

**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**

## **SOLICITATION AMENDMENT**

## **MODIFICATION DE L'INVITATION**

The referenced document is hereby revised; unless otherwise indicated, all other terms and conditions of the Solicitation remain the same.

Ce document est par la présente révisé; sauf indication contraire, les modalités de l'invitation demeurent les mêmes.

**Comments - Commentaires**

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

**Issuing Office - Bureau de distribution**  
Informatics Professional Services - EL  
Division/Services professionnels en informatique -  
division EL  
4C2, Place du Portage  
Gatineau  
Québec  
K1A 0S5

<b>Title - Sujet</b> Informatics Professional Services	
<b>Solicitation No. - N° de l'invitation</b> 24062-150208/A	<b>Amendment No. - N° modif.</b> 001
<b>Client Reference No. - N° de référence du client</b> 24062-150208	<b>Date</b> 2015-10-06
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$\$EL-632-29516	
<b>File No. - N° de dossier</b> 632el.24062-150208	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2015-11-02</b>	<b>Time Zone</b> <b>Fuseau horaire</b> Eastern Standard Time EST
<b>F.O.B. - F.A.B.</b> <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Lapalme, Francis	<b>Buyer Id - Id de l'acheteur</b> 632el
<b>Telephone No. - N° de téléphone</b> (819) 956-5181 ( )	<b>FAX No. - N° de FAX</b> (819) 956-5925
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>	

**Instructions: See Herein**

**Instructions: Voir aux présentes**

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

Solicitation No. - N° de l'invitation

24062-150208/A

Amd. No. - N° de la modif.

001

Buyer ID - Id de l'acheteur

632e1

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

24062-150208

File No. - N° du dossier

632e124062-150208

CCC No./N° CCC - FMS No/ N° VME

---

This Page Intentionally Left Blank

**SOLICITATION AMENDMENT No. 001**  
**RFP No. 24062-150208/A**

**The following is raised to provide clarification in response to questions received:**

**Q1**     **a)** Can \*\*\*\*\* please be invited to the above named opportunity posted on Buyandsell today?

**b)** Can you also please send us the RFP and related documents in Word format?

**A1**     **a)** As mentioned at paragraph 1.2(h) of the Request for Proposal, only TBIPS SA Holders currently holding a TBIPS SA for Tier 2, in all Resource Categories of a Workstream and in the National Capital Region under the EN578-055605 series of SAs are eligible to compete. The TBIPS SA EN578-055605 is incorporated by reference and forms part of this bid solicitation, as though expressly set out in it, subject to any express terms and conditions contained in this bid solicitation. The capitalized terms not defined in this bid solicitation have the meaning given to them in the TBIPS SA.

**The Request for Proposal can be found at the bottom of the following webpage:**

**<https://buyandsell.gc.ca/procurement-data/tender-notice/PW-EL-632-29516>**

**b)** Note that the Request for Proposal is only available in PDF format.

**Q2**     Would Treasury Board of Canada consider adding \*\*\*\*\* to the invitee list for the above noted solicitation?

**A2**     **Please see A1.**

**Q3**     The following Request for Proposal was posted on Buy and Sell and seems to align well with our company's service provisions:

Solicitation # 24062-150208/A

<https://buyandsell.gc.ca/procurement-data/tender-notice/PW-EL-632-29516>

We would be interested in reviewing the requirements and potentially responding to your request with a proposal. Would you kindly send the solicitation documents to us and add \*\*\*\*\* to the invited suppliers' list?

**A3**     **Please see A1.**

**Q4** We are estimating the value of each stream as follows:

Stream One: 30 resources at \$1100 per day average \* the contract length of 3 years = \$21.7 M therefore two contracts will be awarded for an average of \$10.85 M each.

Stream Two: 15 resources at \$1100 per day average \* the contract length of 3 years = \$10.35 M therefore two contracts will be awarded for an average of \$5.175 M each.

In M1 the crown is requiring a single \$15M contract in the last 3 years which far exceeds our predicted value of these contracts. Furthermore this will limit competition to large multinational systems integrators and exclude many Canadian small and medium sized enterprises who are perfectly capable to deliver on this requirement. It should also be recognized that a company can deliver on a contract that may be slightly higher than ones that they have executed on in the past.

In light of these facts, we request that M1 be modified as follows:

For Stream One:

The Bidder must have been awarded one (1) SAP ERP contract.

To be accepted, the contract must have:

1. been awarded within the last seven (7) years prior to the initial solicitation closing date; and
2. a minimum value of \$9,000,000.00.

For Stream Two:

The Bidder must have been awarded one (1) SAP ERP contract.

To be accepted, the contract must have:

1. been awarded within the last seven (7) years prior to the initial solicitation closing date; and
2. a minimum value of \$4,500,000.00.

