



SHARED SERVICES CANADA
Invitation to Qualify
for the Procurement Process for
WORKPLACE TECHNOLOGY DEVICES (WTD)
PRINTING PRODUCTS
AMENDMENT # 009

ITQ Invitation No.	10047402/A	Date	August 8 th , 2016
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Issuing Office	Shared Services Canada 180 Kent Street, 13 th Floor Ottawa, Ontario K1P 0B5		
Contracting Authority (The Contracting Authority is SSC's representative for all questions and comments about this document.)	Name	Hamid Mohammad	
	Telephone No.	613-716-9792	
	Email Address	Hamid.mohammad@canada.ca	
Closing Date and Time	2016/08/24 14:00 PM		
Time Zone	Eastern Daylight Time (EDT)		
Destination of Goods/Services	Not applicable – Pre-Qualification Process Only		
Email Address for Submitting your Response by the Closing Date	SSC.consultation-consultation.SPC@canada.ca		
Comment	This document contains a security requirement		



Amendment 009

THIS SOLICITATION AMENDMENT IS ISSUED TO:

1. Publish Canada's Responses to Respondents' Questions.

NOTE: Respondents' clarification questions are numerically sequenced upon arrival at SSC. Respondents are hereby advised that questions and answers for this solicitation may be issued via BuyandSell out of sequence.

1.

Question 22	We request the following changes to the ITQ as written.
Respondent's Question 22 (A)	A higher emphasis on a vendors proven track record winning tenders and Managed Print type tenders--in the Federal Government
Canada's Response to Question 22 (A)	Canada is interested in working with firms who have successfully delivered the services to the clients hence the requirements for past performance. As it was discussed during the Industry Engagement phase (July 2015 - February 2016), Canada is of the view this criteria is more important than the track records of winning tenders. The requirements remain unchanged.
Respondent's Question 22 (B)	A higher emphasis on Federal track records---i.e. who is positioned well on the current NMSO -- i.e. who is strong in the all-important 11 X 17 categories given that this is the requirement in Annex B Page 12 .
Canada's Response to Question 22 (B)	Canada agrees that the track records, particularly with Public Services, is important hence the requirements for past performance. Canada is of the view that adding mandatory experience criteria for Federal Public Service organizations only (rather than the Public Sector as a whole) would limit competition. The requirements remain unchanged.
Respondent's Question 22 (C)	A recognition of true Canadian content---i.e. not just from a servicing perspective ---but on a financial and security basis---i.e. who is selling the products --is it the affiliate of a foreign manufacturer --or will real 100% Canadian companies hold these all important contracts
Canada's Response to Question 22 (C)	In order to facilitate competition, Canadian Content does not apply to this requirement.
Respondent's Question 22 (D)	Recognition of Administrative Excellence. As has been outlined in past correspondence, it is a no brainer to ship a printer in a box --it is another matter to manage the service reporting and billing across Canada for a major deal with complicated softwares etc.
Canada's Response to Question 22 (D)	Canada agrees customer service is an important criteria, hence the requirement for the past performance evaluation and for organizations to describe their strategies related to service management, deployment, security, etc. The requirements remain unchanged.



Respondent's Question 22 (E)	The weighting system that clearly favors the companies with the most machines under contract --i.e. Lexmark and HP
Canada's Response to Question 22 (E)	Canada agrees the current weighing system provides higher scoring points for some criteria related to the number of machines under contract. The number of printing devices in the Canada is currently estimated to be approximately 80,000. As it was discussed during the Industry Engagement phase (July 2015 - February 2016), Canada sees value and less risk in qualifying firms based on demonstrated capability and capacity. The requirements remain unchanged.
Respondent's Question 22 (F)	The fact that the ITQ short lists but 5 ---we think it might better favour 6 or possibly 8 for safety at this early stage.
Canada's Response to Question 22 (F)	This element was presented and discussed during the Industry Engagement phase (July 2015 - February 2016). Based on past experience and feedback received, Canada has decided to qualify 5 respondents in order to have adequate time to collaborate with each firm during the Review Refine Requirements (RRR) phase.
Respondent's Question 81	Attachment 4.1, Section 1.2.1 Devices under management PS-M3 Will the Client List Table be available via Access to Information?
Canada's Response to Question 81	See Canada's Response to Q10 amendment 004

ALL TERMS AND CONDITIONS OF THIS SOLICITATION
REMAIN UNCHANGED.

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Following is a summary of Attachments/Amendments issued to date to this solicitation:

Document Tracking	Distribution	Date	Description
Solicitation Documents	Buy and Sell	2016/07/06	Original Invitation to qualify
Amendment No. 001	Buy and Sell	2016/07/15	Canada's Response to Question # 1, 2, 7 Non PDF Electronic Attachment: ITQ Forms 1 and 2, and Attachment 4.1 – Appendix C & Appendix E
Amendment No. 002	Buy and Sell	2016/07/18	Canada's Response to Question # 8, 9 Non PDF Electronic Attachment 4.1 – Appendix A, A1, B & B1
Amendment No. 003	Buy and Sell	2016/07/20	Canada's Response to Question # 3, 4, 5, 6



Document Tracking	Distribution	Date	Description
Amendment No. 004	Buy and Sell	2016/07/25	Canada's Response to Question # 10, 12, 13, 15, 21, 23
Amendment No. 005	Buy and Sell	2016/08/01	Canada's Response to Question # 11, 14 Revision to Attachment 4.1 - Appendix A, A.1, B, B.1 Revision to Part 4
Amendment No. 006	Buy and Sell	2016/08/03	Canada's Response to Question # 16, 17, 18, 19, 20, 24, 25, 26, 27, 28, 29, 30, 32, 35
Amendment No. 007	Buy and Sell	2016/08/04	Canada's Response to Question # 31, 33, 34, 36, 37, 39, 40, 41, 43, 44, 45, 46, 48, 49, 50, 51, 52, 56, 59, 60, 64
Amendment No. 008	Buy and Sell	2016/08/05	Canada's Response to Question # 38, 57, 53, 65 Revision to Part 4
Amendment No. 009	Buy and Sell	2016/08/08	Canada's Response to Question # 22, 81