may conduct steps of the evaluation in parallel.

An evaluation team composed of representatives of Canada will evaluate the arrangements. Canada may hire any independent consultant, or use any Government resources, to evaluate any arrangement. Not all members of the evaluation team will necessarily participate in all aspects of the evaluation.

If Canada seeks clarification or verification from the Supplier about its arrangement, the Supplier will have two working days (or a longer period if specified in writing by the Supply Arrangement Authority) to provide the necessary information to Canada. Failure to meet this deadline will result in the arrangement being declared non-responsive, unless the Supply Arrangement Authority grants an extension in his or her sole discretion.

1.1. Technical Evaluation

The mandatory technical evaluation criteria for the provision of a Supply Arrangement are included in Attachment B, Supply Arrangement Technical Evaluation.

1.2 Financial Evaluation

There is no financial evaluation required to be issued a Supply Arrangement.

2. Basis of Selection

All elements of the solicitation that are mandatory requirements are identified specifically with the words "must" or "mandatory". Arrangements that do not comply with each and every mandatory requirement applicable to the Request for Supply Arrangement will be considered non compliant. The evaluation steps are as follows:

Step 1 – Technical Evaluation: Each arrangement will be reviewed to determine if it contains an arrangement for a Supply Arrangement that meets the mandatory requirements of Attachment B, Supply Arrangement Technical Evaluation.

An arrangement must comply with the requirements of the solicitation and meet all mandatory requirements of Attachment B to be declared compliant to the requirement for a Supply Arrangement.

Step 2 – Financial Evaluation: N/A

Step 3 - Selection and Issuance of Supply Arrangements:

Each technically compliant arrangement will be recommended for the issuance of a Supply Arrangement on the terms stated in Component II.

Where an Aboriginal Supplier qualifies for an Aboriginal and Non-Aboriginal Supply Arrangement, only one Supply Arrangement will be awarded.

3. Security Requirement

Before issuance of a Supply Arrangement, the Supplier must hold a valid organization security clearance as indicated in Part 6A - Supply Arrangement.

Canada will not delay the issuance of any Supply Arrangement to allow Suppliers to obtain the required clearance; however, should a Supplier receive its required clearance while all other requirements of the solicitation have been met and its arrangement is still valid, Canada will consider awarding a Supply Arrangement to that Supplier.

Suppliers may request that the Supply Arrangement Authority consider security sponsorship of their candidacy to upgrade it to the next security level that is above the Supplier's current security level or to seek initial DOS clearance. Such sponsorship is only available for one level of upgrade at a time. This request may be made at any time before or after the solicitation closing date by sending the request via email to the attention of the Supply Arrangement Authority.

For additional information on security requirements, Suppliers should consult the "**Common Centralized Professional Services: Security Requirement Checklists (SRCLs)**" (<http://www.tpsgc-pwgsc.gc.ca/app-acq/spc-cps/31-eng.html>) document on the Departmental Standard Procurement Documents Web site.

4. Financial Viability

- 4.1 The Supplier must be financially viable to fulfill this requirement. To determine the Supplier's financial viability, the Supply Arrangement Authority may, by written notice to the Supplier, require the submission of some or all of the financial information detailed below during the evaluation of arrangement. The Supplier must provide the following information to the Supply Arrangement Authority within fifteen (15) working days of the request or as specified by the Supply Arrangement Authority in the notice:
- a) Audited financial statements, if available, or the unaudited financial statements (prepared by the Supplier's outside accounting firm, if available, or prepared in-house if no external statements have been prepared) for the Supplier's last three fiscal years, or for the years that the Supplier has been in business if this is less than three years (including, as a minimum, the Balance Sheet, the Statement of Retained Earnings, the Income Statement and any notes to the statements).
 - b) If the date of the financial statements in (a) above is more than five months before the date of the request for information by the Supply Arrangement Authority, the Supplier must also provide, unless this is prohibited by legislation for public companies, the last quarterly financial statements (consisting of a Balance Sheet and a year-to-date Income Statement), as of two months before the date on which the Supply Arrangement Authority requests this information.
 - c) If the Supplier has not been in business for at least one full fiscal year, the following must be provided:
 - i. the opening Balance Sheet on commencement of business (in the case of a corporation, the date of incorporation); and
 - ii. the last quarterly financial statements (consisting of a Balance Sheet and a year-to-date Income Statement) as of two months before the date on which the Supply Arrangement Authority requests this information.

- d) A certification from the Chief Financial Officer or an authorized signing officer of the Supplier that the financial information provided is complete and accurate.
- 4.2 If the Supplier is a joint venture, the financial information required by the Supply Arrangement Authority must be provided by each member of the joint venture.
- 4.3 If the Supplier is a subsidiary of another company, then any financial information in 4.1 (a) to (d) above required by the Supply Arrangement Authority must also be provided by the ultimate parent company.
- 4.4 Financial Information Already Provided to Public Works and Government Services Canada (PWGSC): The Supplier is not required to resubmit any financial information requested by the Supply Arrangement Authority that is already on file at PWGSC with the Contract Cost Analysis, Audit and Policy Directorate of the Policy, Risk, Integrity and Strategic Management Sector, provided that within the above-noted time frame:
 - a) the Supplier identifies to the Supply Arrangement Authority in writing the specific information that is on file and the requirement for which this information was provided; and
 - b) the Supplier authorizes the use of the information for this requirement.

It is the Supplier's responsibility to confirm with the Supply Arrangement Authority that this information is still on file with PWGSC.

- 4.5 Other Information: Canada reserves the right to request from the Supplier any other information that Canada requires to conduct a complete financial viability assessment of the Supplier. The Supplier also understands that a complete financial capability review of the Supplier may also be conducted at the time individual bid solicitations are issued under the Supply Arrangement.
- 4.6 Confidentiality: If the Bidder provides the information required above to Canada in confidence while indicating that the disclosed information is confidential, then Canada will treat the information in a confidential manner as permitted by the Access to Information Act, R.S., 1985, c. A-1, Section 20(1) (b) and (c).

5. Insurance Requirement

The Offeror must provide a letter from an insurance broker or an insurance company licensed to operate in Canada stating that the Offeror, if issued a Supply Arrangement as a result of the bid solicitation, can be insured in accordance with the Insurance Requirements specified in Annex "C".

PART 5 - CERTIFICATIONS

Suppliers must provide the required certifications and associated information to be issued a supply arrangement (SA).

The certifications provided by suppliers to Canada are subject to verification by Canada at all times. Canada will declare an arrangement non-responsive, or will declare a contractor in default in carrying out any of its obligations under any resulting contracts, if any certification made by the Supplier is found to be untrue whether made knowingly or unknowingly during the arrangement evaluation period, or during the period of any supply arrangement arising from this RFSA and any resulting contracts.

The Supply Arrangement Authority will have the right to ask for additional information to verify the Supplier's certifications. Failure to comply and to cooperate with any request or requirement imposed by the Supply Arrangement Authority may render the arrangement non-responsive, or constitute a default under the Contract.

Joint Venture (JV) Arrangements: Except where expressly provided otherwise, any certifications required to be made by the Supplier must be made by the lead member on behalf of the JV.

1. Certifications Precedent to Issuance of a Supply Arrangement

The following certification must be signed and submitted with the hard copy of the arrangement to the Bid Receiving Unit by the date, time, and location indicated on page one of this solicitation.

The Supplier's Statement (All Suppliers who bid for this quarterly refresh) - see Attachment D of this solicitation.

The following certifications should be provided through the Data Collection Component, but may be submitted afterwards either electronically or in hard copy. If any of these required certifications are not completed and submitted as requested, the Supply Arrangement Authority will so inform the Supplier and provide the Supplier with a time frame within which to meet the requirement. Failure to comply with the request of the Supply Arrangement Authority and meet the requirements within that time period will render the bid non-responsive.

1.1 Integrity Provisions - Associated Information

By submitting an arrangement, the Supplier certifies that the Supplier and its Affiliates are in compliance with the provisions as stated in Section 01 Integrity Provisions - Arrangement of Standard Instructions (Attachment H). The associated information required within the Integrity Provisions will assist Canada in confirming that the certifications are true.

1.2 Federal Contractors Program for Employment Equity

By submitting an arrangement, the Supplier certifies that the Supplier, and any of the Supplier's members if the Supplier is a Joint Venture, is not named on the Federal Contractors Program (FCP) for employment equity "[FCP Limited Eligibility to Bid](http://www.labour.gc.ca/eng/standards_equity/eq/emp/fcp/list/inelig.shtml)" list (http://www.labour.gc.ca/eng/standards_equity/eq/emp/fcp/list/inelig.shtml) available from [Employment and Social Development Canada-Labour's](#) website.

Canada will have the right to declare an arrangement non-responsive, or to set-aside a Supply Arrangement, if the Supplier, or any member of the Supplier, if the Supplier is a Joint Venture, appears on the "[FCP Limited Eligibility to Bid](#)" list at the time of issuing of a Supply Arrangement or during the period of the Supply Arrangement.

1.3 Set-Aside for Aboriginal Business

This procurement is set aside under the federal government's Procurement Strategy for Aboriginal Business, as detailed in Annex 9.4: Requirements for the Set-aside Program for Aboriginal Business, of the Supply Manual.

The Supplier:

- i. certifies that it meets, and will continue to meet throughout the duration of any resulting contract, the requirements described in the above-mentioned annex.
- ii. agrees that any subcontractor it engages under any resulting contract must satisfy the requirements described in the above-mentioned annex.
- iii. agrees to provide to Canada, immediately upon request, evidence supporting any subcontractor's compliance with the requirements described in the above-mentioned annex.

The Supplier must check the applicable box below:

- i. ☐ The Supplier is an Aboriginal business that is a sole proprietorship, band, limited company, co-operative, partnership or not-for-profit organization.

OR

- ii. ☐ The Supplier is either a joint venture consisting of two or more Aboriginal businesses or a joint venture between an Aboriginal business and a non-Aboriginal business.

The Supplier must check the applicable box below:

- i. ☐ The Aboriginal business has fewer than six full-time employees.

OR

- ii. ☐ The Aboriginal business has six or more full-time employees.

The Supplier must, upon request by Canada, provide all information and evidence supporting this certification. The Supplier must ensure that this evidence will be available for audit during normal business hours by a representative of Canada, who may make copies and take extracts from the evidence. The Supplier must provide all reasonably required facilities for any audits.

By submitting an arrangement, the Supplier certifies that the information submitted by the Supplier in response to the above requirements is accurate and complete.

If requested by the Supply Arrangement Authority, the Supplier must provide the following certification for each owner and employee who is Aboriginal:

1. I am _____ (insert "an owner" and/or "a full-time employee") of _____ (insert name of business), and an Aboriginal person, as defined in Annex 9.4 of the Supply Manual entitled "Requirements for the Set-Aside Program for Aboriginal Business".

2. I certify that the above statement is true and consent to its verification upon request by Canada.

Printed name of owner and/or employee

Signature of owner and/or employee

Date

The Contractor warrants that its certification of compliance is accurate and complete and in accordance with the "Requirements for the Set-aside Program for Aboriginal Business" detailed in Annex 9.4 of the Supply Manual.

The Contractor must keep proper records and documentation relating to the accuracy of the certification provided to Canada. The Contractor must obtain the written consent of the Contracting Authority before disposing of any such records or documentation before the expiration of six (6) years after final payment under the Contract, or until settlement of all outstanding claims and disputes, under the Contract, whichever is later. All such records and documentation must at all times during the retention period be open to audit by the representatives of Canada, who may make copies and take extracts. The Contractor must provide all reasonably required facilities for any audits.

Nothing in this clause must be interpreted as limiting the rights and remedies which Canada may otherwise have pursuant to the Contract.

ATTACHMENT A

SUPPLIER PROFILE / CENTRALIZED PROFESSIONAL SERVICES SYSTEM (CPSS) SUPPLIER MODULE ENROLLMENT

Suppliers must enter the “Company Information” in the Data Collection Component (DCC) of CPSS.

To access CPSS, follow the link: <http://www.tpsgc-pwgsc.gc.ca/app-acq/spc-cps/spc-cps-eng.html>

ATTACHMENT B
SUPPLY ARRANGEMENT TECHNICAL EVALUATION

	Description of Criteria	Bid Preparation Instructions
M.1	<p>Minimum years in business:</p> <p>The Bidder must have carried on business as the same legal entity for a minimum of three (3) years as of the <u>bid closing date of the Solicitation</u>.</p> <p>In case of a joint venture, <u>at least one (1) member</u> of the joint venture must meet the minimum three-year requirement as of the closing date of the Solicitation.</p>	<p>The following information must, as a minimum, be provided:</p> <p>Legal documents (e.g. Incorporation certificate, business registration or tax returns) confirming the number of years the firm has been in business.</p> <p>If the Supplier legal entity has been incorporated or otherwise created less than 3 years before bid closing as the result of a corporate change under which it has, in law, assumed all of the assets, undertaking, operational capability, skills and resources of other legal entities, then Canada will consider the 3 year minimum requirement to be met if the Supplier legal entity demonstrates to Canada's satisfaction that:</p> <p>a) the Supplier legal entity has been incorporated or otherwise created as the result of a corporate change under which it has in law assumed all of the assets, undertaking, operational capability, skills and resources of other legal entities;</p> <p>b) each of the other legal entities carried on business, uninterrupted and in the normal course, for at least 3 years before the corporate change;</p> <p>c) the Supplier legal entity has carried on the business of all of the other legal entities in the normal course, uninterrupted from and after the date of the corporate change;</p> <p>d) the corporate change was solely for tax or other purposes unrelated to the business of the other legal entities and does not affect the ability of the Supplier legal entity to carry on the business that had been carried on by the other legal entities; and</p> <p>e) the Supplier legal entity, as of the date of bid closing, maintains the same assets, undertaking, operational capability, skills and resources as the other legal entities had maintained before the corporate change.</p> <p>In these circumstances, Canada may require</p>

		from the Supplier an unqualified legal opinion from an independent law firm stating that the supplier legal entity meets all of the above requirements. Canada reserves the right to require other detail and material to verify that the above requirements are met. If Canada is not satisfied that the above requirements have been met, the Supplier legal entity's arrangement will be considered non-compliant. Canada reserves the right to request proof of any information provided by the Supplier. If the information cannot be validated, the Supplier's arrangement will be considered non-compliant.
M.2	Streams of Service For the stream(s) that the Supplier wants to provide services under, the Supplier must provide the following:	
M.2(a)	Stream 1 – Strategic Learning Advisory Services	
	<p>The Supplier must have billed a total cumulative dollar value of \$150,000 (GST/HST excluded) in Strategic Advisory Services for Training similar in nature to those described in Annex "A" Requirements to Outside Clients** within the last five (5) years (as of bid posting).</p> <p>The following information must, as a minimum, be provided:</p> <p>Name of the Joint-venture member for the referenced project (if applicable); Name of Client Organization; Brief description of the Scope and Objective of the project to clearly show relevancy of the project; Start and End dates of the project (from-to dates in month/year). If the project was</p>	<p>The following information should, as a minimum, be provided for each of the projects cited:</p> <p>Name of the client reference; and Telephone number, fax number, and e-mail address of the client reference.</p>

	<p>completed in the month/year that the RFSA is closing, provide day/month/year to demonstrate that the project is completed at the date of your bid or the bid closing date whichever comes first; and</p> <p>Project value – total amount invoiced in Instructional Design and Development costs for the project.</p>	
M.2(b)	Stream 2 - Instructional Design and Development Services	
	<p>The Supplier must have billed a total cumulative dollar value of \$300,000 (GST/HST excluded) in Instructional Design and Development Services of traditional learning and/or eLearning Products similar in nature to those described in Annex "A" Requirements to Outside Clients** within the last five (5) years (as of bid posting).</p> <p>The following information must, as a minimum, be provided:</p> <p>Name of the Joint-venture member for the referenced project (if applicable);</p> <p>Name of Client Organization;</p> <p>Brief description of the Scope and Objective of the project to clearly show relevancy of the project;</p> <p>Start and End dates of the project (from-</p>	<p>The following information should, as a minimum, be provided for each of the projects cited:</p> <p>Name of the client reference; Telephone number, fax number, and e-mail address of the client reference.</p>

