

Attachment A – TECHNICAL EVALUATION CRITERIA

Technical bids will be evaluated and scored in accordance with the following evaluation criteria.

Bidders are requested to complete Appendix A to Attachment A – Contract Description Response Template. The Bidder may provide a maximum of twelve (12) separate and distinct contracts to be evaluated against the mandatory and point-rated criteria below. Should the Bidder provide more than twelve (12) contracts, Canada will select the first twelve (12) contracts listed to evaluate the Bidder. **Experience listed must include the month and year for both the start and finish dates, and should also include the day. If the day is not provided, it will be evaluated as the last day of the month in the case of the start date and the first day of the month in the case of the finish date.**

Item #	Corporate Mandatory Criteria	Bidder's response	Cross-Reference to Bidder's bid (please indicate the section or page numbers)
M1a	<p>The Bidder must clearly demonstrate</p> <ul style="list-style-type: none">- its experience as prime contractor, or- its experience as a subcontractor, <p>delivering Steady-State In-Service Support, as defined in Section 2.1.1 of Annexes A-1 or A-2, Statement of Work, for one integrated SAP solution. The integrated SAP solution must have included a minimum of four SAP modules, with at least one module being either Funds Management, Plant Maintenance or Materiel Management.</p>		
M1b	<p>The Bidder must clearly demonstrate</p> <ul style="list-style-type: none">- its experience as prime contractor, or- its experience as a subcontractor, or- the experience of a related organization (parent, affiliate or subsidiary) as prime contractor, or- the experience of a related organization (parent, affiliate or subsidiary) as a subcontractor, <p>delivering Steady-State In-Service Support, as defined in Section 2.1.1 of Annexes A-1 or A-2, Statement of Work for one integrated SAP solution, separate and distinct from the one referenced in M1a. The integrated SAP solution must have included a minimum of four SAP modules, with at least one module being either Funds Management, Plant Maintenance or Materiel Management.</p>		

M2a	The Bidder must clearly demonstrate that worked performed in the contract provided under M1a was for a minimum duration of 24 consecutive months within the last 96 months from bid closing date.		
M2b	The Bidder must clearly demonstrate that worked performed in the contract provided under M1b was for a minimum duration of 24 consecutive months within the last 96 months from bid closing date.		
M3a	The Bidder must clearly demonstrate that the contract provided under M1a included a minimum of 30 full time resources, as defined in Annex F – Definitions, working concurrently and continuously for an entire 18-month period or longer.		
M3b	The Bidder must clearly demonstrate that the contract provided under M1b included a minimum of 30 full time resources, as defined in Annex F – Definitions, working concurrently and continuously for an entire 18-month period or longer.		
M4a	The Bidder must clearly demonstrate that the contract provided under M1a had a minimum contract value of \$15M excluding taxes over a 24-month period for professional services only.		
M4b	The Bidder must clearly demonstrate that the contract provided under M1b had a minimum contract value of \$15M excluding taxes over a 24-month period for professional services only.		

M5a	<p>The Bidder must clearly demonstrate</p> <ul style="list-style-type: none"> - its experience as prime contractor, or - its experience as a subcontractor, <p>performing one contract for a minimum duration of 24 months within the last 96 months from bid closing date where the Bidder was contracted and responsible for designing, developing and implementing a new integrated SAP solution, as defined in Annex F, Definitions, in SAP Enterprise Central Component (ECC) 6.0 or higher.</p>		
M5b	<p>The Bidder must clearly demonstrate</p> <ul style="list-style-type: none"> - its experience as prime contractor, or - its experience as a subcontractor, or - the experience of a related organization (parent, affiliate or subsidiary) as prime contractor, or - the experience of a related organization (parent, affiliate or subsidiary) as a subcontractor, <p>performing a contract, separate and distinct from the one referenced in M5a, for a minimum duration of 24 months within the last 96 months from bid closing date for designing, developing and implementing a new integrated SAP solution, as defined in Annex F – Definitions, in SAP Enterprise Central Component (ECC) 6.0 or higher.</p>		
M6a	<p>The Bidder must clearly demonstrate that the contract provided under M5a was for a minimum of 40 full time resources, as defined in Annex F – Definitions, working concurrently and continuously for an entire 18 month period.</p>		
M6b	<p>The Bidder must clearly demonstrate that the contract provided under M5b was for a minimum of 40 full time resources, as defined in Annex F – Definitions, working concurrently and continuously for an entire 18 month period.</p>		
M7a	<p>The Bidder must clearly demonstrate that the contract provided under M5a had a minimum contract value of \$20M excluding taxes over a 24 month period for professional services only.</p>		