**A4 This question will be answered in the next Solicitation Amendment.**

**Q5** Prior to TBIPS solicitation EN578-055605/E, requirements for specialized security resources were procured through the Cyber Protection Supply Arrangement (CPSA). In 2013 when the CPSA was sunset and a new Cyber Protection Services stream was added to TBIPS, vendors who were not previously qualified on the CPSA, were required to provide references for 9 of 17 IT security categories to qualify for Tier 2. These categories, being so highly specialized, made it difficult for new vendors to qualify.

Stream 2 of this RFP is predominantly for Professional Services not related to Cyber Security. Including two categories from the Cyber Protection Services stream of TBIPS Tier 2 will exclude capable vendors from competing. Since only those vendors holding a TBIPS SA for Tier 2 in the National Capital Region under EN578-055605/E are eligible to compete, would the Crown please consider removing the IT Security TRA & C&A Analyst and PIA Specialist category from Stream 2?

**A5** **Canada has considered your request. However the resource categories listed under Workstream 2 will remain unchanged.**

**Q6** M1 – Single SAP Contract for \$15M

Please confirm that the contract must be for SAP services only and cannot include any revenues related to products and licences or any other related systems/services. For example, with managed services where infrastructure and software licences are built into/part of the service fee, only the service portion of the revenues would be eligible.

**A6** **Canada confirms that the contract must be for SAP services. Only the service portion of the contract value will be eligible.**

**Q7** M1 – Single SAP Contract for \$15M

It appears that M1 is to measure a vendor's experience with large ERP contracts while R1, R2, and R3 assess a Bidder's capacity to deliver SAP contracts of similar size and scope (i.e. GC, ECC6). To promote competition and allow for better offers, please consider changing the M1 criteria to alternately allow the Bidder to present up three (3) GC contracts for >\$15M in ERP services with actual revenues >\$5M each, where at least one of the three require resources are cleared to Secret or better. This criteria is well aligned with actual the SOW, is more in keeping with established GC and TBS procurement practices and still demonstrates the ability to manage multi-million dollar contracts.

**A7** **Canada has considered your request. However, M.1 of Workstreams 1 and 2 will remain unchanged.**

**Q8 M1 – Single SAP Contract for \$15M**

It appears that M1 is to measure a vendor's experience with large ERP contracts while R1, R2, and R3 assess a Bidder's capacity to deliver SAP contracts of similar size and scope (i.e. GC, ECC6). To promote competition and allow for better offers, please consider changing the M1 criteria to alternately allow the Bidder to present up to 3 GC ERP contracts totalling >\$15M providing 2 of the 3 are for SAP services. This criteria is well aligned with actual the SOW, is more in keeping with established GC and TBS procurement practices and still demonstrates the ability to manage multi-million dollar contracts.

**A8 Canada has considered your request. However, M.1 of Workstreams 1 and 2 will remain unchanged.**

**Q9 M1 – Single SAP Contract for \$15M**

It appears that M1 is to measure a vendor's experience with large ERP contracts while R1, R2, and R3 assess a Bidder's capacity to deliver SAP contracts of similar size and scope (i.e. GC, ECC6). To promote competition and allow for better offers, please consider changing the M1 criteria to alternately allow the Bidder to present up to 5 GC ERP contracts totalling >\$15M providing 3 of the 5 are for SAP services and at least 2 of the 5 are for resources with Secret clearance or better. This criteria is well aligned with actual the SOW, is more in keeping with established GC and TBS procurement practices and still demonstrates the ability to manage multi-million dollar contracts.

**A9 Canada has considered your request. However, M.1 of Workstreams 1 and 2 will remain unchanged.**

**Q10** On the last page of Annex A, there appears to be an Adobe Reader error message, and then the next page goes to Appendix C to Annex A. Could the Client please advise if there is any information missing after Subsection "7. Working Hours" and before Appendix C to Annex A?

**A10 The missing information is the Appendix B to Annex A - Task Authorization Form. Please see attached Appendix B to Annex A - Task Authorization Form.**

**Q11** In the Corporate Mandatory and Point Rated requirements, can suppliers use reference projects that were completed outside of Canada?

**A11 Where there is no specific mention that the experience must be related exclusively to the Government of Canada, Bidders can reference project experience from outside of Canada.**

**Please also note the Definition of Bidder at section 04 of the 2003 Standard Instructions - Goods or Services - Competitive Requirements that forms part of the Request for Proposal.**

**Q12** In the Point Rated requirements that require Government department experience, can suppliers use reference projects that were completed for Government departments in the United States?

**A12 Please see A11.**

**Q13** In regards to R3 "The Bidder should demonstrate its experience in managing an end-to-end SAP ERP project within the last five (5) years for a Government department (federal, provincial/territorial or municipal) with over 1,000 employees. In order to qualify the Bidder must demonstrate that it was responsible for the overall management for the complete project life cycle."

The requirement to provide only Government projects limits the firms ability to demonstrate their depth of SAP ERP project experience across both public and private sector. We kindly request that the Crown remove the requirement for only Government department projects, and allow firms to demonstrate private sector projects.