	<p>to dates in month/year). If the project was completed in the month/year that the RFSA is closing, provide day/month/year to demonstrate that the project is completed at the date of your bid or the bid closing date whichever comes first; and</p> <p>Project value – total amount invoiced in Instructional Design and Development costs for the project.</p>	
	<p>The Supplier must have billed a total cumulative dollar value of \$100,000 (GST/HST excluded) in Technical Writing services similar in nature to those described in Annex “A” Requirements to Outside Clients** within the last five (5) years (as of bid posting).</p> <p>The following information must, as a minimum, be provided:</p> <p>Name of the Joint-venture member for the referenced project (if applicable);</p> <p>Name of Client Organization;</p> <p>Brief description of the Scope and Objective of the project to clearly show relevancy of the project;</p> <p>Start and End dates of the project (from-</p>	<p>The following information should, as a minimum, be provided for each of the projects cited:</p> <p>Name of the client reference; Telephone number, fax number, and e-mail address of the client reference.</p>

	<p>to dates in month/year). If the project was completed in the month/year that the RFSA is closing, provide day/month/year to demonstrate that the project is completed at the date of your bid or the bid closing date whichever comes first; and</p> <p>Project value – total amount invoiced in Instructional Design and Development costs for the project.</p>	
M.2(c)	Stream 3 – Custom Elearning Product Programming	
	<p>The Supplier must have billed a total cumulative value of \$300,000 (GST/HST excluded) in Elearning Product Programming Services similar in nature to those described in Annex “A” Requirements to Outside Clients** within the last five (5) years (as of bid posting).</p> <p>The following information must, as a minimum, be provided:</p> <p>Name of the Joint-venture member for the referenced project (if applicable); Name of Client Organization; Brief description of the Scope and Objective of the project to clearly show relevancy of the project; Start and End dates of the project (from-to</p>	<p>The following information should, as a minimum, be provided for each of the projects cited:</p> <p>Name of the client reference; and Telephone number, fax number, and e-mail address of the client reference.</p>

	<p>dates in month/year). If the project was completed in the month/year that the RFSA is closing, provide day/month/year to demonstrate that the project is completed at the date of your bid or the bid closing date whichever comes first; and Project value – total amount invoiced in Elearning Product Programming costs for the project.</p>	
M.2(d)	Stream 4 – Rapid eLearning Product Programming	
	<p>The Supplier must have billed a total cumulative value of \$150,000 (GST/HST excluded) in Rapid eLearning Product Programming Services similar in nature to those described in Annex "A" Requirements to Outside Clients** within the last five (5) years (as of bid posting).</p> <p>The following information must, as a minimum, be provided:</p> <p>Name of the Joint-venture member for the referenced project (if applicable); Name of Client Organization; Brief description of the Scope and Objective of the project to clearly show relevancy of the project; Start and End dates</p>	<p>The following information should, as a minimum, be provided for each of the projects cited:</p> <p>Name of the client reference; and Telephone number, fax number, and e-mail address of the client reference.</p>

	<p>of the project (from-to dates in month/year). If the project was completed in the month/year that the RFSA is closing, provide day/month/year to demonstrate that the project is completed at the date of your bid or the bid closing date whichever comes first; and</p> <p>Project value – total amount invoiced in eLearning Product Programming costs for the project.</p>	
M.2(e)	Stream 5 – Quality Assurance	
	<p>The Supplier must have billed a total cumulative value of \$50,000 (GST/HST excluded) in Quality Assurance Services on eLearning Product(s) similar in nature to those described in Annex “A” to Outside Clients** within the last five (5) years (as of bid posting).</p> <p>The following information must, as a minimum, be provided:</p> <p>Name of the Joint-venture member for the referenced project (if applicable); Name of Client Organization; Brief description of the Scope and Objective of the project to clearly show relevancy of the project;</p>	<p>The following information should, as a minimum, be provided for each of the projects cited:</p> <p>Name of the client reference; and Telephone number, fax number, and e-mail address of the client reference.</p>

	<p>Start and End dates of the project (from-to dates in month/year). If the project was completed in the month/year that the RFSA is closing, provide day/month/year to demonstrate that the project is completed at the date of your bid or the bid closing date whichever comes first; and Project value – total amount invoiced in Quality Assurance on eLearning Product(s) costs for the project.</p>	
M.2(f)	Stream 6 - Multi-Media Design and Development	
	<p>The Supplier must have billed a total cumulative value of \$300,000 (GST/HST excluded) in Multi-Media Design and Development Services for traditional learning and/or eLearning Products similar in nature to those described in Annex "A" to Outside Clients** within the last five (5) years (as of bid posting).</p> <p>The following information must, as a minimum, be provided:</p> <p>Name of the Joint-venture member for the referenced project (if applicable); Name of Client Organization; Brief description of the Scope and Objective of the project to clearly</p>	<p>The following information should, as a minimum, be provided for each of the projects cited:</p> <p>Name of the client reference; Telephone number, fax number, and e-mail address of the client reference.</p>

	<p>show relevancy of the project; Start and End dates of the project (from-to dates in month/year). If the project was completed in the month/year that the RFSA is closing, provide day/month/year to demonstrate that the project is completed at the date of your bid or the bid closing date whichever comes first; and Project value – total amount invoiced in Multi-media Design and Development Services costs for the project.</p>	
M.2(g)	Stream 7 - Project Management	
	<p>The Supplier must have billed a total cumulative value of \$150,000 (GST/HST excluded) in Project Management Services for traditional learning and/or eLearning Products similar in nature to those described in Annex “A” Requirement to Outside Clients within the last five (5) years (as of bid posting).</p> <p>The following information must, as a minimum, be provided:</p> <p>Name of the Joint-venture member for the referenced project (if applicable); Name of Client Organization; Brief description of the Scope and Objective of the project to clearly show relevancy of the</p>	<p>The following information should, as a minimum, be provided for each of the projects cited:</p> <p>Name of the client reference; and Telephone number, fax number, and e-mail address of the client reference.</p>

	<p>project; Start and End dates of the project (from-to dates in month/year). If the project was completed in the month/year that the RFSA is closing, provide day/month/year to demonstrate that the project is completed at the date of your bid or the bid closing date whichever comes first; and</p> <p>i. Project value – total amount invoiced in Project Management Services costs for the project.</p>	
M.2(h)	Stream 8 – Training Delivery	
	<p>The Supplier must have billed a total cumulative value of \$150,000 (GST/HST excluded) in providing Instructors, and/or Training Facilitators similar in nature to those described in Annex “A” Requirements to Outside Clients** within the last five (5) years (as of bid posting).</p> <p>The following information must, as a minimum, be provided:</p> <p>Name of the Joint-venture member for the referenced project (if applicable); Name of Client Organization; Brief description of the Scope and Objective of the project to clearly show relevancy of the project; Start and End dates of</p>	<p>The following information should, as a minimum, be provided for each of the projects cited:</p> <p>Name of the client reference; and Telephone number, fax number, and e-mail address of the client reference.</p>

	<p>the project (from-to dates in month/year). If the project was completed in the month/year that the RFSA is closing, provide day/month/year to demonstrate that the project is completed at the date of your bid or the bid closing date whichever comes first; and Project value – total amount invoiced in Instructing and/or Training Facilitation costs for the project.</p>	
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ATTACHMENT C
TECHNICAL RESPONSE TEMPLATE / CPSS SUPPLIER MODULE - DATA COLLECTION
COMPONENT (DCC)

The Data Collection Component of CPSS can be accessed through the CPSS website:

[Http://www.tpsgc-pwgsc.gc.ca/app-acq/spc-cps/spc-cps-eng.html](http://www.tpsgc-pwgsc.gc.ca/app-acq/spc-cps/spc-cps-eng.html)

In addition to submitting a print copy to the Bid Receiving Unit, Suppliers must submit their technical arrangements as specified in this Part 3 through the Data Collection Component of the Supplier's Module of CPSS.

Note to Suppliers:

The metropolitan areas and the regions are independent from one another and care should be taken when making a selection.

By selecting "all Regions and Metropolitan areas" in the DCC, the Supplier is selecting all possible regions and metropolitan areas including the "National Zone".

By selecting "National Zone" in the DCC, the Supplier is not automatically selecting all Regions and/or Metropolitan Areas; the Supplier is only selecting the zone known as "National Zone".

For example, when an Identified User of CPSS runs a search under the "National Zone", they are indicating that the work is to be performed at the Contractor's location and is not required to be performed in any specific geographic location. One possible scenario is that the Identified User for whom the work is performed is in Halifax, while the Contractor could be located in Vancouver and no travel is required on the Contractor's behalf.

By selecting "Region" in the DCC, the Supplier is not automatically selecting the Metropolitan areas within that Region.

For example, if you wish to offer services in the Atlantic Region, including the metropolitan areas of Halifax and Moncton, then you must select all of them in the DCC (i.e.: the Atlantic Region, the Halifax metropolitan area, and the Moncton metropolitan area). A Supplier who indicates in the DCC that they want to provide services to the Atlantic Region but does not select Halifax or Moncton, will result in their company not appearing on any search result lists where the Identified User of CPSS runs the search under the metropolitan areas of Halifax or Moncton.

"Definitions of the National Zone, Regions and Metropolitan Areas" can be found here:

<http://www.tpsgc-pwgsc.gc.ca/app-acq/spc-cps/dznrrm-dnzrma-eng.html>

ATTACHMENT D

**CERTIFICATION RESPONSE TEMPLATE /
CENTRALIZED PROFESSIONAL SERVICES SYSTEM (CPSS) SUPPLIER MODULE DATA
COLLECTION COMPONENT**

The relevant information for each Certification is located in Component I, Part 5 and in the CPSS Data Collection Component - Certifications.

SUPPLIER STATEMENT (ALL SUPPLIERS)

All Suppliers must sign and submit the following "Supplier's Statement" with the hard copy of their arrangement to the Bid Receiving Unit by the date and time of the date of bid submission:

We certify that all statements made with regard to these requirements are accurate and factual, and we are aware that the Department of Public Works and Government Services Canada reserves the right to verify any information provided in this regard. Untrue statements may result in the Supplier's arrangement being declared non-compliant in its entirety, current Learning Services SA Holders becoming ineligible to receive further solicitations, and any other action which Canada may consider appropriate.

SIGNATURE: _____ DATE: _____

Print Name: _____

Legal Name of Supplier: _____
(ALL SUPPLIERS: Print, sign, and submit this certification with the hard copy of your arrangement)

ATTACHMENT E
STANDARD INSTRUCTIONS - COMPETITIVE REQUIREMENTS - REQUEST FOR SUPPLY
ARRANGEMENTS

General Information

01 Integrity Provisions - Arrangements

02 Procurement Business Number

03 Standard Instructions, Clauses and Conditions

04 Definition of Supplier

05 Submission of Arrangements

06 Late Arrangements

07 Delayed Arrangements

08 Transmission by Facsimile

09 Customs Clearance

10 Legal Capacity

11 Rights of Canada

12 Rejection of Arrangement

13 Communications - Solicitation Period

14 Arrangement Costs

15 Conduct of Evaluation

16 Joint Venture

17 Conflict of Interest - Unfair Advantage

18 Entire Requirement

19 Further Information

General Information

A supply arrangement is a method of supply used by Public Works and Government Services Canada (PWGSC) to procure goods and services. A supply arrangement is an arrangement between Canada and pre-qualified suppliers that allows identified users to solicit bids from a pool of pre-qualified suppliers for specific requirements within the scope of a supply arrangement. A supply arrangement is not a contract for the provision of the goods and services described in it and neither party is legally bound as a result of signing a supply arrangement alone. The intent of a supply arrangement is to establish a framework to permit expeditious processing of individual bid solicitations which result in legally binding contracts for the goods and services described in those bid solicitations.

Except for those procurements where public advertising is not required or used, Requests for Supply Arrangements (RFSA) are posted on the Government Electronic Tendering Service (GETS) and suppliers who are interested in responding to individual bid solicitations issued under a supply arrangement framework are invited to submit an arrangement to become pre-qualified suppliers. The list of pre-qualified suppliers will be used as a source list for procurement within the scope of the supply arrangement and only suppliers who are pre-qualified at the time individual bid solicitations are issued will be eligible to bid. Supply arrangements include a set of predetermined conditions that will apply to subsequent bid solicitations and contracts. Supply arrangements may include ceiling prices which may be lowered based on an actual requirement or scope of work described in a bid solicitation.

01 Integrity Provisions - Arrangement

1. Bidders must comply with the [*Code of Conduct for Procurement*](#). In addition, Suppliers must respond to bid solicitations in an honest, fair and comprehensive manner, accurately reflect their capacity to satisfy the requirements stipulated in the bid solicitations and resulting contracts, and submit bids as well as enter into contracts only if they will fulfill all obligations of the Contract.
2. By submitting an arrangement, suppliers confirm that they understand that, to ensure fairness openness and transparency in the procurement process, the commission of certain acts or offences will render them ineligible to be issued a Supply Arrangement or awarded a contract. Canada will declare non-responsive any arrangement in respect of which the information requested is missing or inaccurate, or in respect of which the information contained in the certifications is found by Canada to be untrue in any respect, at the time of contract award. If it is determined, after issuance of the SA, that the Supplier made a false declaration, Canada will, following a notice period, have the right to cancel the SA and terminate for default any resulting contracts. The Supplier will be required to diligently maintain up-to-date the information requested. The Supplier and any of the Supplier's Affiliates will also be required to remain free and clear of any acts or convictions and any conditional or absolute discharges specified in these Integrity Provisions during the period of any SA arising from this RFSA and any resulting contracts.

3. Affiliates

For the purpose of these Integrity Provisions, everyone, including but not limited to organizations, bodies corporate, societies, companies, firms, partnerships, associations of persons, parent companies, and subsidiaries, whether partly or wholly-owned, as well as individuals, and directors, are Bidder's Affiliates if:

- a. directly or indirectly either one controls or has the power to control the other, or
- b. a third party has the power to control both.

Indicia of control, include, but are not limited to, interlocking management or ownership, identity of interests among family members, shared facilities and equipment, common use of employees, or a business entity created following the acts or convictions and any conditional or absolute discharges specified in these Integrity Provisions which has the same or similar management, ownership, or principal employees, as the case may be.

4. Suppliers who are incorporated, including those submitting an arrangement as a joint venture, must provide a complete list of names of all individuals who are currently directors of the Supplier. Suppliers submitting an arrangement as sole proprietorship, including those submitting an arrangement as a joint venture, must provide the name of the owner. Suppliers submitting an arrangement as societies, firms, or partnerships do not need to provide lists of names.

If the required names have not been received by the time the evaluation of arrangements is completed, Canada will inform the Supplier of a time frame within which to provide the information. Failure to provide the names within the time frame specified will render the bid non-responsive. Providing the required names is a mandatory requirement for a Supply Arrangement to be issued.

Canada may, at any time, request that the Supplier provide properly completed and signed consent forms ([Consent to a Criminal Record Verification form - PWGSC-TPSGC 229](#)) for any or all individuals mentioned above within a specified time frame. Failure to provide such consent forms and associated information within the time frame provided, or failure to cooperate to the verification process, will result in the arrangement being declared non-responsive.

5. The Supplier must diligently inform Canada in writing of any changes affecting the list of names of directors during this procurement process as well as during the period of any Supply Arrangement arising from this RFSA and any resulting contracts. The Supplier must also, when requested, provide Canada with properly completed and signed consent forms.
6. By submitting an arrangement, the Supplier certifies that it is aware, and that its Affiliates are aware, that Canada may request additional information, certifications, consent forms and other evidentiary elements proving identity or eligibility. Canada may also verify the information provided by the Supplier, including the information relating to the acts or convictions and any conditional or absolute discharges specified in these Integrity Provisions, through independent research, use of any government resources or by contacting third parties.

