



# BIDDERS' CONFERENCE

e-Procurement Solution (EPS)  
RFP #EN578-131350/H

May 3<sup>rd</sup>, 2016



Government  
of Canada

Gouvernement  
du Canada

Canada

# Agenda

- Opening Remarks
- Business Requirements Overview
- IT & Security Requirements Overview
- Procurement Overview
- Bid Preparation Instructions
- Questions

**Note:** Information provided orally by Canada is not binding on Canada unless it is put in writing as a formal amendment to the RFP. Bidders are to follow the written RFP instructions and requirements in preparing the bids.



# Ministerial Mandate

The e-Procurement Solution has been identified as a key pillar in PWGSC's Minister's Mandate to *Modernize procurement practices so that they are simpler, less administratively burdensome, deploy modern comptrollership, and include practices that support our economic policy goals, including green and social procurement.*



# Project Goals

- Achieve better value for Canadians through improved procurement outcomes;
- Provide easy, web-based access to information and services that reduce Supplier's burdens of participating in the procurement process;
- Improve client service by providing easy, web-based access to procurement information and services to Departments and Agencies;
- Achieve an integrated approach to the management of government spend; and
- Enable AP Procurement Professionals with new tools, technology and processes to deliver effective client services.

4



Government  
of Canada

Gouvernement  
du Canada

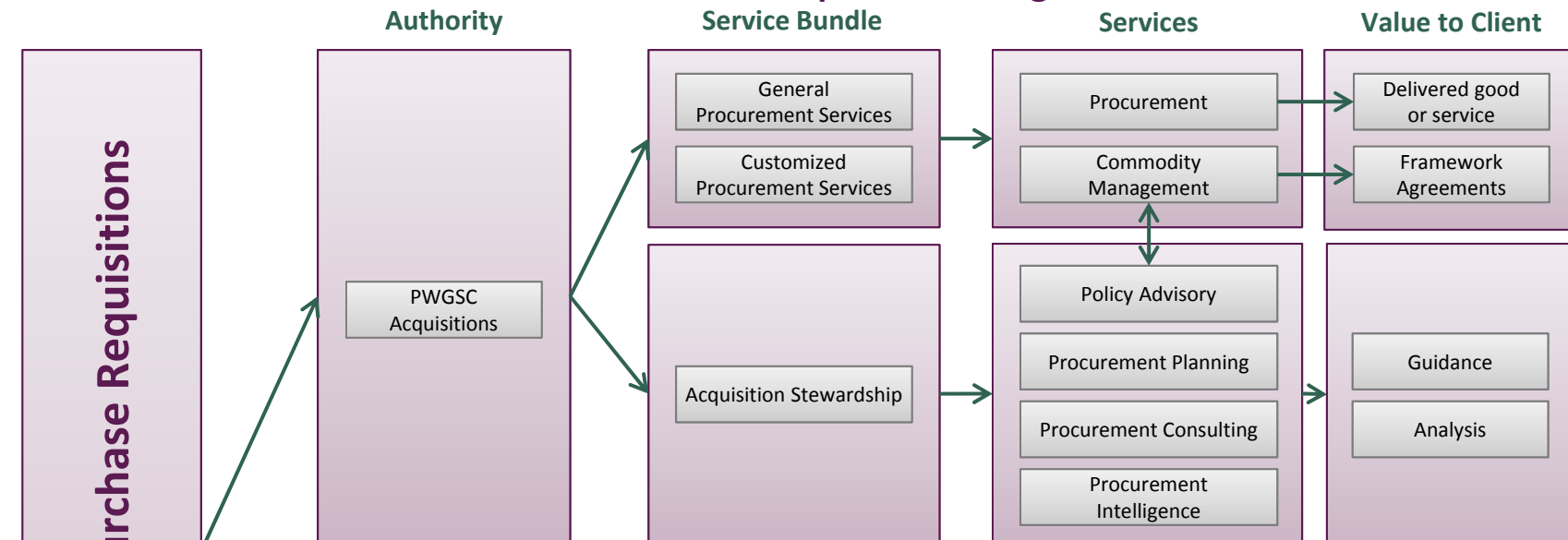
Canada

# EPS Functional Scope

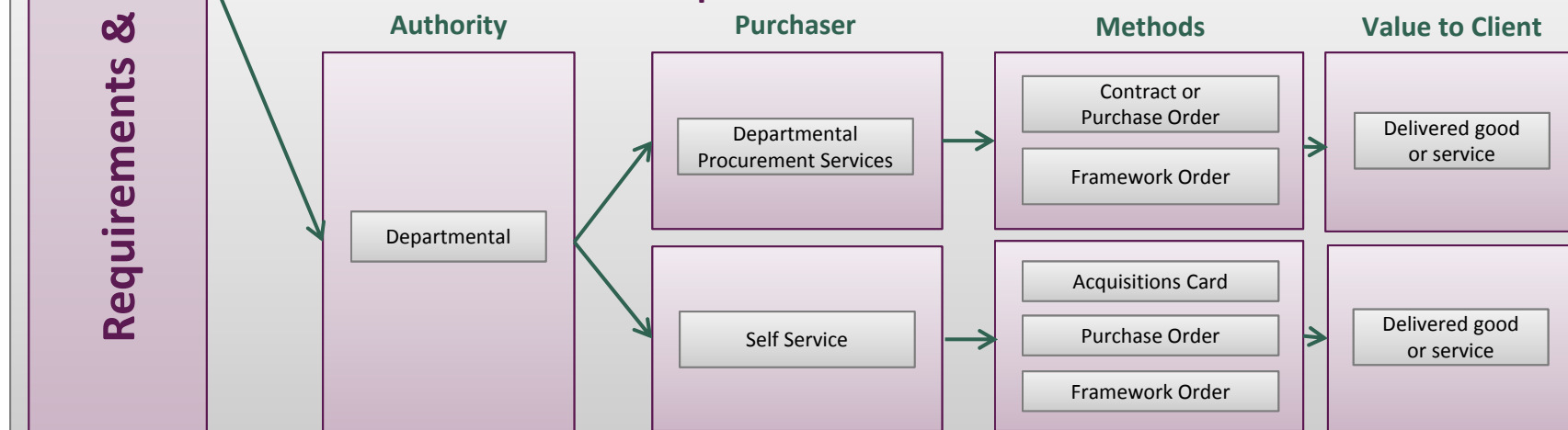
Government of Canada e-Procurement Solution			Additional Broader Public Sector Instances
PWGSC	Government of Canada	Broader Public Sector	
Source to Contract	(At Departments' discretion)		(Option for BPS to acquire a EPS)
Government Electronic Tendering Service		(In Support of CETA)	
e-Cataloguing (Procure to Order)		(Extending Access to BPS)	

