



**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**  
This document contains a security requirement

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

**Issuing Office - Bureau de distribution**  
Informatics Professional Services Division / Division  
des services professionnels en informatique  
11 Laurier St., / 11, rue Laurier  
4C2, Place du Portage  
Gatineau  
Québec  
K1A 0S5

<b>Title - Sujet</b> TBIPS - Business Transformation	
<b>Solicitation No. - N° de l'invitation</b> 35035-161272/A	<b>Amendment No. - N° modif.</b> 003
<b>Client Reference No. - N° de référence du client</b> 35035-161272	<b>Date</b> 2017-03-10
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$\$ZM-625-31142	
<b>File No. - N° de dossier</b> 625zm.35035-161272	<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 2017-03-28</b>	
<b>F.O.B. - F.A.B.</b> <b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input checked="" type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/>	
<b>Address Enquiries to: - Adresser toutes questions à:</b> Haroutounian , Rosanna	<b>Buyer Id - Id de l'acheteur</b> 625zm
<b>Telephone No. - N° de téléphone</b> (819) 420-2076 ( )	<b>FAX No. - N° de FAX</b> ( ) -
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b> Specified Herein	

**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> Raison sociale et adresse du fournisseur/de l'entrepreneur	
<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>

**AMENDMENT NO. 003**

**This amendment is raised to answer Bidders' questions and to modify the solicitation accordingly:**

**QUESTIONS AND ANSWERS**

<p><b>Q1.</b></p>	<p>a) We would like to request being added to solicitation 35035-161272/A currently posted on the Government of Canada Buy and Sell site.</p> <p>b) We are an existing, qualified TBIPS SA holder and we are very interested in this RFP. Can you please invite us?</p> <p>c) As per the TBIPS rule (see below), we respectfully ask to be invited to the above solicitation:</p> <p>2.3 Tier 1 Requirement Limitations</p> <p>iv) No Limit to Invitation Process: Once the minimum of Suppliers has been selected as per (ii) or (iii) above, at any time during the course of the procurement process the Client may choose to invite additional Suppliers using the CPSS Client Module. There is no limit to the maximum number of Suppliers that may be invited to submit a proposal under Tier 1; however, excepting the circumstances of 16.2.5 below, Suppliers may not submit a proposal in response to a solicitation unless they have been invited to do so. However, should an uninvited SA Holder wish to be invited, it may contact the Contracting Authority to request an invitation at any time prior to five days before the published bid closing date, and an invitation will be made to that SA Holder unless it would not be consistent with the efficient operation of the procurement system. In no circumstance will such an invitation require Canada to extend a bid closing date. Where additional invitations are made during the solicitation process, they may not be reflected in a bid solicitation amendment.</p>
<p><b>A1.</b></p>	<p>The solicitation document is available on buyandsell.gc.ca Website. All TBIPS SA Holders currently holding a TBIPS SA for Tier 2 in the National Capital Area under the latest series (see Solicitation Revision #001) of SAs are eligible to submit a proposal.</p>
<p><b>Q2.</b></p>	<p>a) Is there or has there ever been a vendor providing some or all of these services and if so, can the client please identify the vendor and disclose the dollar value associated with the contract?</p> <p>b) Please identify whether there is or has been in the past, a company or individual performing similar or related work? If so, through which company, what was the contract value and how long were they performing the services under the contract (i.e.: length of initial contract and any extensions)?</p>
<p><b>A2.</b></p>	<p>Services: Project Manager – Level 3          Initial contract dates/duration: September 30, 2010 to September 29, 2012</p>

	<p>Company: ADRM Technology Consulting Group Corp.          Contract amount: \$507,279.61</p> <p>Services: Project Manager – Level 3          Initial contract dates/duration: September 23, 2013 to March 31, 2015          Company: Nisha Technologies Inc.          Contract amount: \$728,993.31</p> <p>Services: Business Analyst – Level 3          Initial contract dates/duration: September 24, 2014 to September 23, 2017          Company: ADRM Technology Consulting Group Corp.          Contract amount: \$778,276.20</p> <p>Services: IT Project Manager – Level 3          Initial contract dates/duration: April 16, 2015 to April 15, 2017          Company: Mindwire Systems Ltd.          Contract amount: \$1,848,680.00</p> <p>Services: Project Manager – Level 3, Business Analyst – Level 3          Initial contract dates/duration: August 15, 2016 to August 14, 2017          Company: BP&amp;M Consulting Inc.          Contract amount: \$884,113.00</p>
<b>Q3.</b>	Please confirm that for Corporate Criteria M1 and R1, suppliers may reference ongoing contracts as long as they were awarded in the last five (5) years?
<b>A3.</b>	Yes. Bidders may reference ongoing contracts as long as they were awarded in the last five years for M1 and R1.
<b>Q4.</b>	For the Business Analyst, Level 3, Rated Evaluation criterion R3, please confirm that a project used to substantiate this requirement which includes any one of (i) through (v.) will be awarded points, and that projects do not need to include all of these elements.
<b>A4.</b>	Yes. A project should include at least one of the elements listed in R3 in order to gain points.
<b>Q5.</b>	The RFP is asking Bidders to propose 5 identical resources for each of the Business Analyst and IT Project Manager categories. Given the movement in procurement towards more Corporate qualifications based RFPs, and considering this RFP does contain several challenging mandatory and rated corporate requirements which demonstrate Bidders' ability to provide these services we do not see the value in the effort expended by both Bidders to write, and Evaluators to evaluate, 5 identical resource grids. Therefore we respectfully request that the RFP be amended such that Bidders must propose only 2-3 resources for each of these categories two categories.