7. By submitting an arrangement, the Supplier certifies that neither the Supplier nor any of the Supplier's Affiliates have directly or indirectly, paid or agreed to pay, and will not, directly or indirectly, pay a contingency fee to any individual for the solicitation, negotiation or obtaining of the Supply Arrangement and any resulting contracts if the payment of the fee would require the individual to file a return under section 5 of the [Lobbying Act](#).
8. Time Period
The Time Period is 10 years and is measured from the date of the conviction or from the date of the conditional or absolute discharge.
In addition, for a conviction under paragraphs a. or b. of subsection 9, following the 10-year period, a pardon or a record suspension must have been obtained, or capacities must have been restored by the Governor in Council. The Supplier must therefore provide with its arrangement or promptly afterwards a copy of confirming documentation from an official source for its certification to be found true by Canada for the purpose of these Integrity Provisions. If the documentation has not been received by the time the evaluation of arrangements is completed, Canada will inform the Supplier of a time frame within which to provide the information. Failure to comply within the time frame specified will render the bid non-responsive.
9. By submitting an arrangement, the Supplier certifies that neither the Supplier nor any of the Supplier's Affiliates have been convicted of an offence or received a conditional or an absolute discharge under any of the following provisions, unless the time period, as defined in the Time Period subsection, has elapsed:
- a. paragraph 80(1)(d) (*False entry, certificate or return*), subsection 80(2) (*Fraud against Her Majesty*) or section 154.01 (*Fraud against Her Majesty*) of the [Financial Administration Act](#), or
 - b. section 121 (*Frauds on the government and Contractor subscribing to election fund*), section 124 (*Selling or Purchasing Office*), section 380 (*Fraud*) for fraud committed against Her Majesty or section 418 (*Selling defective stores to Her Majesty*) of the [Criminal Code](#), or
 - c. section 119 (*Bribery of judicial officers, etc*), section 120 (*Bribery of officers*), section 346 (*Extortion*), sections 366 to 368 (*Forgery and other offences resembling forgery*), section 382 (*Fraudulent manipulation of stock exchange transactions*), section 382.1 (*Prohibited insider trading*), section 397 (*Falsification of books and documents*), section 422 (*Criminal breach of contract*), section 426 (*Secret commissions*), section 462.31 (*Laundering proceeds of crime*) or sections 467.11 to 467.13 (*Participation in activities of criminal organization*) of the [Criminal Code](#), or
 - d. section 45 (*Conspiracies, agreements or arrangements between competitors*), section 46 (*Foreign directives*), section 47 (*Bid rigging*), section 49 (*Agreements or arrangements of federal financial institutions*), section 52 (*False or misleading representation*), section 53 (*Deceptive notice of winning a prize*) of the [Competition Act](#), or
 - e. section 239 (*False or deceptive statements*) of the [Income Tax Act](#), or

- f. section 327 (*False or deceptive statements*) of the [Excise Tax Act](#), or
- g. section 3 (*Bribing a foreign public official*), section 4 (*Accounting*), or section 5 (*Offence committed outside Canada*) of the [Corruption of Foreign Public Officials Act](#), or
- h. section 5 (*Trafficking in substance*), section 6 (*Importing and exporting*), or section 7 (*Production of substance*) of the [Controlled Drugs and Substance Act](#).

The Supplier also certifies that no one convicted under any of the provisions under a. or b. are to receive any benefit under a Supply Arrangement from this Request for Supply Arrangements and any resulting contracts, unless a pardon or a record suspension has been obtained or capacities restored by the Governor in Council, as defined in the Time Period subsection.

10. Foreign Offences

The Supplier also certifies that, within a period, as defined in the Time Period subsection, neither the Supplier nor any of the Supplier's Affiliates have been convicted of or have received a conditional or an absolute discharge, under any foreign offence that Canada deems to be of similar constitutive elements to the offences listed in these Integrity Provisions. Canada will also consider foreign measures declared by Canada to be similar in nature to the Canadian pardon, record suspension, or restoration of capacities by the Governor in Council.

11. Subcontractors

The Supplier must ensure that subcontracts include Integrity Provisions no less favourable to Canada than those imposed in the resulting contract.

12. Preventive Measures associated with the Time Period

In cases where the period (as defined in the Time Period subsection), for a conviction, or a conditional or an absolute discharge of the Supplier or any of the Supplier's Affiliates has elapsed, then the Supplier must also certify for itself and for its Affiliates that measures have been diligently put in place in order to avoid the reoccurrence of such convictions or reprehensible actions.

13. Public Interest Exception

Suppliers understand that Canada may issue a Supply Arrangement with a Supplier, where the Supplier or the Supplier's Affiliates have been convicted of or have received a conditional or an absolute discharge for an offence specified in these Integrity Provisions, when required to do so by law or legal proceedings, or when Canada in its sole discretion considers it necessary to the public interest for reasons which include, but are not limited to:

- no one else is capable of performing the contract;
- emergency;
- national security;
- health and safety;
- economic harm;

If all arrangements are found non-responsive for reason of a listed relevant conviction or act, then Canada may invoke the public interest exception, as described in the paragraph above. In such cases, only arrangements containing a declaration concerning a relevant offence or act will be further considered. Canada may also elect to procure outside of the present process. In all cases, Canada reserves the right to impose additional conditions or measures to ensure the integrity of the procurement process.

14. Non-application

For governments, as well as entities controlled by a government, including Crown corporations, the present Integrity Provisions are reduced to complying with article 750 of the [Criminal Code](#), the [Government Contracts Regulations](#) and the [Code of Conduct for Procurement](#).

02 Procurement Business Number

Suppliers are required to have a Procurement Business Number (PBN) before issuance of a Supply Arrangement. Suppliers may register for a PBN online at [Supplier Registration Information](#). For non-Internet registration, suppliers may contact the InfoLine at 1-800-811-1148 to obtain the telephone number of the nearest Supplier Registration Agent.

03 Standard Instructions, Clauses and Conditions

Pursuant to the [Department of Public Works and Government Services Act](#) (S.C. 1996, c.16), the instructions, clauses and conditions identified in the RFSA and resulting Supply Arrangement by number, date, and title are incorporated by reference into and form part of the RFSA and resulting Supply Arrangement as though expressly set out in the RFSA and resulting Supply Arrangement.

04 Definition of Bidder

"Supplier" means the person or entity (or, in the case of a joint venture, the persons or entities) submitting an arrangement. It does not include the parent, subsidiaries or other affiliates of the Bidder, or its subcontractors.

05 Submission of Bids

1. Canada requires that each arrangement, at closing date and time or upon request from the Supply Arrangement Authority, be signed by the Supplier or by an authorized representative of the Supplier. If an arrangement is submitted by a joint venture, it must be in accordance with section 16.
2. It is the Supplier's responsibility to:
 - a. obtain clarification of the requirements contained in the RFSA, if necessary, before submitting an arrangement;
 - b. prepare the arrangement in accordance with the instructions contained in the RFSA;

- c. submit by closing date and time a complete arrangement;
 - d. send the arrangement only to Public Works and Government Services Canada (PWGSC) Bid Receiving Unit specified on page 1 of the RFSA or to the address specified in the RFSA. The facsimile number and related instructions for arrangements transmitted by facsimile are provided in section 08;
 - e. ensure that the Supplier's name, return address, the RFSA number, and RFSA closing date and time are clearly visible on the envelope or the parcel(s) containing the arrangement; and,
 - f. provide a comprehensible and sufficiently detailed arrangement, including all requested pricing details, that will permit a complete evaluation in accordance with the criteria set out in the RFSA.
3. Canada will make available Notices of Proposed Procurement (NPP), RFSA's and related documents for download through the Government Electronic Tendering Service (GETS). Canada is not responsible and will not assume any liabilities whatsoever for the information found on websites of third parties. In the event an NPP, RFSA or related documentation would be amended, Canada will not be sending notifications. Canada will post all amendments, including significant enquiries received and their replies, using GETS. It is the sole responsibility of the Supplier to regularly consult GETS for the most up-to-date information. Canada will not be liable for any oversight on the Supplier's part nor for notification services offered by a third party.
4. Arrangements will remain open for acceptance for a period of not less than 60 days from the closing date of the RFSA, unless specified otherwise in the RFSA. Canada reserves the right to seek an extension of the arrangement validity period from all responsive Suppliers in writing, within a minimum of 3 days before the end of the bid validity period. If the extension is accepted by all responsive Suppliers, Canada will continue with the evaluation of the arrangements. If the extension is not accepted by all responsive Suppliers, Canada will, at its sole discretion, either continue with the evaluation of the arrangements of those who have accepted the extension or cancel the RFSA.
5. Arrangement and supporting information may be submitted in either English or French.
6. Arrangements received on or before the stipulated RFSA closing date and time will become the property of Canada and will not be returned. All arrangements will be treated as confidential, subject to the provisions of the [Access to Information Act](#) (R.S. 1985, c. A-1) and the [Privacy Act](#) (R.S., 1985, c. P-21).
7. Unless specified otherwise in the RFSA, Canada will evaluate only the documentation provided with the arrangement. Canada will not evaluate information such as references to Web site addresses where additional information can be found, or technical manuals or brochures not submitted with the arrangement.
8. An arrangement cannot be assigned or transferred in whole or in part.

06 Late Arrangements

PWGSC will return arrangements delivered after the stipulated RFSA closing date and time, unless they qualify as a delayed arrangements as described below.

07 Delayed Arrangements

1. An arrangement delivered to the specified bid receiving unit after the closing date and time but before the Supply Arrangement issuance date may be considered, provided the Supplier can prove the delay is due solely to a delay in delivery that can be attributed to the Canada Post Corporation (CPC) (or national equivalent of a foreign country). Purolator Inc. is not considered to be part of CPC for the purposes of delayed arrangements. The only pieces of evidence relating to a delay in the CPC system that are acceptable to PWGSC are:

- a. a CPC cancellation date stamp; or
- b. a CPC Priority Courier bill of lading; or
- c. a CPC Xpresspost label

that clearly indicates that the arrangement was mailed before the RFSA closing date.

2. Misrouting, traffic volume, weather disturbances, labour disputes or any other causes for the late delivery of arrangements are not acceptable reasons for the arrangement to be accepted by PWGSC.
3. Postage meter imprints, whether imprinted by the Supplier, the CPC or the postal authority outside Canada, are not acceptable as proof of timely mailing.

08 Transmission by Facsimile

1. Unless specified otherwise in the RFSA, arrangements may be submitted by facsimile. The only acceptable facsimile number for responses to RFSA's issued by PWGSC headquarters is 819-997-9776. The facsimile number for responses to the RFSA's issued by PWGSC regional offices is identified in the RFSA.
2. For arrangements transmitted by facsimile, Canada will not be responsible for any failure attributable to the transmission or receipt of the faxed arrangement including, but not limited to, the following:
 - a. receipt of garbled or incomplete arrangement;
 - b. availability or condition of the receiving facsimile equipment;
 - c. incompatibility between the sending and receiving equipment;
 - d. delay in transmission or receipt of the arrangement;
 - e. failure of the Supplier to properly identify the arrangement;

- f. illegibility of the arrangement; or
 - g. security of arrangement data.
3. An arrangement transmitted by facsimile constitutes the formal arrangement of the Supplier and must be submitted in accordance with section 05.

09 Customs Clearance

It is the responsibility of the Supplier to allow sufficient time to obtain customs clearance, where required, before the RFSA closing date and time. Delays related to the obtaining of customs clearance cannot be construed as "undue delay in the mail" and will not be accepted as a delayed bid under section 07.

10 Legal Capacity

The Supplier must have the legal capacity to contract. If the Supplier is a sole proprietorship, a partnership or a corporate body, the Supplier must provide, if requested by the Supply Arrangement Authority, a statement and any requested supporting documentation indicating the laws under which it is registered or incorporated together with the registered or corporate name and place of business. This also applies to Suppliers submitting an arrangement as a joint venture.

11 Rights of Canada

Canada reserves the right to:

- a. reject any or all arrangements received in response to the RFSA;
- b. cancel the RFSA at any time;
- c. reissue the RFSA;
- d. if no responsive arrangements are received and the requirement is not substantially modified, reissue the RFSA by inviting only the Suppliers who submitted an arrangements to resubmit arrangements within a period designated by Canada; and,
- e. issue RFSA and Supply Arrangements to Suppliers who qualify throughout the entire period of the Supply Arrangement.

12 Rejection of Arrangements

1. Canada may reject an arrangement where any of the following circumstances is present:
- a. the Supplier is subject to a Vendor Performance Corrective Measure, under the Vendor Performance Corrective Measure Policy, which renders the Supplier ineligible to submit an arrangement for the requirement;
 - b. an employee, or subcontractor included as part of the arrangement, is subject to a Vendor Performance Corrective Measure, under the Vendor Performance Corrective Measure Policy, which would render that employee or subcontractor ineligible to submit an arrangement for the requirement, or the portion of the requirement the employee or subcontractor is to perform;
 - c. the Supplier is bankrupt or where, for whatever reason, its activities are rendered inoperable for an extended period;

- d. evidence, satisfactory to Canada, of fraud, bribery, fraudulent misrepresentation or failure to comply with any law protecting individuals against any manner of discrimination, has been received with respect to the Supplier, any of its employees or any subcontractor included as part of the arrangement;
 - e. evidence satisfactory to Canada that based on past conduct or behavior, the Supplier, a subcontractor or a person who is to perform the Work is unsuitable or has conducted himself/herself improperly;
 - f. with respect to current or prior transactions with the Government of Canada:
 - i. Canada has exercised its contractual remedies of suspension or termination for default with respect to a contract with the Supplier, any of its employees or any subcontractor included as part of the arrangement;
 - ii. Canada determines that the Supplier's performance on other contracts, including the efficiency and workmanship as well as the extent to which the Supplier performed the Work in accordance with contractual clauses and conditions, is sufficiently poor to jeopardize the successful completion of any requirement to be bid on.
2. Where Canada intends to reject an arrangement pursuant to a provision of subsection 1. (f), the Supply Arrangement Authority will so inform the Supplier and provide the Supplier 10 days within which to make representations, before making a final decision on the arrangement rejection.
3. Canada reserves the right to apply additional scrutiny, in particular, when multiple arrangements are received in response to a Request for Supply Arrangement from a single Supplier or a joint venture. Canada reserves the right to:
- a. reject any or all of the arrangements submitted by a single Supplier or joint venture if their inclusion in the evaluation has the effect of prejudicing the integrity and fairness of the process, or;
 - b. reject any or all of the arrangements submitted by a single Supplier or joint venture if their inclusion in the procurement process would distort the solicitation evaluation, and would cause a result that would not reasonably have been expected under prevailing market conditions and/or would not provide good value to Canada.

13 Communications - Solicitation Period

To ensure the integrity of the competitive RFSA process, enquiries and other communications regarding the RFSA must be directed only to the Supply Arrangement Authority identified in the RFSA. Failure to comply with this requirement may result in the arrangement being declared non-responsive.

To ensure consistency and quality of information provided to Suppliers, significant enquiries received and their replies will be posted on the Government Electronic Tendering Service (GETS). For further information, consult subsection 3 of the Submission of Bids section.

14 Arrangement Costs

No payment will be made for costs incurred in the preparation and submission of an arrangement in response to the RFSA. Costs associated with preparing and submitting an arrangement, as well as any costs incurred by the Supplier associated with the evaluation of the arrangement, are the sole responsibility of the Supplier.

15 Conduct of Evaluation

1. In conducting its evaluation of the arrangements, Canada may, but will have no obligation to, do the following:
 - a. seek clarification or verification from Suppliers regarding any or all information provided by them with respect to the RFSA;
 - b. contact any or all references supplied by Suppliers to verify and validate any information submitted by them;
 - c. request, before issuance of any Supply Arrangement, specific information with respect to Suppliers' legal status;
 - d. conduct a survey of Suppliers' facilities and/or examine their technical, managerial, and financial capabilities to determine if they are adequate to meet the requirements of the RFSA;
 - e. verify any information provided by Suppliers through independent research, use of any government resources or by contacting third parties;
 - f. interview, at the sole costs of Suppliers, any Supplier and/or any or all of the resources proposed by Suppliers to fulfill the requirement of the RFSA.
2. Suppliers will have the number of days specified in the request by the Supply Arrangement Authority to comply with any request related to any of the above items. Failure to comply with the request may result in the arrangement being declared non-responsive.

16 Joint Venture

1. A joint venture is an association of two or more parties who combine their money, property, knowledge, expertise or other resources in a single joint business enterprise, sometimes referred as a consortium, to submit an arrangement together on a requirement. Suppliers who submit an arrangement together as a joint venture must indicate clearly that it is a joint venture and provide the following information:
 - a. the name of each member of the joint venture;
 - b. the Procurement Business Number of each member of the joint venture;
 - c. the name of the representative of the joint venture, i.e. the member chosen by the other members to act on their behalf, if applicable;
 - d. the name of the joint venture, if applicable.

