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**Summary Report  
Network Solutions Supply Chain (NSSC)  
Vendor Engagement Webinar  
Networks and End Users Branch**



Shared Services  
Canada

Services partagés  
Canada

Canada 

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## **Executive Summary**

This report summarizes the proceedings of the Network Solutions Supply Chain (NSSC) Vendor Engagement Webinar held on July 14, 2015. It describes the five (5) presentations given by senior government executives on SSC Way Forward and NSSC procurement strategy, high-level requirements, security and procurement. The agenda is provided in Annex A.

There were more than one hundred (100) participants in the webcast event, between public servant viewer and the 61 registered vendors participating across Canada. The list of companies that were represented can be found in Annex B.

Industry attendees were encouraged to ask questions of the presenters throughout the event but no questions were raised.

## Event Purpose

Shared Services Canada (SSC) held a Vendor Engagement Webinar on July 14, 2015, to provide background, share plans and obtain industry input on the proposed procurement strategy options for NSSC.

The NSSC will support the transformation and maintenance of wired local area networks (LANs), wireless LANs (WiFi), and other telecommunications equipment and services, while ensuring network security requirements are addressed.

## Presentations

There were five (5) presentations to attendees on the following topics:

1. Collaborative Procurement Solutions Approach;
2. Supply Chain Integrity Process Overview;
3. Cyber & Supply Chain Threats to the Government of Canada;
4. SSC Way Forward and NSSC Presentation; and
5. Overview of Questions to Vendors.

The session was moderated by Jason Weatherbie, Director, Transformation Initiatives Procurement, who provided the opening remarks, objectives of the event, introductions and closing remarks.

The agenda is provided in Annex A.

### ***Presentation 1: Collaborative Procurement Solutions Approach***

Mr. Jason Weatherbie, Director, Transformation Initiatives Procurement, SSC, explained the five collaborative procurement phases: 1) Industry Day; 2) Invitation to Qualify (ITQ); 3) Review and Refine Requirements (RRR); 4) Bid Solicitation; and 5) Contract Award.

### ***Presentation 2: Supply Chain Integrity Process Overview***

Mr. Alexandre Dorion, Manager, Supply Chain Integrity, explained the SCI process in competitive procurement and how it will be assessed.

### ***Presentation 3: Cyber & Supply Chain Threats to the Government of Canada***

Mr. Jerome Tremblay, Security Strategic Relationships Office, described the role and mandate of Communications Security Establishment Canada.

#### ***Presentation 4: SSC Way Forward and NSSC Presentation***

This presentation had two (2) sections: SSC Way Forward; and the overview of the procurement options. Mr. Tom Brandt, Senior Director, Intra-Building Networks Sector, explained the SSC Transformation Plan and Requirements along with NSSC Scope, while Mr. Jason Weatherbie provided the overview of the NSSC procurement strategy options.

#### ***Presentation 5: Supply Overview of Questions to Vendors***

Mr. Jason Weatherbie described the context of the seven (7) questions posed to the vendor participants for feedback via written responses by July 17, 2015 which was later extended to July 22, 2015.

### **Conclusion**

The NSSC Industry Engagement Day Webcast was an opportunity for senior executives to re-engage with Industry to solicit their feedback and to share Network and End User Branch's (NEUB) plans with Industry vendors and engage in a dialogue regarding the strategy for the Network Solutions Supply Chain (NSSC).

Sixty-one (61) different vendors participated in the event.

Vendors were invited to provide their feedback by filling the questionnaire. Vendor feedback will be incorporated into the NSSC strategy going forward.

SSC wishes to thank all participants for making this engagement event successful.

## Annex A – Agenda

Network Solutions Supply Chain Vendor Engagement  
 Webinar Day Webcast  
 July 14, 2015  
 From 1:00 p.m. to 3:00 p.m.

Time	Presenter	Description
1:00 – 1:10 p.m.	<b>Jason Weatherbie</b> Director, Transformation Initiatives Procurement, Shared Services Canada	Opening Remarks and Vendor Engagement Webinar Objectives
1:10 – 1:25 p.m.	<b>Jason Weatherbie</b> Director, Transformation Initiatives Procurement, Shared Services Canada	Collaborative Procurement Solutions Approach
1:25 – 1:35 p.m.	<b>Alexandre Dorion</b> Manager, Supply Chain Integrity Shared Services Canada	Supply Chain Integrity (SCI) Process
1:35 – 1:45 p.m.	<b>Jerome Tremblay</b> Security Strategic Relationships Office, Communications Security Establishment Canada	Cyber & Supply Chain Threats to the Government of Canada (GC)
1:45 – 2:40 p.m.	<b>Tom Brandt</b> Senior Director, Intra-Building Networks Sector Shared Services Canada <b>Jason Weatherbie</b> Director, Transformation Initiatives Procurement, Shared Services Canada	Present SSC Way Forward and NSSC Presentation
2:40 – 3:00 p.m.	<b>Jason Weatherbie</b> Director, Transformation Initiatives Procurement, Shared Services Canada	Overview of Questions to Vendors, Recap / Closing Remarks. Questions and Answers.

## Annex B – Industry Attendees

<b>Network Solutions Supply Chain, July 14, 2015, Industry Attendees</b>			
1	<b>ABM Integrated Solutions</b>	32	<b>Lockheed Martin Canada</b>
2	<b>Access 2 Networks</b>	33	<b>Maple ITES Inc.</b>
3	<b>Allstream Inc.</b>	34	<b>Modis</b>
4	<b>Aruba Networks</b>	35	<b>NetApp</b>
5	<b>Avaya</b>	36	<b>Netscout</b>
6	<b>BBG Management</b>	37	<b>Northern Micro</b>
7	<b>Bell</b>	38	<b>Nova Networks</b>
8	<b>BlueCoat</b>	39	<b>Novanet Communications</b>
9	<b>CAE Inc</b>	40	<b>Orange</b>
10	<b>Chamberlain Consulting</b>	41	<b>Palo Alto Networks</b>
11	<b>Cisco</b>	42	<b>Phirelight Security Solutions</b>
12	<b>Combat Networks</b>	43	<b>Precision IT</b>
13	<b>CompuCom</b>	44	<b>PriceWaterhouseCoopers</b>
14	<b>Conexsys Communications Ltd.</b>	45	<b>Privacy Assured</b>
15	<b>Dell</b>	46	<b>Riverbed Technologies</b>
16	<b>DNR Group</b>	47	<b>Rogers</b>
17	<b>Ernst &amp; Young</b>	48	<b>RSA</b>
18	<b>F5 Networks</b>	49	<b>Savoie Consulting and Solutions Inc.</b>
19	<b>General Dynamics Information Technology Limited</b>	50	<b>Secure Technologies</b>
20	<b>Herjavec Group</b>	51	<b>Silver Peak</b>
21	<b>HP</b>	52	<b>Solantus Inc.</b>
22	<b>IBISKA</b>	53	<b>Source 44</b>
23	<b>IBM</b>	54	<b>Stantec</b>
24	<b>iFathom</b>	55	<b>Telus</b>
25	<b>Integra Networks</b>	56	<b>Teramach</b>
26	<b>Intel Security</b>	57	<b>Transpolar</b>
27	<b>IPSS</b>	58	<b>Trendmicro</b>
28	<b>IT Market Matters</b>	59	<b>VideoTron</b>
29	<b>ITEX</b>	60	<b>WireIE</b>
30	<b>Juniper</b>	61	<b>X10 Networks</b>
31	<b>Kemp Technologies</b>		