# GC Procurement Overview (Current)

## PWGSC Acquisitions Program Services



## Departmental Procurement Services



# Broader Public Sector

- The powers of PWGSC were expanded on February 26<sup>th</sup> 2015 such that it may perform functions relating to the acquisition, planning and organizing of the provision of goods and services for or on behalf of **the government of any province or municipality in Canada, any Canadian aid agency or public health organization or any intergovernmental organization or foreign government.**
- Under this authority the Canadian Broader Public Sector (BPS) would be able to purchase off the GC's e-catalogues on an opt-in (optional) basis.



# Key User Groups

- **The GC Buyer Community** – individuals making purchases (either through catalogues or by initiating requisitions)
- **The Procurement Community** – individuals involved in sourcing and contracting activities (inc. managing catalogues)
- **The Supplier Community** – individuals / companies who would like to sell a service and / or good to the Government
- **The General Public** – anyone who would like to learn more about Federal Government procurement-related information and services





# IT/Security Requirements Overview

- Annex 2 defines the security controls required to protect Canada's data to the degree required for the established EPS security profile
- Controls are a subset of Canadian Security Establishment ITSG-33 controls – refined to meet EPS needs as well as feedback from industry regarding the SaaS model
- As the solution evolves, security enhancements can be expected to help achieve and maintain an adequate IT security posture



# IT Security Evaluation Criteria

- 70% is the pass mark for technical evaluation criteria section *R5 – Security Plan*
- The criteria are designed to help ensure a high level of maturity in the security domain

# Security Assessment and Authorization (SA&A) Process

- Process follows the Systems Development Life Cycle – 3 gates.
- For example, Gate 1 assessment is performed during the design phase.
- Contractor to provide evidence of how the requirements/controls are met through the security high level design and the Security Requirements Traceability Matrix deliverables.

11



Government  
of Canada

Gouvernement  
du Canada

Canada

## SA&A (cont'd)

- Canada will review and analyze the evidence and write a Security Assessment Report.
- Corrective action may be required by Canada.
- All system changes will undergo continuous security assessment throughout the life cycle of the contract.
- More detailed information regarding the Security Assessment and Authorization Process can be found in the EPS RFP, Part 6.6



# Procurement Overview

- Basis of Payment
  - e-Procurement Solution Transition-In
  - e-Procurement Solution Operational
  - Optional Services
    - Professional Services
    - Tender Feeds
    - Other Public Sector Entities
- Performance Incentive Fee (PIF)
- Service Level Failure Credits and Earn-Backs



# Procurement Overview (cont'd)

- Evaluation and Selection Methodology
  - 70% Technical + 30% Financial
  - Supply Chain Security Information (SCSI) Assessment
  - Technical Bid Evaluation
  - Financial Bid Evaluation
  - Proof of Proposal (PoP) Test



# Procurement Overview (cont'd)

- Two Step Bid Evaluation processes
  - Preliminary & Final evaluations for:
    - Technical Evaluation
    - Evaluation of Mandatory Financial Criteria 1
    - Evaluation of Mandatory Financial Criteria 2-9



# Procurement Overview (cont'd)

- Financial Score Evaluation
  - Method for 3 or more responsive bids
    - Use of a normalized raw score and correction factor
- Financial Score Evaluation
  - Method for 2 or less responsive bids
    - Prorated against the lowest Total Bid Evaluated Value (BEV)





# Bid Preparations Instructions

- RFP period
- Send bids to the Bid Receiving Unit
- No conditional bids
- Only one bid per Bidder



## Bid Preparations Instructions (cont'd)

- 4 Sections of the Bid:
  - I: Supply Chain Security Information (SCSI)
  - II: Technical Bid
  - III: Financial Bid
  - IV: Certifications



# Enquiries

- Throughout the RFP, all enquiries **must** be submitted in writing to the Contracting Authority, via e-mail at:  
[TPSGC.PANumerique-APDigital.PWGSC@tpsgc-pwgsc.gc.ca](mailto:TPSGC.PANumerique-APDigital.PWGSC@tpsgc-pwgsc.gc.ca)
- Bidders are requested to submit enquiries at least **10 business days** before the bid closing date. Enquiries received after that time may not be answered

# Questions

?





*Thank you!*