2. If the information is not clearly provided in the arrangement, the Supplier must provide the information on request from the Supply Arrangement Authority.
3. The arrangement must be signed by all the members of the joint venture unless one member has been appointed to act on behalf of all members of the joint venture. The Supply Arrangement Authority may, at any time, require each member of the joint venture to confirm that the representative has been appointed with full authority to act as its representative for the purposes of the RFSA and any resulting Supply Arrangement.

17 Conflict of Interest - Unfair Advantage

1. In order to protect the integrity of the procurement process, Suppliers are advised that Canada may reject an arrangement in the following circumstances:
 - a. if the Supplier, any of its subcontractors, any of their respective employees or former employees was involved in any manner in the preparation of the RFSA or in any situation of conflict of interest or appearance of conflict of interest;
 - b. if the Supplier, any of its subcontractors, any of their respective employees or former employees had access to information related to the RFSA that was not available to other Suppliers and that would, in Canada's opinion, give or appear to give the Supplier an unfair advantage.
2. The experience acquired by a Supplier who is providing or has provided the goods and services described in the RFSA (or similar goods or services) will not, in itself, be considered by Canada as conferring an unfair advantage or creating a conflict of interest. This Supplier remains however subject to the criteria established above.
3. Where Canada intends to reject an arrangement under this section, the Supply Arrangement Authority will inform the Supplier and provide the Supplier an opportunity to make representations before making a final decision. Suppliers who are in doubt about a particular situation should contact the Supply Arrangement Authority before RFSA closing date. By submitting an arrangement, the Supplier represents that it does not consider itself to be in conflict of interest nor to have an unfair advantage. The Supplier acknowledges that it is within Canada's sole discretion to determine whether a conflict of interest, unfair advantage or an appearance of conflict of interest or unfair advantage exists.

18 Entire Requirement

The RFSA contains all the requirements relating to the Request for Supply Arrangements. Any other information or documentation provided to or obtained by a Supplier from any source are not relevant. Suppliers should not assume that practices used under previous contracts will continue, unless they are described in the RFSA. Suppliers should also not assume that their existing capabilities meet the requirements of the RFSA simply because they have met previous requirements.

19 Further Information

1. For further information, Suppliers may contact the Supply Arrangement Authority identified in the RFSA.
2. For RFSA's issued out of PWGSC headquarters, enquiries concerning receipt of arrangements may be addressed to the Bid Receiving Unit, Procurement Operational Support Division, telephone 819-956-3370. For RFSA's issued out of PWGSC regional offices, enquiries concerning receipt of arrangements may be addressed to the Supply Arrangement Authority identified in the RFSA.

PART 6 - SUPPLY ARRANGEMENT AND RESULTING CONTRACT CLAUSES

A. SUPPLY ARRANGEMENT

1. Arrangement

The Supply Arrangement covers the Work described in Annex A Requirements for Services

2. Security Requirement

The Supplier must meet the minimum security requirement as specified below, in order to remain a Supplier under the Supply Arrangement. The Supply Arrangement authority may verify the Supplier's security clearance with the CISC, PWGSC at any time during the life of the Supply Arrangement.

SECURITY REQUIREMENT FOR CANADIAN SUPPLIER: PWGSC FILE COMMON-PS-SRCL#2

1. The Contractor/Offeror must, at all times during the performance of the Contract/Standing Offer/Supply Arrangement, hold a valid Designated Organization Screening (DOS), issued by the Canadian Industrial Security Directorate (CISC), Public Works and Government Services Canada (PWGSC).
2. The Contractor/Offeror personnel requiring access to sensitive work site(s) must EACH hold a valid **RELIABILITY STATUS**, granted or approved by CISC/PWGSC.
3. Subcontracts which contain security requirements are NOT to be awarded without the prior written permission of CISC/PWGSC.
4. The Contractor/Offeror must comply with the provisions of the:
 - a. Security Requirements Check List and security guide (if applicable), attached at Annex _____;
 - b. *Industrial Security Manual* (Latest Edition).

The requirements to be procured under this Supply Arrangement may be subject to a security requirement. The possible security requirements are identified within the Security requirement Check List (SRCL) at the following link <http://www.tpsgc-pwgsc.gc.ca/app-acq/spc-cps/31-1-eng.html#srcl2> and as identified in Annex "B" to Component II. Each bid solicitation will identify the SRCL that will apply to any resulting contract.

In the case of Joint Ventures, for any given resulting contract the highest level of corporate security attainable through CISC is the lowest level held by any single member of the JV. For example: a Joint Venture with five (5) members is comprised of four members holding a valid Facility Security Clearance (FSC) at the Secret level and one member holding a valid Designated Organization Screening (DOS). The highest corporate security level for which the Joint Venture would be considered under this SA framework would be DOS, until such time as the member holding a valid DOS clearance has requested sponsorship via the Supply Arrangement Authority and obtained a valid FSC at the secret level issued by CISC.

3. Standard Clauses and Conditions

All clauses and conditions identified in the Supply Arrangement and resulting contract(s) by number, date and title are set out in the Standard Acquisition Clauses and Conditions (<https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual>) Manual issued by Public Works and Government Services Canada.

3.1 General Conditions

2020 (2014-09-25) General Conditions - Supply Arrangement - Goods or Services, apply to and form part of the Supply Arrangement.

3.2 Supply Arrangement Reporting

The "Active" Supplier must compile and maintain records on its provision of services to the federal government under contracts resulting from the Supply Arrangement. This data must include all purchases paid for by a Government of Canada Acquisitions Card.

Canada will provide a report template (Annex H) which must be submitted at the end of each quarter. All data fields of the report must be completed as requested. If some data is not available, the reason must be indicated in the report. If no services are provided during a given period, the Supplier must still provide a "NIL" report.

The data must be submitted on a quarterly basis to the Supply Arrangement Authority. Electronic reports must be completed and forwarded to the Supply Arrangement Authority no later than 15 calendar days after the end of the quarterly period.

The Quarterly periods are defined as follows:

Quarter	Period to be Covered	Due on or before
1 st	April 1 to June 30	July 15
2 nd	July 1 to September 30	October 15
3 rd	October 1 to December 31	January 15
4 th	January 1 to March 31	April 15

Failure to provide fully completed reports in accordance with the above instructions may result in the setting aside of the Supply Arrangement and the application of a vendor performance corrective measure.

4. Term of Supply Arrangement

4.1 Period of the Supply Arrangement

The period for awarding contracts under the Supply Arrangement is from date of issuance of the SA to 31 May 2016.

5. Authorities

5.1 Supply Arrangement Authority

The Supply Arrangement Authority is:

Name: Jean-Sébastien Deslauriers
Title: Supply Team Leader
Department: Public Works and Government Services Canada
Branch: Acquisitions Branch
Directorate: Professional Services Procurement Directorate
Address: 11 Laurier Street
Gatineau, QC
K1A 0S5

Telephone: 819-934-1423
Facsimile: 819-956-2675
E-mail address: jean-sebastien.deslauriers@tpsgc-pwgsc.gc.ca

The Supply Arrangement Authority is responsible for the issuance of the Supply Arrangement, its administration and its revision, if applicable. Upon the issuance of a bid solicitation under the Supply Arrangement, that solicitation's Contracting Authority is responsible for any contractual issues relating to the contract solicited. Any changes to the Supply Arrangement must be authorized in writing by the Supply Arrangement Authority.

5.2 Supplier's Representative

This individual is the central point of contact within the Supplier for all matters pertaining to this Supply Arrangement. The Supplier confirms that this individual has the authority to bind the Supplier. It is the Supplier's sole responsibility to ensure that the information related to the Supplier Representative is correct and to inform the SA Authority of any change to it.

Name:
Title:
Telephone:
Facsimile:
Address:
Email:

[Note to Supplier: This information is as per your arrangement and is available to Clients via the Centralized Professional Services System (CPSS) website]

The Supplier's Representative may delegate to another individual to represent the Supplier for administrative and technical purposes under any contract resulting from this Supply Arrangement.

6. Identified Users

The Identified Users include any government department, agency or Crown Corporation listed in Schedules I, I.1, II, III, IV, and V of the Financial Administration Act, R.S., 1985, c. F-11 and any other party for which the Department of Public Works and Government Services has been authorized to act from time to time under section 16 of the *Department of Public Works and Government Services Act*.

Canada may, at any time, withdraw authority from any of the Identified Users to use the Supply Arrangement.

7. On-going Opportunity for Qualification

Evaluations of arrangements will start on a quarterly basis. Canada will endeavor to evaluate in each quarter those submissions received by the beginning of such quarter as identified below.

It is important to note that suppliers will not be eligible to bid each quarter. For example, if a supplier submits an arrangement in quarter 1, the supplier will not be eligible to bid in quarter 2 as their profile will be disabled in the data collection component while the bid is under evaluation. This will in no way impact the search results for an existing supplier's current arrangement.

A supplier may choose to submit a quarterly arrangement containing an entirely new arrangement, or may propose to modify its existing arrangement by adding or removing Categories. Participation in a quarterly evaluation is entirely optional and not required to maintain any Learning Services Arrangement.

All arrangements whether issued quarterly (refresh solicitation) or as the result of an arrangement submitted on the bid closing date of a renewal solicitation will be replaced when a renewal solicitation occurs. Therefore, all Suppliers must submit an arrangement before the closing date of a renewal solicitation in order to continue to provide services under its resulting Supply Arrangement.

Suppliers should refer to the “Anticipated Solicitations” on the CPSS Dashboard for updates to the refresh schedule. <https://sspc-fournisseur-cpss-supplier.tpsgc-pwgsc.gc.ca/VoirTableauDeBordPublique-ViewPublicDashboard-Eng>

8. Priority of Documents

If there is a discrepancy between the wording of any documents that appear on the list, the wording of the document that first appears on the list has priority over the wording of any document that subsequently appears on the list.

- i. the articles of the Supply Arrangement;
- ii. the general conditions 2020 (2014-09-25), General Conditions - Supply Arrangement - Goods or Services;
- iii. Annex A, Requirements for Services;
- iv. Annex B, Generic Security Requirement Check Lists;
- v. Annex C, Insurance Requirements; and
- vi. the Supplier's arrangement dated _____

9. Certifications

9.1 Compliance

Compliance with the certifications provided by the Supplier in the arrangement is a condition of the Supply Arrangement (SA) and subject to verification by Canada during the term of the SA and of any resulting contract that would continue beyond the period of the SA. If the Supplier does not comply with any certification or it is determined that any certification made by the Supplier in the arrangement untrue, whether made knowingly or unknowingly, Canada has the right to terminate any resulting contract for default and suspend or cancel the SA.

10. Applicable Laws

The Supply Arrangement (SA) and any contract resulting from the SA must be interpreted and governed, and the relations between the parties determined, by the laws in force in the Province of Ontario, Canada unless otherwise stipulated in the Supplier's arrangement in response to the RFSA.

11. Suspension or Cancellation of Qualification by Canada

In addition to the circumstances identified in 2020 09 (2014-09-25), Canada may, by sending written notice to the Supplier, suspend or cancel the Supply Arrangement where the Supplier has made public any information that conflicts with the terms, conditions, pricing or availability of systems identified in this Supply Arrangement, or where the Supplier is in default in carrying out any of its obligations under this Supply Arrangement.

12. Vendor Performance

Canada may verify compliance with the conditions of the Supply Arrangement at any time during the Supply Arrangement and failure to meet any of these conditions constitutes grounds for the suspension and/or cancellation of this Supply Arrangement.

The following is not an exhaustive list of examples of situations which may result in the suspension and/or cancellation of this Supply Arrangement, which include:

- (i) Late deliveries;
- (ii) Failure to submit complete and accurate Quarterly Usage Reports within the required time frames;
- (iii) Violation of any of the specific terms and conditions detailed in the Supply Arrangement (e.g. failure to meet the minimum RFSA requirements, failure to respect the contract, etc.);
- (iv) Canada has terminated any contract resulting from the Supply Arrangement for default;
- (v) Canada has imposed measures on the Supplier under the PWGSC Vendor Performance Policy (or such similar policy as may be in place from time to time);
- (vi) Distribution or publication of information that conflicts with any aspect of the terms and conditions, pricing, or availability of systems currently listed in this Supply Arrangement;
- (vii) Canada has documented an instance of poor performance under contracts awarded issued against the Supply Arrangement. An instance of poor performance may include, but is not limited to, failed delivery of reports or services including the required number of skilled resources, lack of timely notification given to the PWGSC Supply Arrangement Authority of changes in the Supplier's Authorized Representative, insurance coverage or security status, or non-compliance with invoicing procedures.

Suspension or cancellation of the Supply Arrangement does not affect the right of Canada to pursue other remedies or measures that may be available.

The Supplier acknowledges that Canada may publish information regarding the status of the Supplier's Arrangement, including the suspension or cancellation of the Supplier's Supply Arrangement.

The Supplier acknowledges that Canada will implement an Assessment Framework for Learning Services Applicable to Identified Users and Suppliers which is part of the commitment of PWGSC to enhance the integrity, transparency and efficiency of the government contracting process, the use of automated procurement tools developed for Identified Users, which is subject to ongoing assessment. Results from an assessment could also lead to Sanctions, e.g. loss of access by an Identified User; or a Supply Arrangement is cancelled

13. Aboriginal Business Certification (if applicable)

The Supplier warrants that its certification of compliance is accurate and complete and in accordance with the "Requirements for the Set-aside Program for Aboriginal Business" detailed in Annex 9.4 of the Supply Manual.

The Supplier must keep proper records and documentation relating to the accuracy of the certification provided to Canada. The Contractor must obtain the written consent of the Contracting Authority before disposing of any such records or documentation before the expiration of six (6) years after final payment under the Contract, or until settlement of all outstanding claims and disputes, under the Contract, whichever is later. All such records and documentation must at all times during the retention period be open to audit by the representatives of Canada, who may make copies and take extracts. The Supplier must provide all reasonably required facilities for any audits.

Nothing in this clause must be interpreted as limiting the rights and remedies which Canada may otherwise have pursuant to the Contract.

14. Delivery Requirements Outside a Comprehensive Land Claims Settlement Area

The resulting Supply Arrangement is not to be used for deliveries within a Comprehensive Land Claims Settlement Area (CLCSA). All requirements for delivery within a CLCSA are to be submitted to the Department of Public Works and Government Services for individual processing.

15. Insurance

The Supplier must comply with the insurance requirements specified in Annex C. The Supplier must maintain the required insurance coverage for the duration of the Supply Arrangement. Compliance with the insurance requirements does not release the Supplier from or reduce its liability under the Supply Arrangement.

The Supplier is responsible for deciding if additional insurance coverage is necessary to fulfill its obligation under the Supply Arrangement and to ensure compliance with any applicable law. Any additional insurance coverage is at the Supplier's expense, and for its own benefit and protection.

The Supplier must forward to the Supply Arrangement Authority within ten (10) days after the date of award of the Supply Arrangement, a Certificate of Insurance evidencing the insurance coverage and confirming that the insurance policy complying with the requirements is in force. Coverage must be placed with an Insurer licensed to carry out business in Canada. The Supplier must, if requested by the Supply Arrangement Authority, forward to Canada a certified true copy of all applicable insurance policies.

16. Environmental Considerations

As of April 2006, the Government of Canada issued a policy directing federal departments and agencies to take the necessary steps to acquire products and services that have a lower impact on the environment than those traditionally acquired. The environmental impact assessment of a product and/or service considers the whole life cycle of the product and/or service. Hence, in the near future, all government procurement will include more demanding environmental criteria to encourage product/service Suppliers to improve their operations to reduce their negative impact on the environment.

16.1 Environmental Properties Behaviour Recommended

- Provide and transmit draft reports, final reports and bids in electronic format. Should printed material be required, double sided printing in black and white format is the default unless otherwise specified by the Project Authority.
- Printed material is requested on minimum recycled content of 30% and/or certified as originating from a sustainably managed forest.
- Recycle unneeded printed documents (in accordance with Security Requirements).
- Travel requirements:
 - Project Authority is encouraged to use video and/or teleconferencing where possible to cut down unnecessary travel.
- Use of Properties with Environmental Ratings: Contractors to the Government of Canada may access the PWGSC Accommodation directory, which includes Eco-Rated properties. When searching for accommodation, contractors can go to the following link and search for properties with Environmental Ratings, identified by Green Keys or Green Leafs that will honour the pricing for contractors: <http://rehelv-acrd.tpsgc-pwgsc.gc.ca/rechercher-search-eng.aspx>
- Use of public/green transit where feasible.