M7b	The Bidder must clearly demonstrate that the contract provided under M5b had a minimum contract value of \$20M excluding taxes over a 24 month period for professional services only.		
M8	<p>The Bidder must clearly demonstrate its experience in one of the contracts provided in M1a or M5a in on-boarding, as defined in Annex F – Definitions, which contained the following:</p> <p>a) a minimum of 30 resources within a 3-month consecutive time period; and</p> <p>b) maintaining the 30 on-boarded resources for a minimum period of 6 consecutive months.</p>		

Item #	Rated criteria	Max Points	Scoring Guideline
R1a	<p>In addition to contracts provided in M1a and M1b, the Bidder should clearly demonstrate</p> <ul style="list-style-type: none"> - its experience as prime contractor, or - its experience as a subcontractor, <p>delivering Steady-State In-Service Support, as defined in Annex A-1 or Annex A-2, Statement of Work, for integrated SAP solutions that included:</p> <ul style="list-style-type: none"> a) a minimum of four (4) SAP modules, with at least one (1) module being either Funds Management, Plant Maintenance or Materiel Management; and b) for a minimum of 24 consecutive months within the last 96 months from bid closing date; and c) for a minimum contract value of \$15M excluding taxes. 	60	<p>0 additional contracts = 0 points 1 additional contract = 20 points 2 additional contracts = 40 points 3 additional contracts = 60 points</p>
R1b	<p>The Bidder should clearly demonstrate</p> <ul style="list-style-type: none"> - its experience as prime contractor, or - its experience as a subcontractor, or - the experience of a related organization (parent, affiliate or subsidiary) as prime contractor, or - the experience of a related organization (parent, affiliate or subsidiary) as a subcontractor, <p>in performing work in excess of 24 months over the last 96 months for the contracts provided in M1a, M1b or R1a, to maximum of 5 contracts.</p>	75	<p>0 to 24 months = 0 points 25 months to less than 36 months = 5 points 36 months to less than 48 months = 10 points 48 months and above = 15 points</p> <p>Per contract provided to a maximum of 5 contracts</p>
R2	<p>The Bidder should clearly demonstrate</p> <ul style="list-style-type: none"> - its experience as prime contractor, or - its experience as a subcontractor, or - the experience of a related organization (parent, affiliate or subsidiary) as prime contractor, or - the experience of a related organization (parent, affiliate or subsidiary) as a subcontractor, <p>providing in excess of 30 full time resources, as defined in Annex F – Definitions, working concurrently on delivering Steady-State In-Service Support in one of the contracts provided in M1a or M1b.</p>	75	<p>1 to 30 resources = 0 points 31 to 50 resources = 25 points 51 to 70 resources = 50 points 71 and above = 75 points</p>

Item #	Rated criteria	Max Points	Scoring Guideline
R3	<p>In addition to the contracts provided in M5a and M5b, the Bidder should clearly demonstrate</p> <ul style="list-style-type: none"> - its experience as prime contractor, or - its experience as a subcontractor, <p>in designing, developing and implementing a new or not previously existing integrated SAP solution, as defined in Annex F, Definitions, in SAP Enterprise Central Component (ECC) 6.0 or higher.</p>	60	<p>0 additional contract = 0 points 1 additional contract = 20 points 2 additional contracts = 40 points 3 additional contracts = 60 points</p>
R4	<p>The Bidder should clearly demonstrate</p> <ul style="list-style-type: none"> - its experience as prime contractor, or - its experience as a subcontractor, or - the experience of a related organization (parent, affiliate or subsidiary) as prime contractor, or - the experience of a related organization (parent, affiliate or subsidiary) as a subcontractor <p>designing, developing and implementing the following SAP modules/applications in the contracts provided in M5a, M5b or R3:</p> <p>Defence Force Public Sector (DFPS) Funds Management (FM) Real Estate-FX (RE-FX) SAP Business Warehouse (SAP BW) SAP Workflow</p>	50	<p>0 module/application = 0 points 1 module/application = 10 points 2 modules/applications = 20 points 3 modules/applications = 30 points 4 modules/applications = 40 points 5 modules/applications = 50 points</p>
R5	<p>The Bidder should clearly demonstrate</p> <ul style="list-style-type: none"> - its experience as prime contractor, or - its experience as a subcontractor, - the experience of a related organization (parent, affiliate or subsidiary) as prime contractor, or - the experience of a related organization (parent, affiliate or subsidiary) as a subcontractor <p>performing and completing work in Canada in the contracts provided in M1a, M1b, M5a or M5b.</p>	30	<p>0 contract = 0 points 1 contract = 10 points 2 contracts = 20 points 3 contracts or more= 30 points</p>
R6	<p>The Bidder should clearly demonstrate</p> <ul style="list-style-type: none"> - its experience as prime contractor, or - its experience as a subcontractor, <p>performing work in support of a military organization in the contracts provided in M1a, M1b, M5a or M5b.</p>	30	<p>0 contract = 0 points 1 contract = 10 points 2 contracts = 20 points 3 contracts or more= 30 points</p>