<b>A5.</b>	Yes, Canada accepts the request. Please refer to solicitation revision No. 004.
<b>Q6.</b>	We are very interested in responding to this opportunity, but given the complexity of the Request for Proposal, we would like to request a two-week extension of the due date (to April 11, 2017) be granted to all bidders?
<b>A6.</b>	Canada is not prepared to extend the closing date of this RFP.
<b>Q7.</b>	Since ITIL is an acceptable certification for the Project Manager, will PCO accept an ITIL certification for the Business Analyst, Level 3 role too?
<b>A7.</b>	No. Canada is not prepared to change the criterion.
<b>Q8.</b>	<p>In regards to R9, would the Crown accept other equivalent Certificates that have been previously accepted in other RFPs. Accepting these equivalent certifications, will allow the Crown to receive qualified resources:</p> <p>Would the Crown consider revising R9 to read the following:</p> <p>The Bidder should demonstrate that the proposed resource holds a valid professional certification / designation in business analysis: Internal Institute of Business Analysis (IIBA), and/or</p> <p>Certified Business Analyst Professional(CBAP), and/or</p> <p>Project Management Institute – Project Business Analyst (PMI-PBA), and/or</p> <p>Certification in Competency in Business Analysis (CCBA), and/or</p> <p><b>“Business Analyst Master Certificate” from a recognized University degree,</b> and/or</p> <p><b>“Advanced Certificate of Completion in Business Analysis” from a recognized University degree,</b> and/or</p> <p><b>“Business Process Management Professional Certificate” from a recognized University degree.</b></p>
<b>A8.</b>	Yes, Canada accepts the request. Please refer to solicitation revision No. 005
<b>Q9.</b>	M2 and R1 of the Business Analyst requirement ask for experience using TBS' Business Case Guide. Most Federal Government departments are not mandated to use the TBS Business Case Guide and as such, the Crown is limiting a number of qualified resources with this clause. We respectfully ask the Crown to remove “experience using TBS' Business Case Guide” from M2 and R1.
<b>A9.</b>	No. Canada is not prepared to change the criterion.