**A13 Canada has considered your request. However, R.3 of Workstreams 1 and 2 will remain unchanged.**

**Q14** For Corporate Mandatory Requirement M1, many of our clients in the private and para-public sectors do not award contracts with a "limitation of expenditure" listed. Often for these large scale projects there is an overarching contract or supply arrangement consisting of multiple smaller contracts/call ups.

Would the crown accept a contract reference for M1 where the sum of multiple contracts/call ups for the same project is valued over \$15 million?

**A14 For M.1 of Workstream 1 and 2, Canada will accept a contract reference where the sum of multiple call ups or task authorizations for the same contract is valued over \$15,000,000.00.**

**ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME.**



# TASK AUTHORIZATION FORM FORMULAIRE D'AUTORISATION DE TÂCHES

## PART 1 (completed by the Technical/Project Authority) / PARTIE 1 (complété par le Responsable technique / Chargé du projet)

### A. General Information / Informations générales

Contract Number / Numéro du contrat :

Contractor Name / Nom du Contracteur :

Task Authorization (TA) No. / N°  
de l'autorisation de tâches (AT) :

Commitment No. / N° de  
l'engagement :

Financial Coding / Code  
financier :

Date of Issuance / Date  
d'émission :

Response required by /  
Réponse requise par :

### B. For Amendments Only / Aux fins de modification seulement

Amendment No. / N° de la modification :

Reason for the Amendment / Raison pour la modification :

### C. TA Requirements / Exigences relatives à l'AT

Required Resource(s) / Ressource(s) requise(s)

Category / Catégorie	Level / Niveau	Estimated Level of Effort (days) / Niveau d'effort estimatif (jours)	Linguistic Profile / Profile linguistique	Required Level(s) of Security / Niveau(x) de sécurité requis



Statement of Work (tasks, deliverables, reports, etc.) / Énoncé des travaux (tâches, livrables, rapports, etc.)

### Period of Services / Période de service:

Initial Start Date / Date de début initiale :

Initial End Date / Date de fin initiale :

Extended End Date (See Reason for the Amendment) / Date de fin prolongée (voir Raison pour la modification) :

☐ Option To Extend Initial End Date / Option pour prolonger la date de fin initiale

Travel Requirement(s) / Exigence(s) de voyage :

Work Location(s) / Lieu(x) de travail :

## PART 2 (completed by the Contractor and/or the Technical/Project Authority) / PARTIE 2 (complété par le Contracteur et/ou le Responsable technique / Chargé du projet)

### A. Contractor Resource(s) / Ressource(s) du Contracteur

Note: once approved, only the following resources may provide services under this TA. / Nota : une fois approuvée, seules les ressources suivantes peuvent fournir des services sous la présente AT.





# TASK AUTHORIZATION FORM

## FORMULAIRE D'AUTORISATION DE TÂCHES

Name / Nom	Category / Catégorie	Level / Niveau	Linguistic Profile / Profil linguistique	Level of Security / Niveau de sécurité	PWGSC Security File No. / N° du dossier de sécurité TPSGC	
						<div>+ -</div>

### B. Estimated Cost / Coût estimatif

Category / Catégorie	Level / Niveau	Per Diem Rate / Taux journalier	Estimated Level of Effort (days) / Niveau d'effort estimatif (jours)	Total Cost / Coût estimatif
<div>+ -</div>				
Estimated Cost / Coût estimatif				
Total Estimated Travel and Living Cost / Coût total estimatif de voyage et de vie				\$0.00
Taxe % applied / % de taxes appliquées		Applicable Taxes / Taxes applicables		\$0.00
Total Estimated Cost / Coût total estimatif				\$0.00

### PART 3 - TA APPROVAL BY CANADA / PARTIE 3 - APPROBATION DE L'AT PAR LE CANADA

By signing this TA, the authorized client authority and/or the PWGSC Contracting Authority certify(ies) that the content of this TA is in accordance with the conditions of the Contract.

En apposant sa signature sur l'AT, le client autorisé et/ou l'autorité contractante de TPSGC atteste(nt) que le contenu de cette AT est conforme aux conditions du contrat.

The client's authorization limit is \$300,000.00 . When the value of a TA and its amendments (including GST/HST) is in excess of this limit, the TA must be signed by the authorized client and forwarded to the PWGSC Contracting Authority for authorization.

La limite d'autorisation du client est \$300,000.00 . Lorsque la valeur de l'AT et ses modifications (incluant la TPS/TVH) dépasse cette limite, l'AT doit être signée par le client autorisé et transmise à l'autorité contractante de TPSGC pour autorisation.

Name of Authorized Client / Nom du client autorisé \_\_\_\_\_ Date \_\_\_\_\_

Name of Contracting Authority / Nom de  
l'autorité contractante \_\_\_\_\_ Date \_\_\_\_\_

Signature \_\_\_\_\_

Signature \_\_\_\_\_

### PART 4 - CONTRACTOR SIGNATURE / PARTIE 4 - SIGNATURE DU CONTRACTEUR

Name and Title of individual authorized to sign on behalf of the Contractor / Nom et titre de la personne autorisée à signer au nom de l'entrepreneur	Signature _____	Date _____
--	-----------------	------------