Item #	Rated criteria	Max Points	Scoring Guideline
R7	<p>The Bidder should clearly demonstrate</p> <ul style="list-style-type: none"> - its experience as prime contractor, or - its experience as a subcontractor, <p>designing, developing and implementing the following emerging SAP technologies for a minimum of 6 consecutive months each within the last 36 months from bid closing:</p> <ul style="list-style-type: none"> • HANA • Fiori • BusinessObjects 4.1 or higher • EPM • GRC • SAP Fraud Management for Public Sector 	90	15 points for each emerging technology module listed
R8	<p>The Bidder should clearly demonstrate</p> <ul style="list-style-type: none"> - its experience as prime contractor, or - its experience as a subcontractor, <p>in successfully and consistently providing resources within the required timeframes and with the required qualifications as prescribed, in the contracts provided in M1a or M1b.</p>	40	<p>Requirement not demonstrated = 0 points</p> <p>Requirement demonstrated = 40 points</p>
R9	<p>The Bidder should clearly demonstrate</p> <ul style="list-style-type: none"> - its experience as prime contractor, or - its experience as a subcontractor, <p>in at least one (1) of the contracts provided in M1a, M1b, M5a or M5b where it was required to manage the contract with respect to each of the following items. For each item, please describe the process that was followed.</p> <ol style="list-style-type: none"> Identify, select and deploy the appropriate resource in a timely manner as per the client's schedule; Manage quality assurance practices in providing resources; Manage practices to ensure resource availability and resource replacement; and Manage the process of issue escalation and dispute resolution within the Bidder's organization and the client's organization. 	40	<p>0 contracts = 0 points</p> <p>1 contract = 20 points</p> <p>2 contracts = 40 points</p>

Item #	Rated criteria	Max Points	Scoring Guideline
R10	<p>The Bidder should clearly demonstrate</p> <ul style="list-style-type: none"> - its experience as prime contractor, or - its experience as a subcontractor, <p>in successfully delivering the services under one of the contracts provided under M5a or M5b within the allocated budget, schedule and scope.</p>	40	<p>Requirement not demonstrated = 0 points</p> <p>Requirement demonstrated = 40 points</p>
R11	<p>The Bidder should clearly demonstrate</p> <ul style="list-style-type: none"> - its experience as prime contractor, or - its experience as a subcontractor, <p>performing a contract that involved both systems rationalization and business process change exercises, for large, complex organizations, as defined in Annex F – Definitions. To be considered the contract must have had a minimum value of \$5 million and a minimum duration of 1 year.</p> <p>For each contract, the Bidder should:</p> <ol style="list-style-type: none"> Describe five (5) of the key factors that were identified as key contributors or detractors in the achievements of system rationalization or reduction exercise; and Describe the recommendations for business process improvements that were presented to the client organization; and Explain the results achieved and demonstrated savings to the client organization. 	60	10 points per each bullet and maximum of 2 contracts
R12	<p>The Bidder should clearly demonstrate</p> <ul style="list-style-type: none"> - its experience as prime contractor, or - its experience as a subcontractor, <p>performing and completing work at a client site in the contracts provided in M1a, M1b, M5a, M5b, R1a or R3, to a maximum of 10 contracts.</p>	50	5 points for each contract performed on client site up to a maximum of 10 contracts
	Maximum points available:	700	