6B. BID SOLICITATION

1. Bid Solicitation Documents

Canada will use the bid solicitation template 2T-HIGH1 available in [buyandsell.gc.ca](https://buyandsell.gc.ca/policy-and-guidelines/Standard-Acquisition-Clauses-and-Conditions-SACC-Manual/Standard-Procurement-Templates): <https://buyandsell.gc.ca/policy-and-guidelines/Standard-Acquisition-Clauses-and-Conditions-SACC-Manual/Standard-Procurement-Templates> Manual based on the estimated dollar value and complexity of the requirement.

The bid solicitation will contain as a minimum the following:

- i. security requirements (if applicable);
- ii. a complete description of the Work to be performed;
2003, Standard Instructions - Goods or Services - Competitive Requirements; OR 2004, Standard Instructions - Goods or Services - Non-competitive Requirements;
- iii. bid preparation instructions;
- iv. instructions for the submission of bids (address for submission of bids, bid closing date and time);
- v. evaluation procedures and basis of selection;
- vi. financial capability (if applicable);
- vii. Certifications;
- viii. conditions of the resulting contract.

2. Bid Solicitation Process

Bids will be solicited for specific requirements within the scope of the Supply Arrangement (SA) from qualified active suppliers who have been issued a SA.

The bid solicitation will be posted on the Government Electronic Tendering Service (GETS) (or as applicable with a GoC web-based electronic procurement tool) or will be sent directly to supplier.

Multiple Arrangements Exist:

Multiple Supply Arrangements have been issued for this requirement. Bids will be solicited in accordance with the processes described below within the specified monetary limitations. Each Contract issued as a result of a bid solicitation under the Supply Arrangement results in a separate contract between Canada and the Supplier.

2.1 Generation of List of Eligible Suppliers

Identified Users will use the Government of Canada's search engine to produce a list of Eligible Suppliers (List) for their requirement using search criteria, such as: Regions, Metropolitan Areas, Security, Category of Personnel, and Level of Expertise. The List will include Suppliers meeting all the search criteria and possessing the necessary security clearance. The List will be available to the Identified User for Bid Solicitation issuance and may be revised over time to reflect changes in the status of any Supplier.

- (i) **Consolidation of Requirements:** Canada may consolidate requirements across Identified Users and issue Bid Solicitations and award Contracts on a periodic basis to receive best or better pricing.
- (ii) **Multiple Contracts:** Canada may issue bid solicitations where we will award more than one contract.

2.2 Overview of Bid Solicitation Process

Bid Solicitations: Bid solicitations will be issued using PWGSC Form 9400-3 or electronic document.

The Identified User may cancel the bid solicitation process at any time and reissue the same or a similar bid solicitation process thereafter.

Issuance of Contracts: Contracts will be issued using PWGSC Form 9400-4 or electronic document.

Identification of Contract Authorities: Provided an Identified User has the legal authority to contract, it may choose to permit a procurement representative to award contracts under this SA in accordance with the Contract Limitations described below. It is anticipated that the majority of Tier 1 contracts will be managed by the Identified Users. It is anticipated that the majority of Tier 2 contracts will be managed by PWGSC.

2.3 Tier 1 Task Based Contract Limitations: Canada may compete work and award contracts to Qualified Active Suppliers in accordance with the following:

- i. **Requirement valued below \$25,000 (GST/HST included):** For requirements under \$25,000 (GST/HST inc), in accordance with Government Contracting Regulations Identified Users may direct a contract to an eligible Supplier

Requirement valued up to the NAFTA threshold: Identified Users will select in accordance with the Government Contracting Regulations the number of suppliers to be invited and the number of calendar days the invited suppliers will have to provide a proposal in response to the bid solicitation. Suppliers may be invited using either e-mail or GETS.

- ii. **Requirement valued greater than the NAFTA threshold but less than or equal to \$2M:** A minimum of fifteen (15) Qualified Active Suppliers must be invited (using e-mail or GETS) to submit a proposal in response to a bid solicitation. A Notice of Proposed Procurement (NPP) will be posted on GETS for all requirements.

The minimum 15 suppliers are to include: five (5) randomly selected Suppliers selected by the Centralized Professional Services System (CPSS).

As a minimum, invited suppliers will be given a minimum of fifteen (15) calendar days to submit a proposal in response to a bid solicitation. The time limit for bidding may be extended based upon the complexity of the requirement.

2.4 Tier 2 Task Based Contract Limitations: Canada may compete work and award contracts to Qualified Active Suppliers in accordance with the following:

- i. **Requirement valued greater than \$2M (Tier 2):** Canada will invite all Qualified Active Suppliers (using e-mail or GETS) to submit a proposal in response to a bid solicitation. A Notice of Proposed Procurement (NPP) will be posted on GETS for all requirements.
- ii. **Minimum Bidding Period:** As a minimum, each Tier 2 SA Bid Solicitation issued under this SA framework will provide Qualified Active Suppliers with a minimum of 20 days to respond. The time limit for bidding may be extended based upon the complexity of the requirement.

6C. RESULTING CONTRACT CLAUSES

1. General

The conditions of any contract awarded under the Supply Arrangement will be in accordance with the resulting contract clauses of the template used for the bid solicitation.

For any contract to be awarded using:

- (i) 2T-LDV1 (for low dollar value requirements), general conditions 2029 will apply to the resulting contract;
- (ii) 2T-MED1 (for medium complexity requirements), general conditions 2010C will apply to the resulting contract
- (iii) 2T-HIGH1 (for higher complexity requirements), general conditions 2035 will apply to the resulting contract;

The above templates are set out in buyandsell.gc.ca (<http://buyandsell.gc.ca/policy-and-guidelines/Standard-Acquisition-Clauses-and-Conditions-SACC-Manual/Standard-Procurement-Templates>) Manual issued by Public Works and Government Services Canada.

ANNEX “A” REQUIREMENTS

1.0 Scope

1.1 Background

- 1.1.1 The Professional Services requested are intended to secure access to suppliers who are experienced at providing Learning services. This will be the prime vehicle used for the acquisition of Traditional Classroom Learning, Blended Learning, and eLearning product development services. This includes the development of new Learning requirements and for the updating and converting existing learning & eLearning products.
- 1.1.2 Learning development services includes any or all of the following services:
- a. Stream 1 – Strategic Learning Advisory Services
 - b. Stream 2 – Instructional Design and Development Services
 - c. Stream 3 – Custom eLearning Product Programming
 - d. Stream 4 – Rapid eLearning Product Programming
 - e. Stream 5 – Quality Assurance
 - f. Stream 6 – Multi-Media Design and Development;
 - g. Stream 7 – Project Management;
 - h. Stream 8 – Training Delivery

1.2 Language Requirement

- 1.2.1 The Supplier will be requested to provide services in either the English or French language, or both, in accordance with each individual requirement.

2.0 Applicable Documents

- 2.1 The following documents form part of requirements to the extent specified herein, and are supportive of the Requirements when referenced in section 3 – Requirements. All other document references are to be considered supplemental information only.
- a. [Appendix1 - Description of Blended Learning and eLearning;](#)
 - b. [Appendix2 - Acronyms;](#)
 - c. [Shareable Content Object Reference Model \(SCORM\)___;](#)
 - d. [Common Look and Feel Guidelines](http://www.cio-dpi.gc.ca/clf-upe/index_e.asp) (http://www.cio-dpi.gc.ca/clf-upe/index_e.asp);
 - e. Web Content Accessibility Guidelines (WCAG) <http://www.w3.org/WAI/intro/wcag20.php>
- 2.2 In addition to the documents specified in 2.1 above, the following documents form part of the requirements for requirements from the Department of National Defence where referenced in section 3.
- a. DLN Content Development Guide (Current version will be provided with the call-up / contract);
 - b. Canadian Forces Individual Training and Education System (CFITES) Manuals http://cda-acd.mil.ca/DTE/engraph/ITEpolicy/keydocs_e.asp.
- * Note for Suppliers: web link is only accessible by DND personnel. It is the responsibility of the supplier to request a copy of the applicable documents for each DND requirement from ncr.learningservicessosa@tpsgc-pwgsc.gc.ca.
- 2.3 Additional applicable documents may be included with individual requirements.

3.0 REQUIREMENTS

3.1 Stream 1 – STRATEGIC LEARNING ADVISORY SERVICES

3.1.1 Strategic Learning Advisor

3.1.1.1 Tasks of the Strategic Learning Advisor include, but are not limited to:

a. Research Services:

- i. Monitoring the latest developments in technology and providing recommended directions to support the appropriate technical solutions for the learning products being developed;
- ii. Determining what technology and tools are available, ready and useful, and that meet the learners needs and performance objectives;
- iii. Researching and advising on suitability of new learning technologies for adoption;
- iv. Developing standards and processes for new learning technologies;
- v. Performing Vendor Analysis;
- vi. Researching and recommending implementation and evaluation strategies for introduction of new learning technologies.

b. Strategic Advisory Services:

- i. Conducting strategic analysis in support of learning initiatives, including gathering and consolidating relevant data / information through needs assessments and environmental scans
- ii. Analyzing existing capabilities and requirements, developing redesigned frameworks and recommending areas for improved capability;
- iii. Developing and documenting statement of requirements for learning technologies;
- iv. Developing standards and processes for learning products;
- v. Developing service and administration management strategies for learning products; and
- vi. Performing eLearning and/or blended learning readiness studies.

3.1.1.2 Deliverables may include but are not limited to:

a. Research Services

- i. Needs Assessment
- ii. Technology Assessment
- iii. Market Scans and Vendor Analysis
- iv. New Technology Business Cases
- v. Standards and Processes Documents
- vi. Implementations Plans
- vii. Briefings / Presentations

b. Strategic Advisory Services

- i. Strategic Plans
- ii. Business Plans
- iii. Business Cases
- iv. Capability Assessments
- v. Statement of Requirements;
- vi. Readiness Reports;
- vii. Learning Technology Strategy Reports

3.1.1.3 OCCUPATIONAL MINIMUM MANDATORY QUALIFICATIONS

A. SENIOR STRATEGIC LEARNING ADVISOR

No.	Description of Criteria
M.1	Must have a graduate university degree with a Major in one of the following fields: Education, Adult Learning, Distance Learning, or eLearning.
M.2	Must have a minimum of five (5) years experience as a Strategic Learning Advisor.
M.3	If eLearning is expected to be a part of the requirement, must have a minimum of two (2) years experience as a Strategic Learning Advisor where eLearning was part of the requirement.

OR

No.	Description of Criteria
M.1	Must have an undergraduate university degree with a Major in one of the following fields: Education, Adult Learning, Distance Learning, or eLearning.
M.2	Must have a minimum of seven (7) years experience as a Strategic Learning Advisor.
M.3	If eLearning is expected to be a part of the requirement, must have a minimum of two (2) years experience as a Strategic Learning Advisor where eLearning was part of the requirement.

OR

No.	Description of Criteria
M.1	Must have a college diploma (in any field) or university degree (in any field).
M.2	Must have a minimum of nine (9) years experience in instructional design.
M.3	If eLearning is expected to be a part of the requirement, must have a minimum of two (2) years experience as a Strategic Learning Advisor where eLearning was part of the requirement.

B. INTERMEDIATE STRATEGIC LEARNING ADVISOR

No.	Description of Criteria
M.1	Must have a graduate university degree with a Major in one of the following fields: Education, Adult Learning, Distance Learning, or eLearning.
M.2	Must have a minimum of one (1) year experience as a Strategic Learning Advisor.
M.3	If eLearning is expected to be a part of the requirement, must have a minimum of one (1) year experience as a Strategic Learning Advisor where eLearning was part of the requirement.

OR

No.	Description of Criteria
M.1	Must have an undergraduate university degree with a Major in one of the following fields: Education, Adult Learning, Distance Learning, or eLearning.
M.2	Must have a minimum of three (3) years experience as a Strategic Learning Advisor.
M.3	If eLearning is expected to be a part of the requirement, must have a minimum of one (1) year experience as a Strategic Learning Advisor where eLearning was part of the requirement.

OR

No.	Description of Criteria
M.1	Must have a college diploma (in any field) or university degree (in any field).
M.2	Must have a minimum of five (5) years experience as a Strategic Learning Advisor.
M.3	If eLearning is expected to be a part of the requirement, must have a minimum of one (1) year experience as a Strategic Learning Advisor where eLearning was part of the requirement.

C. JUNIOR STRATEGIC LEARNING ADVISOR

No.	Description of Criteria
M.1	Must have an undergraduate university degree (in any field).
M.2	Must have a minimum of one (1) year experience as a Strategic Learning Advisor.
M.3	If eLearning is expected to be a part of the requirement, must have a minimum of six (6) months experience as a Strategic Learning Advisor where eLearning was part of the requirement.

OR

No.	Description of Criteria
M.1	Must have a college degree (in any field).
M.2	Must have a minimum of three (3) years experience as a Strategic Learning Advisor.
M.3	If eLearning is expected to be a part of the requirement, must have a minimum of six (6) months experience as a Strategic Learning Advisor where eLearning was part of the requirement.

3.2.0 Stream 2 - Instructional Design & Development Services

3.2.1 Instructional Designer

3.2.1.1 Tasks of an Instructional Designer include, but are not limited to:

- a. Conducting needs assessments in order to examine human performance issues IAW CFITES vol 2, or equivalent, including:
 - i. Conducting performance analyses;
 - ii. Conducting cause analyses; and
 - iii. Identifying solutions and making recommendations.
- b. Assisting in specifying the required training and education outcomes in terms of essential on-job performance IAW CFITES vol 3, or equivalent, including:
 - i. Performing job task analysis;
 - ii. Specifying performance/education/learning objectives (POs/EdOs/LOs); and
 - iii. Producing Qualification Standards (QSs)/ Knowledge standards (KS).
- c. Describing and/or selecting an instructional program IAW CFITES vol 4 and 7, and Defence Learning Network Courseware Development Guidelines, or equivalent including:
 - i. Defining learner characteristics;
 - ii. Performing instructional and learning paths analysis;
 - iii. Preparing learning assessment plans;
 - iv. Designing learning assessment instruments;
 - v. Identifying and costing instructional/blended learning strategies;
 - vi. Specifying instructional strategies;
 - vii. Specifying learning content and lesson guidance; and
 - viii. Producing lesson guidance documentation (design guidance documents and scripted storyboards).
- d. Producing effective Learning instructional materials IAW CFITES vol 5, and Defence Learning Network Courseware Development Guidelines, or equivalent including:
 - i. Identifying training/performance requirements and determining sources of Learning materials;
 - ii. Making recommendations on the procurement of instructional materials;
 - iii. Developing style guides;
 - iv. Producing instructional Learning materials;
 - v. Conducting beta testing and formative evaluations of Learning instructional material to ensure compliance with specified standards and client requirements, and revising as required;
 - vi. Design of student evaluation must ensure correct level. Evaluation should consider level at which students will be required to perform and include level at appropriate level of Bloom's taxonomy;
 - vii. Preparing Instructors for the use / implementation of Learning instructional materials into training programs; and
 - viii. Recording development costs of Learning instructional materials.
- e. Evaluating instructional materials for possibility of conversion to eLearning in whole or in part IAW Defence Learning Network Courseware Development Guidelines, or equivalent and provide cost estimates of level of effort to convert legacy courseware to eLearning.

3.2.1.2 Deliverables may include but are not limited to:

- i. Needs Assessment Report;
- ii. Qualification Standard (QS);
- iii. Training Plan (TP) or curriculum;
- iv. Design Guidance Document;
- v. Final Scripted Storyboards;
- vi. Style guides;
- vii. Learning instructional materials; and
- viii. Evaluation Report.

3.2.1.3 OCCUPATIONAL MINIMUM MANDATORY QUALIFICATIONS

A. SENIOR INSTRUCTIONAL DESIGNER

No.	Description of Criteria
M.1	Must have a graduate university degree with a Major in one of the following fields: Education, Adult Learning, Distance Learning, or eLearning.
M.2	Must have a minimum of five (5) years experience in instructional design.
M.3	If eLearning is part of the requirement, must have a minimum of two (2) years experience in the instructional design of eLearning product(s).

OR

No.	Description of Criteria
M.1	Must have an undergraduate university degree with a Major in one of the following fields: Education, Adult Learning, Distance Learning, or eLearning.
M.2	Must have a minimum of seven (7) years experience in instructional design.
M.3	If eLearning is part of the requirement, must have a minimum of two (2) years experience in the instructional design of eLearning product(s).

OR

No.	Description of Criteria
M.1	Must have a college diploma (in any field) or university degree (in any field).
M.2	Must have a minimum of nine (9) years experience in instructional design.
M.3	If eLearning is part of the requirement, must have a minimum two

	(2) years experience in the instructional design of eLearning product(s).
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B. INTERMEDIATE INSTRUCTIONAL DESIGNER

No.	Description of Criteria
M.1	Must have a graduate university degree with a Major in one of the following fields: Education, Adult Learning, Distance Learning, or eLearning.
M.2	Must have a minimum of one (1) year experience in instructional design.
M.3	If eLearning is part of the requirement, must have a minimum of one (1) years experience in the instructional design of eLearning product(s).

OR

No.	Description of Criteria
M.1	Must have an undergraduate university degree with a Major in one of the following fields: Education, Adult Learning, Distance Learning, or eLearning.
M.2	Must have a minimum of three (3) years experience in instructional design.
M.3	If eLearning is part of the requirement, must have a minimum of one (1) years experience in the instructional design of eLearning product(s).

OR

No.	Description of Criteria
M.1	Must have a college diploma (in any field) or university degree (in any field).
M.2	Must have a minimum of five (5) years experience in instructional design.
M.3	If eLearning is part of the requirement, must have a minimum of one (1) years experience in the instructional design of eLearning product(s).

C. JUNIOR INSTRUCTIONAL DESIGNER

No.	Description of Criteria
M.1	Must have an undergraduate university degree (in any field).

M.2	Must have a minimum of one (1) year experience in instructional design.
M.3	If eLearning is part of the requirement, must have a minimum of six (6) months experience in the instructional design of eLearning product(s).

OR

No.	Description of Criteria
M.1	Must have a college degree (in any field).
M.2	Must have a minimum of three (3) years experience in instructional design.
M.3	If eLearning is part of the requirement, must have a minimum of six (6) months experience in the instructional design of eLearning product(s).

3.2.2 Content Subject Matter Expert (SME)

3.2.2.1 Tasks of the Content Subject Matter Expert include, but are not limited to:

- a. Verifying the scope of the content requirements;
- b. Identifying the content, including identifying source material and reference items, such as books, articles, videotapes, and static media;
- c. Editing and proofreading the content before and after implementation;
- d. Reviewing the design documents, scripts, and the final deliverable to verify content accuracy.

3.2.2.2 Deliverables may include but are not limited to:

- a. Subject Matter Content.

3.2.2.3 OCCUPATIONAL MINIMUM MANDATORY QUALIFICATIONS

A. SENIOR CONTENT SUBJECT MATTER EXPERT

No.	Description of Criteria
M.1	Must have a minimum of ten (10) years experience in the content area related to the requirement.

B. INTERMEDIATE CONTENT SUBJECT MATTER EXPERT

No.	Description of Criteria
M.1	Must have a minimum of seven (7) years experience in the content area related to the requirement.

C. JUNIOR CONTENT SUBJECT MATTER EXPERT

No.	Description of Criteria
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M.1	Must have a minimum of five (5) years experience in the content area related to the requirement.
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3.2.3 Technical Writing

3.2.3.1 Tasks of the Technical Writer include, but are not limited to:

- a. Verifying scope of the content;
- b. Performing and end user analysis;
- c. Conducting research and analysis of the information provided;
- d. Writing theoretical and procedural content based;
- e. Editing copy
- f. Creating manuals;
- g. Reviewing, editing and proofreading material;
- h. Reviewing accuracy and usability of written material

3.2.3.2 Deliverables may include but are not limited to:

- a. Student Manuals
- b. User Manuals
- c. Guidebooks

3.2.3.3 OCCUPATIONAL MINIMUM MANDATORY QUALIFICATIONS

A. SENIOR TECHNICAL WRITER

No.	Description of Criteria
M.1	Must have a college diploma (in any field) or university degree (in any field).
M.2	Must have a minimum of nine (9) years experience as a Technical Writer.

B. INTERMEDIATE TECHNICAL WRITER

No.	Description of Criteria
M.1	Must have a college diploma (in any field) or university degree (in any field).
M.2	Must have a minimum of five (5) years experience as a Technical Writer.

C. JUNIOR TECHNICAL WRITER

No.	Description of Criteria
M.1	Must have a college diploma (in any field) or university degree (in any field).
M.2	Must have a minimum of three (3) years experience as a Technical Writer.

3.3.0 Stream 3 – Custom eLearning Product Programming

3.3.1 Tasks of a Custom eLearning Product Programmer include, but are not limited to:

- a. Reviewing, analyzing and making recommendations with respect to programming issues on project documentation including:
 - i. Coding standard(s) chosen;
 - ii. Client Needs Assessment; and
 - iii. Infrastructure topology.
- b. Developing advanced project components, including:
 - i. A User Interface in accordance with the Style Guide;
 - ii. Pseudo-code and metadata templates;
 - iii. Advanced JavaScript course elements;
 - iv. All course elements and related assets;
 - v. SCO and Asset Metadata documents;
 - vi. SCORM® conformance and usability testing;
 - vii. Quality assurance testing; and
 - viii. A Maintenance Guide that provides information relevant to modifying and maintaining the end products.
- c. Coding / programming eLearning product elements in accordance with the Instructional Design Document(s), including:
 - i. Multi-Media elements;
 - ii. Interactive elements;
 - iii. Instruction content elements;
 - iv. Shareable Content Objects (SCOs);
 - v. Assessment instruments; and
 - vi. Evaluation instruments.
- d. Designing and Developing data structure, including:
 - i. Designing database structures and relationships; and
 - ii. Documenting database implementation including connection details.
- e. Implementing quality assurance and test plans;
- f. Providing technical guidance including:
 - i. Recommending best practices;
 - ii. Making recommendations regarding eLearning product development;
 - iii. Identifying and recommending solutions to identified coding issues;
 - iv. Reviewing test documentation; and
 - v. Documenting solutions or work-arounds to identified issues.

3.3.2 Deliverables may include but are not limited to:

- a. User Interface;
- b. Prototype SCO for testing with SCORM Test Logs;
- c. XML, XSLT, and XHTML based templates;
- d. Alpha, Beta, and Final versions of eLearning Products
- e. SCORM conformant course w/SCORM Test Logs
- f. Maintenance Guide that provides detailed instructions on maintenance and modification of eLearning products; and
- g. Interactive Multimedia Objects.

3.3.3 OCCUPATIONAL MINIMUM MANDATORY QUALIFICATIONS

A. SENIOR CUSTOM ELEARNING PRODUCT PROGRAMMER

No.	Description of Criteria
M.1	Must have a University degree (in any field) or College diploma (in any field).
M.2	Must have a minimum of seven (7) years experience in programming web-based applications using Java, C-based language, or a scripting language, as well as, database and/or file structured back-ends.
M.3	Must have developed and packaged a minimum of four (4) CBT and/or WBT courses within the last four (4) years.
M.4	Must have optimized for performance including Multi-Media assets audio, video, or still images for a minimum of four (4) eLearning products.
M.5	If SCORM is required as part of the requirement, then must have developed SCORM Conformant content (any version, including content packages and metadata) for a minimum of nine (9) SCORM courses within the last three (3) years.

B. INTERMEDIATE CUSTOM ELEARNING PRODUCT PROGRAMMER

No.	Description of Criteria
M.1	Must have a University degree (in any field) or College diploma (in any field).
M.2	Must have a minimum of three (3) years experience in programming web-based applications using Java, C-based language, or a scripting language, as well as, database and/or file structured back-ends.
M.3	Must have developed and packaged a minimum of two (2) CBT and/or WBT courses within the last three (3) years.
M.4	Must have optimized for performance including Multi-Media assets audio, video, or still images for a minimum of (2) eLearning products; and
M.5	If SCORM is required as part of the requirement, then must have developed SCORM Conformant content (any version as specified by the client, including content packages and metadata files) for a minimum of two (2) SCORM courses within the last three (3).

C. JUNIOR CUSTOM ELEARNING PRODUCT PROGRAMMER

No.	Description of Criteria
M.1	Must have a University degree (in any field) or College diploma (in any field).
M.2	Must have a minimum of one (1) year experience in programming web-based applications using Java, C-based language, or a scripting language, as well as, database and/or file structured back-ends.

M.3	Must have developed and packaged a minimum of one (1) CBT or WBT course within the last three (3) years.
M.4	Must have optimized for performance including Multi-Media assets audio, video, or still images for a minimum of one (1) eLearning products.
M.5	If SCORM is required as part of the requirement, then must have developed SCORM Conformant content (any version as specified by the client, including content packages and metadata files) for a minimum of one (1) SCORM courses within the last three (3) years.

OR

No.	Description of Criteria
M.1	Must have a Secondary School diploma.
M.2	Must have a minimum of three (3) years experience in programming web-based applications using Java, C-based language, or a scripting language, as well as, database and/or file structured back-ends.
M.3	Must have developed and packaged a minimum of one (1) CBT or WBT course within the last three (3) years.
M.4	Must have optimized for performance including Multi-Media assets audio, video, or still images for a minimum of one (1) eLearning products.
M.5	If SCORM is required as part of the requirement, then must have developed SCORM Conformant content (any version as specified by the client, including content packages and metadata files) for a minimum of one (1) SCORM courses within the last three (3) years.

3.4 Stream 4 – Rapid eLearning Product Programming

3.4.1 Rapid eLearning Product Programmer

3.4.1.1 Tasks of a Rapid eLearning Product Programmer resource include, but are not limited to:

- a. Creating multimedia animation using images, sound, and video;
- b. Using authoring software to assemble eLearning content and publish the course in accordance with the Instructional Design Document(s);
- c. Designing and creating interactions that are packaged in a rapid eLearning software;
- d. Troubleshooting and resolving online course interactions that are not publishing correctly or reporting correctly to a Learning Management system;
- e. Working with instructional designers to develop the content based on storyboards;
- f. Providing advice on the suitable interaction and also on the limits of certain applications;
- g. Creating reusable online content;

3.4.1.2 Deliverables may include but are not limited to:

- a. Alpha, Beta, and Final versions of eLearning Products;
- b. SCORM conformant course; and
- c. Maintenance Guide that provides detailed instructions on maintenance and modification of eLearning products.

3.4.1.3 OCCUPATIONAL MINIMUM MANDATORY QUALIFICATIONS

A. SENIOR RAPID ELEARNING PRODUCT PROGRAMMER

No.	Description of Criteria
M.1	Must have a University degree (in any field) or College diploma (in any field).
M.2	Must have developed a minimum of five (5) eLearning courses in the last two (2) years using rapid eLearning tools (as specified by the client, such as Adobe Illustrator, Adobe Photoshop, Adobe Captivate, Adobe Dreamweaver, Adobe Contribute, HTML, CSS, Adobe Flash and/or Articulate by Techsmith)
M.3	If SCORM is required as part of the requirement, then must have developed SCORM Conformant content (any version as specified by the client, including content packages and metadata files) for a minimum of three (3) SCORM courses within the last two (2) years.

B. INTERMEDIATE RAPID ELEARNING PRODUCT PROGRAMMER

No.	Description of Criteria
M.1	Must have a University degree (in any field) or College diploma (in any field).
M.2	Must have developed a minimum of four (4) eLearning courses in the last two (2) years using rapid eLearning tools (as specified by the client, such as Adobe Illustrator, Adobe Photoshop, Adobe Captivate, Adobe Dreamweaver, Adobe Contribute, HTML, CSS, Adobe Flash and/or Articulate by Techsmith)
M.3	If SCORM is required as part of the requirement, then must have developed SCORM Conformant content (any version as specified by the client, including content packages and metadata files) for a minimum of two (2) SCORM courses within the last two (2) years.

C. JUNIOR RAPID ELEARNING PRODUCT PROGRAMMER

No.	Description of Criteria
M.1	Must have a minimum of Secondary School Diploma.
M.2	Must have developed a minimum of three (3) eLearning courses in the last two (2) years using rapid eLearning tools (as specified by the client, such as Adobe Illustrator, Adobe Photoshop, Adobe Captivate, Adobe Dreamweaver, Adobe Contribute, HTML, CSS, Adobe Flash and/or Articulate by Techsmith)
M.3	If SCORM is required as part of the requirement, then must have developed SCORM Conformant content (any version as specified by the client, including content packages and metadata files) for a minimum of one (1) SCORM course within the last two (2) years.

3.5.0 Stream 5 - Quality Assurance

3.5.1 Tasks of a Quality Assurance resource include, but are not limited to:

- a. Developing a Quality Assurance (QA) plan, including:
 - i. Quality standards, methodologies, procedures and tools for performing the quality assurance activities
 - ii. Resources, schedule and responsibilities for conducting the QA activities; and
 - iii. Selected activities and tasks for supporting processes, such as verification, validation, joint review, audit and problem resolution
- b. Developing quality assurance test plan(s), including alpha, beta and pilot testing;
- c. Implementing Quality Assurance test plan(s), including:
 - i. Testing eLearning programs for conformity to client approved design documents, instructional standards, guidance and specifications, scripts and storyboards;
 - ii. Testing the eLearning program for interactivity, functionality and programming bugs;
 - iii. Assuring grammatical and spelling accuracy in English, French, or both languages in accordance with the requirement;
 - iv. Ensuring consistency throughout the Learning product in presentation and style including use of colors, fonts, formats, navigation architecture & strategy, modularization, consistency between English and French versions;
 - v. Ensuring consistency with guidelines, conventions, taxonomies and / or best practice in the use of metadata; and
 - vi. Testing for SCORM conformance in an approved LMS/LCMS testing environment;
 - vii. Performing testing of eLearning programs to ensure they function as planned in the client LMS/LCMS environment; and
 - viii. Recording the results of all QA interventions and making them available to the Technical Authority.
- d. Writing reports based upon the results of the QA Test Plan.

3.5.2 Deliverables may include but are not limited to:

- a. QA Plan
- b. Product QA tests and test plans
- c. Product QA test reports

3.5.3 OCCUPATIONAL MINIMUM MANDATORY QUALIFICATIONS

A. QUALITY ASSURANCE SPECIALIST

No.	Description of Criteria
M.1	Must have a minimum of three (3) years of experience in developing QA policies, plans, procedures and metrics.
M.2	Must have a minimum of three (3) years of experience in developing software development standards.
M.3	Must have a minimum of three (3) years of experience in managing the QA process.

B. SENIOR TESTER

No.	Description of Criteria
M.1	Must have a minimum of four (4) years of experience with eLearning products in conducting testing in accordance with Test Plans.

M.2	Must have a minimum of four (4) years of experience with eLearning products in supervision of testing.
M.3	Must have a minimum of four (4) years of experience with eLearning products in management of test plans derived by the QA process.
M.4	Must have a minimum of four (4) years of experience with eLearning products in establishing testing procedures.
M.5	Must have a minimum of four (4) years of experience with eLearning products in development of test scenarios and test scripts.
M.6	Must have a minimum of four (4) years of experience with eLearning products in establishing a validation and verification capability.
M.7	If SCORM is required as part of the requirement, then must have tested SCORM Conformant content (any version, including content packages and metadata files) for a minimum of six (6) SCORM courses within the last three (3) years.

C. JUNIOR TESTER

No.	Description of Criteria
M.1	Must have a minimum of two (2) years of experience with eLearning products in conducting testing in accordance with Test Plans.
M.2	Must have a minimum of two (2) years of experience with eLearning products in supervision of testing.
M.3	Must have a minimum of two (2) years of experience with eLearning products in developing test plans.
M.4	Must have a minimum of two (2) years of experience with eLearning products in development of test scenarios and test scripts.
M.5	Must have a minimum of two (2) years of experience with eLearning products in establishing a validation and verification capability.
M.6	If SCORM is required as part of the requirement, then must have tested SCORM Conformant content (any version, including content packages and metadata files) for a minimum of three (3) SCORM courses within the last three (3) years.

3.6.0 Stream 6 - Multi-Media Design & Development

3.6.1 Graphic Design

3.6.1.1 Tasks of a Graphic Designer include, but are not limited to:

- a. Determine the best way to achieve the desired graphics either through the use of existing stock, development of new material, or combination of both;
- b. Consulting with clients to establish the overall look and graphical elements;
- c. Reviewing the Presentation Design Document and/or the Scripted Storyboards and making recommendations to the Instructional Designer(s) and/or client; including:
 - i. Consulting the clients regarding associated costs;
 - ii. Validating that the design is engaging and meets the client requirements.

- d. Create designs, concepts, and sample layouts of graphical elements in accordance with the Presentation Design Documents and the Scripted Storyboards.
- e. Determine size and arrangement of illustrative material and copy, and select style and size of type;
- f. Create new images using computer software;
- g. Mark up, paste, and assemble final layouts
- h. Digitizing images

3.6.1.2 Deliverables may include but are not limited to:

- a. Graphic Concepts
- b. Graphics
- c. Sample Layouts
- d. Final Layouts
- e. Multimedia Graphic Objects

3.6.1.3 OCCUPATIONAL MINIMUM MANDATORY QUALIFICATIONS

A. SENIOR GRAPHICS DESIGNER

No.	Description of Criteria
M.1	Must have a University degree (in any field) or College diploma (in any field).
M.2	Must have a minimum of three (3) years of experience within the last five (5) years as a Graphic Designer.

B. INTERMEDIATE GRAPHICS DESIGNER

No.	Description of Criteria
M.1	Must have a University degree (in any field) or College diploma (in any field).
M.2	Must have a minimum of three (3) years of experience within the last five (5) years as a Graphic Designer.

C. Junior Graphics Designer

No.	Description of Criteria
M.1	Must have a University degree (in any field) or College diploma (in any field).
M.2	Must have a minimum of one (1) year of experience within the last five (5) years as a Graphic Designer.

OR

No.	Description of Criteria
M.1	Must have a Secondary School diploma.
M.2	Must have a minimum of three (3) years of experience within the last five (5) years as a Graphic Designer.

3.6.2 Photography

3.6.2.1 Tasks of a Photographer include, but are not limited to:

- a. Determine the best way to achieve the desired Photographs either through the use of existing stock, development of new material, or combination of both;
- b. Use traditional or digital cameras to take pictures either in a studio or on location;
- c. Adjust apertures, shutter speeds, and camera focus based on a combination of factors such as lighting, field depth, subject motion, film type, and film speed;
- d. Determine desired images and picture composition; and select and adjust subjects, equipment and/or lighting to achieve desired result;
- e. Scan photographs into computers for editing, storage, and/or electronic transmission;
- f. Measure light levels, distances, and numbers of exposures needed;
- g. Manipulate and enhance scanned and/or digital images to create desired effects, using computers and specialized software.
- h. Reviewing the Presentation Design Document and/or the Scripted Storyboards and making recommendations to the Instructional Designer(s) and/or client; including:
 - i. Consulting the clients regarding associated costs;
 - ii. Validating that the design is engaging and meets the client requirements.

3.6.2.2 Deliverables may include but are not limited to:

- a. High quality photos;
- b. Web-ready photos and thumbnails;
- c. Panoramic photos;
- d. Virtual spaces;

3.6.2.3 OCCUPATIONAL MINIMUM MANDATORY QUALIFICATIONS

A. PHOTOGRAPHER

No.	Description of Criteria
M.1	Must have a University degree (in any field) or College diploma (in any field).
M.2	Must have a minimum of three (3) years of experience within the last six (6) years as a Photographer.

OR

No.	Description of Criteria
M.1	Must have a Secondary School diploma.
M.2	Must have a minimum of five (5) years of experience within the last eight (8) years as a Photographer.

3.6.3 Animator

3.6.3.1 Tasks of an Animator include, but are not limited to:

- a. Determine the best way to achieve the desired animation either through the use of existing stock, development of new material, or combination of both;
- b. Design and create two-dimensional and three-dimensional images depicting objects in motion and/or illustrating a process, using computer animation or modelling programs;
- c. Make objects or characters appear lifelike by manipulating light, colour, texture, shadow, and transparency to give the illusion of motion;
- d. Create Storyboards that show the flow of the animation and map out key scenes and/or characters;

- e. Reviewing the Presentation Design Document and/or the Scripted Storyboards and making recommendations to the Instructional Designer(s) and/or client; including: Create Storyboards that show the flow of the animation and map out key scenes and/or characters;
 - i. Consulting the clients regarding associated costs;
 - ii. Validating that the design is engaging and meets the client requirements.

3.6.3.2 Deliverables may include but are not limited to:

- a. 2D and 3D animations;
- b. Serious gaming objects, such as avatars, systems, and landscapes;

3.6.3.3 OCCUPATIONAL MINIMUM MANDATORY QUALIFICATIONS

A. SENIOR ANIMATOR

No.	Description of Criteria
M.1	Must have a University degree (in any field) or College diploma (in any field).
M.2	Must have a minimum of five (5) years of experience within the last eight (8) years as an Animator.

B. INTERMEDIATE ANIMATOR

No.	Description of Criteria
M.1	Must have a University degree (in any field) or College Diploma (in any field).
M.2	Must have a minimum of three (3) years of experience within the last six (6) years as an Animator.

C. JUNIOR ANIMATOR

No.	Description of Criteria
M.1	Must have a University degree (in any field) or College diploma (in any field).
M.2	Must have a minimum of one (1) year of experience within the last six (6) years as an Animator.

OR

No.	Description of Criteria
M.1	Must have a Secondary School diploma.
M.2	Must have a minimum of three (3) years of experience within the last six (6) years as an Animator.

3.6.4 Video Production

3.6.4.1 Tasks of a Video Producer include, but are not limited to:

- a. Determine the best way to achieve the desired video either through the use of existing stock, development of new material, or combination of both;

- b. Cut shot sequences to different angles at specific points in scenes in order to make individual cuts fluid and seamless;
- c. Edit video to insert music, dialogue, and/or sound effects;
- d. Select and combine scenes to form a logical and smoothly running story;
- e. Determine the specific audio and visual effects, and/or music necessary to complete the video;
- f. Reviewing the Presentation Design Document and/or the Scripted Storyboards and making recommendations to the Instructional Designer(s) and/or client; including:
 - i. Consulting the clients regarding associated costs;
 - ii. Validating that the design is engaging and meets the client requirements.

3.6.4.2 Deliverables may include but are not limited to:

- a. High quality video;
- b. Web-ready video;

3.6.4.3. OCCUPATIONAL MINIMUM MANDATORY QUALIFICATIONS

A. VIDEO PRODUCER

No.	Description of Criteria
M.1	Must have a University degree (in any field) or College diploma (in any field).
M.2	Must have a minimum of three (3) years of experience within the last six (6) years as a Video Producer.

OR

No.	Description of Criteria
M.1	Must have a Secondary School diploma.
M.2	Must have a minimum of five (5) years of experience within the last eight (8) years as a Video Producer.

3.6.5 Audio Production

3.6.5.1 Tasks of an Audio Producer include, but are not limited to:

- a. Determine the best way to achieve the desired audio, sound bite, music, sound effects, and/or audio clip either through the use of existing stock, development of new material, or combination of both;
- b. Record speech, music, and other sounds
- c. Regulate volume level and sound quality during recording sessions;
- d. Mix and edit voices, music, sound effects;
- e. Separate instruments, vocals, and other sounds, then combine later during the mixing or post production stage;
- f. Synchronize and equalize pre-recorded dialogue, music, and sound effects with animation, video, and/or into the learning product;
- g. Reviewing the Presentation Design Document and/or the Scripted Storyboards and making recommendations to the Instructional Designer(s) and/or client; including:
 - i. Consulting the clients regarding associated costs;
 - ii. Validating that the design is engaging and meets the client requirements.

3.6.5.2 Deliverables may include but are not limited to:

- a. High quality audio;
- b. Web-ready audio;

3.3.5.3 OCCUPATIONAL MINIMUM MANDATORY QUALIFICATIONS

A. AUDIO PRODUCER

No.	Description of Criteria
M.1	Must have a University degree (in any field) or College diploma (in any field).
M.2	Must have a minimum of three (3) years of experience within the last six (6) years as an Audio Producer.

OR

No.	Description of Criteria
M.1	Must have a Secondary School diploma.
M.2	Must have a minimum of five (5) years of experience within the last eight (8) years as an Audio Producer.

3.6.6 Multimedia Director

3.6.6.1 Tasks of a Multimedia Director include, but are not limited to:

- a. Determine the best way to achieve the desired audio, sound bite, music, sound effects, and/or audio clip either through the use of existing stock, development of new material, or combination of both;
- b. Coordinate the work of camera and/or audio resource(s);
- c. Coordinate with Video and/or Audio Producers during the post-production process;
- d. Plan details such as framing, composition, camera movement, sound, and actor movement for each shot or scene;
- e. Establish pace of programs and sequences of scenes according to time requirements and cast and set accessibility;
- f. Select settings and locations for Video and determine how scenes will be shot in those settings;
- g. Coordinate rehearsals and communicate the "approach, characterization, and movement" needed for each scene
- h. Reviewing the Presentation Design Document and/or the Scripted Storyboards and making recommendations to the Instructional Designer(s) and/or client; including:
 - i. Consulting the clients regarding associated costs;
 - ii. Validating that the design is engaging and meets the client requirements.

3.6.6.2 Deliverables may include but are not limited to:

- a. Production ready storyboards;
- b. A finished multimedia eLearning product.

3.6.6.3 OCCUPATIONAL MINIMUM MANDATORY QUALIFICATIONS

A. MULTIMEDIA DIRECTOR

No.	Description of Criteria
M.1	Must have a University degree (in any field) or College diploma (in any field).
M.2	Must have a minimum of one (1) year of experience within the last six (6) years as a Multimedia Director.

OR

No.	Description of Criteria
M.1	Must have a Secondary School diploma.
M.2	Must have a minimum of three (3) years of experience within the last six (6) years as Multimedia Director.

3.6.7 Narration

3.6.7.1 Tasks of a Narrator include, but are not limited to:

- a. Performing the voice dialogue of scripted storyboards whereby the narrator communicates directly to the reader.
- b. Performing the voice-over presentation to the audience (also known as off-camera or off-stage commentary).
- c. Performing voice-acting activities, not limited to, animated characters for short films, video games, instructional videos, singing, etc.

3.6.7.2 Deliverables may include but are not limited to:

- a. Sample audio recordings;
- b. Final audio recordings;
- c. Sample voice dialogue recordings;
- d. Final voice dialogue recordings;

3.6.7.3 OCCUPATIONAL MINIMUM MANDATORY QUALIFICATIONS

A. NARRATOR

No.	Description of Criteria
M.1	Must have a minimum of a Secondary School diploma, College diploma (in any field) or a University Degree (in any field).
M.2	Must have a minimum of one (1) year of experience within the last three (3) years as a Narrator.

3.7.0 Stream 7 - Project Management

3.7.1 Tasks of a Project Manager include, but are not limited to:

- a. Managing the scope of the projects and products, budget and schedule;
- b. Developing and updating the work breakdown structure and detailed project plans;
- c. Tracking project plans and managing resources;
- d. Managing the change control process;
- e. Maintaining communication with government stakeholders and other project managers and reports progress of the project on an ongoing basis and at scheduled points in the life cycle;
- f. Managing risks and implementing problem resolutions;
- g. Planning, organizing, directing and controlling quality assurance throughout the project; and
- h. Supporting the release, implementation and delivery of products.

3.7.2 Deliverables may include but are not limited to:

- a. Work Breakdown Structure;
- b. Project Plan; and
- c. Project Status Reports.

3.7.3 OCCUPATIONAL MINIMUM MANDATORY QUALIFICATIONS

A. SENIOR PROJECT MANAGER

No.	Description of Criteria
M.1	Must have a University degree (in any field) or a College Diploma (in any field) or a Project Management Professional (PMP) certification from the Project Management Institute. www.pmi.org
M.2	Must have a minimum of six (6) years experience as a Project Manager, including three (3) years experience in managing training projects.
M.3	If eLearning is part of the requirement, then the Project Manager must have a minimum of three (3) years experience in managing eLearning and/or software projects, including a minimum of one (1) year of experience in managing eLearning projects.

B. INTERMEDIATE PROJECT MANAGER

No.	Description of Criteria
M.1	Must have a University degree (in any field) or a College Diploma (in any field) or a Project Management Professional (PMP) certification from the Project Management Institute. www.pmi.org
M.2	Must have a minimum of four (4) years experience as a Project Manager, including two (2) years experience in managing training projects.
M.3	If eLearning is part of the requirement, then the Project Manager must have a minimum of two (2) years experience in managing eLearning and/or software projects, including a minimum of one (1) year of experience in managing eLearning projects.

C. JUNIOR PROJECT MANAGER

No.	Description of Criteria
M.1	Must have a University degree (in any field) or a College Diploma (in any field) or a Project Management Professional (PMP) certification from the Project Management Institute. www.pmi.org
M.2	Must have a minimum of two (2) years experience as a Project Manager, including a minimum of one (1) year experience in managing training projects.
M.3	If eLearning is part of the requirement, then the Project Manager must have a minimum of two (2) years experience in managing eLearning and/or software projects, including a minimum of one (1) year of experience in managing eLearning projects.

3.8.0 Stream 8 – Training Delivery

3.8.1 Instructor

3.8.1.1 Instructors may be used to teach government owned training in any of the subject areas identified below. Subject areas are based upon the content and not the target population.

- a. Human Resources;
- b. Finance;
- c. Management Skills;
- d. Leadership Development;
- e. Change Management;
- f. Project Management;
- g. Career Counselling;
- h. Environment;
- i. Energy Management;
- j. Military Occupation Training;
- k. Public Safety;
- l. Health & Safety;
- m. Information Technology;
- n. General (subject area to be identified in the resulting call-up or bid solicitation)

3.8.1.2 Tasks of the Instructors include, but are not limited to:

- a. Deliver the training in accordance with the course Lesson Plan, using appropriate Adult Education techniques
- b. Setting up the classroom prior to the start of the scheduled start time;
- c. Provide administrative briefing to participants at the beginning of the course outlining location of fire exits, washrooms, restaurant facilities, lunchroom area, and course outline.
- d. Distribute attendance list to participants for their signature;
- e. Evaluate tests and/or assignments;
- f. Distribute course certificates to participants;
- g. Distribute course evaluations to participants.
- h. Provide any feedback and recommendations to the Project Authority regarding the course;
- i. Set-up the online environment in accordance with the training plan.

3.8.1.3 Deliverables may include but are not limited to:

- a. Course Feedback Report

3.8.1.4 OCCUPATIONAL MINIMUM MANDATORY QUALIFICATIONS

A. SENIOR INSTRUCTOR

No.	Description of Criteria
M.1	Must have a minimum of one hundred and twenty (120) training days within the last three (3) years in Instructing in the identified subject area.
M.2	Must have a minimum of one (1) year experience (not as an Instructor) in the identified subject area.

B. INTERMEDIATE INSTRUCTOR

No.	Description of Criteria
M.1	Must have a minimum of sixty (60) training days within the last three (3) years in Instructing in the identified subject area.

M.2	Must have a minimum of one (1) year experience (not as an Instructor) in the identified subject area.
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C. JUNIOR INSTRUCTOR

No.	Description of Criteria
M.1	Must have a minimum of thirty (30) training days within the last three (3) years in Instructing in the identified subject area.

3.8.2 Training Facilitator

- a. Training Facilitators may be used to facilitate any government owned training that is delivered as in-person training facilitation (e.g. classroom), online facilitation, and for blended training facilitation (e.g. classroom and online).

3.8.2.1 Definition of Online Facilitation

- a. Online Facilitation involves managing learners and learning through an online medium such as virtual classroom applications. It also refers to the management of online communication between learners by a facilitator. In this regard, online facilitation is moving from an emphasis on web content to a more interactive structure that recognizes the social and interactive elements of knowledge construction, and to pedagogical approaches that enable learner centred, rather than facilitator driven learning.
- b. There are two main types of online facilitation:
 - i. **Asynchronous** – communications such as discussion forums, electronic bulletin boards and e-groups in which the facilitator acts as a moderator reviewing contributors message offline and posting administrative messages; and
 - ii. **Synchronous** – events in which the facilitator works in real time, leading or assisting in the delivery of instruction to learners within a virtual classroom application though lecture, discussion, interactive exercises, use of slides, whiteboard, application sharing and document review, and other tools and techniques commonly associated with virtual classroom applications.'
- c. Means of online facilitation include, but are not limited to the following:
 - i. Virtual Classroom application software;
 - ii. Static Text;
 - iii. Threaded or unthreaded discussion boards;
 - iv. Instant Messaging (IM) or Chat;
 - v. Live voice or video;
 - vi. Provision of links to other materials or lists of materials;
 - vii. E-mail; and
 - viii. Non-virtual means, such as phone support.

3.8.2.2 Tasks of a Training Facilitator include, but are not limited to:

- a. Becoming familiar with the course content prior to course delivery;
- b. Attending train-the-training sessions, dry run and pilot tests;
- c. Contribute suggestions towards course improvements or revisions;
- d. Deliver training by:

- i. Guiding learners through course materials and specific activities (e.g. problem solving, information sharing), and focusing on critical points;
 - ii. Critiquing work / thinking in a supportive fashion;
 - iii. Promoting interactivity and discussions;
 - iv. Maintaining a pace suitable to the course schedule;
 - v. Creating and fostering a collaborative and safe environment for participants;
 - vi. Motivating learners to take responsibility for their own learning;
 - vii. Catering to different learning preferences and learner needs, finding the optimal balance between private e-mail and public discussions, and encouraging collaborative work and learner-learner or group discussions;
 - viii. Moderating and/or managing discussions, encouraging and gently guiding the discussion, planting ideas or starting new topics, and managing differences of opinion or perspectives effectively
 - ix. Sharing information and resources with the group;
 - x. Answering participants' questions and provide help when required.
- e. Helping learners make the transition from private one-on-one e-mail to group participation;
 - f. Assisting learners to become comfortable with systems and software;
 - g. Scanning for copyrighted material that shouldn't be posted without permission of the author.

3.8.2.3 Deliverables may include but are not limited to:

- a. Course Feedback Reports

3.8.2.4 OCCUPATIONAL MINIMUM MANDATORY QUALIFICATIONS

A. SENIOR TRAINING FACILITATOR

No.	Description of Criteria
M.1	Must have delivered a minimum of one hundred and twenty (120) training days within the last three (3) years as a Training Facilitator
M.2	If online training facilitation is part of the requirement, then must have delivered a minimum of ninety (90) training hours within the last three (3) years as an Online Training Facilitator.

B. INTERMEDIATE TRAINING FACILITATOR

No.	Description of Criteria
M.1	Must have delivered a minimum of sixty (60) training days within the last three (3) years as a Training Facilitator
M.2	If online training facilitation is part of the requirement, then must have delivered a minimum of sixty (60) training hours within the last three (3) years as an Online Training Facilitator.

C. JUNIOR TRAINING FACILITATOR

No.	Description of Criteria
M.1	Must have delivered a minimum of thirty (30) training days within the last three (3) years as a Training Facilitator.
M.2	If online training facilitation is part of the requirement, then must have delivered a minimum of thirty (30) training hours within the last three (3) years as an Online Training Facilitator.

4.0 Deliverables - General

- 4.1 All documentation is to be provided in hard and/or soft copy, in the language of English or French, or both and in the format in specified with call-up / contract.
- 4.2 Call-ups / Contracts that specify that the eLearning products will be delivered by a LMS, must be tested and proved functional by the Offeror / Supplier prior to acceptance.

5.0 Management Requirements

5.1 Quality Assurance And Control Processes

- 5.1.1 As a minimum, the Offeror / Supplier must implement the Quality Assurance (QA) Plan, in order to ensure the quality of the services provided by the Offeror / Supplier. The following lists represent the acceptable criteria for eLearning products.

Level	Description
5 – System Level CATASTROPHIC	The entire application or system is unusable, catastrophic failure, usually requires restart or re-initialization or reboot.
4 – Sub-system / Module Level CRITICAL	A sub-system or module becomes unusable.
3 – Feature / Function Level SERIOUS	Feature or function does not work at all or aborts.
2 – Sub-Feature Level MINOR	A particular aspect of a function / feature does not function properly, but the overall feature / function is still usable.
1 – Formatting / Cosmetic SIMPLE	The layout or format of data, reports, messages, screens and other cosmetic issues require changing; no impact on usability. If there is an impact on usability, then the error may need to be reclassified at a higher level.

Acceptance Testing	
Validation Testing	No Level 5 errors by the start of System Testing
System Testing	No Level 4 errors by the start of Alpha Testing
Alpha Testing	No Level 3 errors by the start of Beta Testing
Release	Only Level 2 and Level 1 errors remain

5.2 Project Management

- 5.2.1 The Offeror / Supplier must provide status report(s) to the Technical Authority as and when requested and on the date(s) specified in the requirement, which must include as a minimum:
- A summary of the work accomplished to date, using a Gantt chart. This summary must include the identification of personnel, and hours expended on each task, the progress report must highlight:
 - Tasks completed;

- ii. Effort expended thus far;
- iii. Estimate of additional work needed to complete the deliverable/task;
- iv. Details of issues/problems encountered with proposed solutions;
- v. Proposed changes to the work plan with reasons;
- vi. Issues must be identified by one of three level indicators:
 - § GREEN - on schedule,
 - § YELLOW - minor issue that will not affect the deliverable date, and
 - § RED - major issues which may impact deliverables.

- b. The Offeror / Supplier must schedule status meetings on a regular basis as defined during the project kick-off meeting.

6.0 Work Location

- 6.1 Unless specified otherwise in any resultant call-up / Contract, the Work will be performed at the Offeror / Supplier's own place of business or offices and the Offeror / Supplier must provide adequate work space, office equipment and must furnish its own test and development hardware and software prior to implementation, to ensure the uninterrupted flow of contracted services and related deliverables at no additional cost to Canada. The Client Department will provide access (if available) to the Pre-Production / Test environment to the Offeror / Supplier.

7.0 Location of Meetings

- 7.1 In the event that meetings are required under a project, they must be conducted at facilities provided by Canada or the Offeror / Supplier. In the later case, the Offeror / Supplier must provide all facilities and resources required for the conduct of the meeting, at no additional cost to Canada.

8.0 Network Access and Security

- 8.1 While working on any Government of Canada computer, server, or network, the Offeror / Supplier's personnel must abide by Internet and network access policies and codes of conduct (as provided at the time of any resultant call-up / contract). All requests for access to the network must be approved by Canada. The Offeror / Supplier must not modify user access or security settings without prior written authorization from the Client Department's network administrators.

Appendix 1 to Annex A

1.0 Description of Blended Learning and eLearning

1.1 Blended Learning and eLearning

- 1.1.1 Blended Learning usually combines traditional classroom based learning with more modern technology enabled methods and may include various types of eLearning products.

1.2 eLearning Products

- 1.2.1 Canada focuses on the broadest view of eLearning products that includes stand-alone, self-directed eLearning products to integrated, blended and hybrid approaches that combine a variety of delivery methods, tools, learning events and learning models, including:

1. CBT (not Web based, files reside on PC or CD-ROM);
2. Self-directed Web Based CBT (Running through web-browser, files reside on PC or CD-ROM);
3. Self-directed Web-based Training (Browser-based, files reside on server, runs over Internet and/or Intranet);
4. Synchronous / Virtual Classroom / Webinar. Design and development aspect, but not delivery aspect;
5. Asynchronous online discussions/learning. Design and development aspect, but not delivery aspect;
6. Hybrid (face to face classroom and online training). Design and development aspect, but not the delivery aspect;
7. Electronic Performance Support (EPS);
8. Online Communities of Practice;
9. Blogs, wikis;
10. Podcasts, webcasts;
11. E-Library (online interactive manuals, references, etc);
12. Serious gaming products;
13. Synthetic environments (2D and/or 3D);
14. Simulations;
15. Multi-Media portions of traditional classroom-based courses; and
16. M-learning (mobile learning).

1.3 Learning Product Characteristics

- 1.3.1 Learning products have the following characteristics:
- a. Interactive (learner to learner, learner to instructor, learner to mentor, learner to coach, learner to information database);
 - b. Based on formal instructional design incorporating research-based learning models or products to support learning such as job aides and knowledge repositories depending on requirements. Incorporating a variety of instructional approaches, including examples, problems, presentation and demonstration, practice and feedback, scenarios, case studies, role-play, simulation, assessment etc;
 - c. Integrated within a strategic learning and/or eLearning framework;
 - d. ELearning may be developed to SCORM specifications depending on requirements; and

1.4 ELearning Product Delivery Methods

1.4.1 ELearning solutions may be provided to Canada via the following channels:

- a. Intranet, Internet, and/or CD-ROM;
- b. Government owned or contracted legacy LMS/LCMS;
- c. an asynchronous/synchronous tool; or as a
- d. stand-alone product.

1.5 Multi-Media Integration

1.5.1 ELearning products will require integration of a variety of Multi-Media/interactive elements depending on requirements, which may include one or more of the following:

- a. Text, graphics, video, sound,
- b. Pop-up boxes and roll-overs,
- c. Navigation features (forward, back, return to main menu, exit, book-marking),
- d. Changing content organization depending on results of pre-assessment tests,
- e. Drag-and-drop exercises,
- f. Multiple choice and true/false questions,
- g. Feedback on questions linked to area in courseware with the answer,
- h. Exploratory functions - hot areas on screen,
- i. Text entry for simple word recall, longer answer responses, or gather user information such as passwords,
- j. Sliders - to allow user to select a choice or range of choices on a linear scale,
- k. Timers - indicate passing time as user completes an exercise,
- l. Simple simulations such as demonstrating sequence of keystrokes to perform basic commands in a software application,
- m. Basic animations,
- n. Testing, scoring, course management (tracking and reporting), and
- o. Operational support (help, search (full-text and keyword based on metadata), glossary, dialogue boxes).

Delivery Platform Independence

1.6.1 ELearning products must be able to be delivered through multiple mechanisms (e.g. CBT, WBT). The solution must allow the ability to choose delivery mechanisms.

1.7 Dynamic Content and Flexible Architecture

1.7.1 Unless stated otherwise in any resultant call-up / contract,

- a. ELearning solutions must accommodate dynamic content. The solutions must permit changes to the underlying information (text and graphics/illustrations) while minimizing changes to the product.
- b. ELearning solutions must accommodate changes to the overall architecture (beyond the information itself) in that new modules or components will need to be added and existing modules or components changed or discarded.

1.8 Easy to Navigate and Maintain Information Structures

1.8.1 Information structures must be easily and intuitively navigable by novice users. The information and navigation structures must be easy to maintain.

1.9 Media and Delivery Mechanisms

- 1.9.1 The internet/intranet using browser technology will be used as the delivery environment. The product must support the applicable browser(s) as stated in the resulting call-up / contract. Unless stated otherwise in any resultant call-up / contract, plug-ins will not be permitted.

1.10 Reusability

- 1.10.1 The Offeror / Supplier must design with re-usability in mind. Content must be designed as reusable information objects that can be used as modular building blocks for larger learning structures such as lessons (Reusable Learning Objects). The use of metadata tags to describe information and learning objects facilitate rapid updating, searching, and management of content.

1.11 Performance Tracking and Assessment

- 1.11.1 The approach and extent of performance data collected will be a function of eLearning product requirements and the IM/IT infrastructure.
- 1.11.2 Performance Tracking and Assessment functionality may be required to conform to SCORM as identified in any resultant call-up / contract. Use of API calls falling under SCORM conformance must only be used if required by the client.
- 1.11.3 Performance Tracking and Assessment functionality may include any or all of the following:
- a. Performance assessment in a learning context;
 - b. Basic student survey technique, collecting subjective data;
 - c. Advanced forms of data collection including the use of a database;
 - d. Collection of objective data, such as completion rates and times; and
 - e. Ability to track the student's progress, to help them keep track of test scores and evaluations.

1.12 Searching

- 1.12.1 The approach and extent of eLearning product search functionality will be a function of the eLearning product requirements and the IM/IT infrastructure.
- 1.12.2 Searching capabilities can range from full-text searching within a product or directory, to field-based searching using metadata at the module, topic, sub-topic and keyword levels.

Appendix 2 to Annex A

ACRONYMS

ADDE	- Analysis Design Development Evaluation
ADL	- Advanced Distributed Learning
ADM	- Assistant Deputy Minister
AICC	- Aviation Industry CBT Committee
API	- Application Programming Interface
CBT	- Computer-based training
CF	- Canadian Forces
CFITES	- Canadian Forces Individual Training and Education System
CLF	- Common Look and Feel
DLN	- Defence Learning Network
DND	- Department of National Defence
EPS	- Electronic Performance Support
FoB	- Freight on Board
GoC	- Government of Canada
GPNet	- General Purpose Network
HPI	- Human Performance Improvement
HPT	- Human Performance Technology
HR	- Human Resources
IAW	- In Accordance With
IM	- Information Management
IMS	- Instructional Management System
IP	- Intellectual Property
IT	- Information Technology
LCC	- Learning and Career Centers
LCMS	- Learning Content Management System
LMS	- Learning Management System
MA	- Managing Authority
NCR	- National Capital Region
O/S	- Operating System
PC	- Personal Computer
PMI	- Project Management Institute
PMO	- Project Management Office
PMP	- Project Management Professional
PoC	- Proof of Concept
PS	- Public Service
QA	- Quality Assurance
RFSO	- Request for Standing Offer
ROI	- Return on Investment
SCO	- Shareable Content Object
SCORM	- Shareable Content Object Reference Model
SOW	- Statement of Work
WBT	- Web-based training
WCAG	- Web Content Accessibility Guidelines

ANNEX B

GENERIC SECURITY REQUIREMENTS CHECKLISTS

The list and details of the 31 pre-approved SRCL's for professional services is available for download from the CPSS website: <http://www.tpsgc-pwgsc.gc.ca/app-acq/spc-cps/31-eng.html>

ANNEX C

INSURANCE REQUIREMENTS

- A. The Contractor must obtain Commercial General Liability Insurance, and maintain it in force throughout the duration of the Contract, in an amount usual for a contract of this nature, but for not less than \$2,000,000 per accident or occurrence and in the annual aggregate.
- B. The Commercial General Liability Insurance policy must include the following:
 - 1. Additional Insured: Canada is added as an additional insured, but only with respect to liability arising out of the Contractor's performance of the Contract. The interest of Canada should read as follows: Canada, as represented by Public Works and Government Services Canada.
 - 2. Bodily Injury and Property Damage to third parties arising out of the operations of the Contractor.
 - 3. Products and Completed Operations: Coverage for bodily injury or property damage arising out of goods or products manufactured, sold, handled, or distributed by the Contractor and/or arising out of operations that have been completed by the Contractor.
 - 4. Personal Injury: While not limited to, the coverage must include Violation of Privacy, Libel and Slander, False Arrest, Detention or Imprisonment and Defamation of Character.
 - 5. Cross Liability/Separation of Insured: Without increasing the limit of liability, the policy must protect all insured parties to the full extent of coverage provided. Further, the policy must apply to each Insured in the same manner and to the same extent as if a separate policy had been issued to each.
 - 6. Blanket Contractual Liability: The policy must, on a blanket basis or by specific reference to the Contract, extend to assumed liabilities with respect to contractual provisions.
 - 7. Employees and, if applicable, Volunteers must be included as Additional Insured.
 - 8. Employers' Liability (or confirmation that all employees are covered by Worker's compensation (WSIB) or similar program)
 - 9. Broad Form Property Damage including Completed Operations: Expands the Property Damage coverage to include certain losses that would otherwise be excluded by the standard care, custody or control exclusion found in a standard policy.
 - 10. Notice of Cancellation: The Insurer will endeavour to provide the Contracting Authority thirty (30) days written notice of policy cancellation.
 - 11. If the policy is written on a claims-made basis, coverage must be in place for a period of at least 12 months after the completion or termination of the Contract.
 - 12. Non-owned Automobile Liability - Coverage for suits against the Contractor resulting from the use of hired or non-owned vehicles.

ANNEX E
BASIS OF PAYMENT
(SUPPLY ARRANGEMENT (SA))

**Basis of Payment identifies, at time of issuance of the Supply Arrangement, the qualified
Categories by Region, Metropolitan area and level of expertise.**

ANNEX H
SAMPLE QUARTERLY USAGE REPORT
(SUPPLY ARRANGEMENT (SA))

See Attached

ANNEX I
CLIENT SATISFACTION FORM
(SUPPLY ARRANGEMENT (SA))

The Client Satisfaction Form is available for download from the CPSS website:
<http://publiservice.tpsgc-pwgsc.gc.ca/acquisitions/text/spc-cps/saannexi-saannexi-e.html>