**SOLICITATION REVISIONS:**

<b>00 1</b>	<b>PART 1 - GENERAL INFORMATION</b>																																																											
<b>1</b>	<b>1.2 Summary (f) and (g)</b>																																																											
<b>DELETED:</b>	TBIPS SA #EN578-055605																																																											
<b>INSERTED:</b>	TBIPS SA #EN578-170432																																																											
<b>00 2</b>	<b>Revisions to the French copy not required in the English.</b>																																																											
<b>00 3</b>	<b>Amendment 002 is to post an unmarked copy of the solicitation.</b>																																																											
<b>00 4</b>	<b>a) ATTACHMENT 3.1 - BID SUBMISSION FORM</b>																																																											
<b>DELETED:</b>	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 20%;">Resource Category</th> <th style="width: 15%;">Level of Expertise</th> <th style="width: 25%;">Language Requirement</th> <th style="width: 15%;">Security Level Required</th> <th style="width: 25%;">Bidder's Proposed Resource (Name)</th> </tr> </thead> <tbody> <tr> <td>Business Analyst</td> <td style="text-align: center;"><b>3</b></td> <td style="text-align: center;"><b>Bilingual</b></td> <td style="text-align: center;"><b>Secret</b></td> <td></td> </tr> <tr> <td>Business Analyst</td> <td style="text-align: center;"><b>3</b></td> <td style="text-align: center;"><b>Bilingual</b></td> <td style="text-align: center;"><b>Secret</b></td> <td></td> </tr> <tr> <td>Business Analyst</td> <td style="text-align: center;"><b>3</b></td> <td style="text-align: center;"><b>Bilingual</b></td> <td style="text-align: center;"><b>Secret</b></td> <td></td> </tr> <tr> <td>Business Analyst</td> <td style="text-align: center;"><b>3</b></td> <td style="text-align: center;"><b>Bilingual</b></td> <td style="text-align: center;"><b>Secret</b></td> <td></td> </tr> <tr> <td>Business Analyst</td> <td style="text-align: center;"><b>3</b></td> <td style="text-align: center;"><b>Bilingual</b></td> <td style="text-align: center;"><b>Secret</b></td> <td></td> </tr> <tr> <td>IT Project Manager</td> <td style="text-align: center;"><b>3</b></td> <td style="text-align: center;"><b>English/French</b></td> <td style="text-align: center;"><b>Secret</b></td> <td></td> </tr> <tr> <td>IT Project Manager</td> <td style="text-align: center;"><b>3</b></td> <td style="text-align: center;"><b>English/French</b></td> <td style="text-align: center;"><b>Secret</b></td> <td></td> </tr> <tr> <td>IT Project Manager</td> <td style="text-align: center;"><b>3</b></td> <td style="text-align: center;"><b>English/French</b></td> <td style="text-align: center;"><b>Secret</b></td> <td></td> </tr> <tr> <td>IT Project Manager</td> <td style="text-align: center;"><b>3</b></td> <td style="text-align: center;"><b>English/French</b></td> <td style="text-align: center;"><b>Secret</b></td> <td></td> </tr> <tr> <td>IT Project</td> <td style="text-align: center;"><b>3</b></td> <td style="text-align: center;"><b>English/French</b></td> <td style="text-align: center;"><b>Secret</b></td> <td></td> </tr> </tbody> </table>					Resource Category	Level of Expertise	Language Requirement	Security Level Required	Bidder's Proposed Resource (Name)	Business Analyst	<b>3</b>	<b>Bilingual</b>	<b>Secret</b>		Business Analyst	<b>3</b>	<b>Bilingual</b>	<b>Secret</b>		Business Analyst	<b>3</b>	<b>Bilingual</b>	<b>Secret</b>		Business Analyst	<b>3</b>	<b>Bilingual</b>	<b>Secret</b>		Business Analyst	<b>3</b>	<b>Bilingual</b>	<b>Secret</b>		IT Project Manager	<b>3</b>	<b>English/French</b>	<b>Secret</b>		IT Project Manager	<b>3</b>	<b>English/French</b>	<b>Secret</b>		IT Project Manager	<b>3</b>	<b>English/French</b>	<b>Secret</b>		IT Project Manager	<b>3</b>	<b>English/French</b>	<b>Secret</b>		IT Project	<b>3</b>	<b>English/French</b>	<b>Secret</b>	
Resource Category	Level of Expertise	Language Requirement	Security Level Required	Bidder's Proposed Resource (Name)																																																								
Business Analyst	<b>3</b>	<b>Bilingual</b>	<b>Secret</b>																																																									
Business Analyst	<b>3</b>	<b>Bilingual</b>	<b>Secret</b>																																																									
Business Analyst	<b>3</b>	<b>Bilingual</b>	<b>Secret</b>																																																									
Business Analyst	<b>3</b>	<b>Bilingual</b>	<b>Secret</b>																																																									
Business Analyst	<b>3</b>	<b>Bilingual</b>	<b>Secret</b>																																																									
IT Project Manager	<b>3</b>	<b>English/French</b>	<b>Secret</b>																																																									
IT Project Manager	<b>3</b>	<b>English/French</b>	<b>Secret</b>																																																									
IT Project Manager	<b>3</b>	<b>English/French</b>	<b>Secret</b>																																																									
IT Project Manager	<b>3</b>	<b>English/French</b>	<b>Secret</b>																																																									
IT Project	<b>3</b>	<b>English/French</b>	<b>Secret</b>																																																									

Manager				
Project Coordinator	<b>2</b>	<b>English/French</b>	<b>Secret</b>	
Project Coordinator	<b>2</b>	<b>English/French</b>	<b>Secret</b>	

**INSERT:**

Resource Category	Level of Expertise	Language Requirement	Security Level Required	Bidder's Proposed Resource (Name)
Business Analyst	<b>3</b>	<b>Bilingual</b>	<b>Secret</b>	
Business Analyst	<b>3</b>	<b>Bilingual</b>	<b>Secret</b>	
Business Analyst	<b>3</b>	<b>Bilingual</b>	<b>Secret</b>	
IT Project Manager	<b>3</b>	<b>English/French</b>	<b>Secret</b>	
IT Project Manager	<b>3</b>	<b>English/French</b>	<b>Secret</b>	
IT Project Manager	<b>3</b>	<b>English/French</b>	<b>Secret</b>	
Project Coordinator	<b>2</b>	<b>English/French</b>	<b>Secret</b>	
Project Coordinator	<b>2</b>	<b>English/French</b>	<b>Secret</b>	

**b) ATTACHMENT 4.1 - MANDATORY TECHNICAL CRITERIA**

**Table 2: Level 3 Business Analyst**

**DELETE:**

For evaluation purposes, the Bidder must propose 5 resources in total for **Level 3 Business Analyst** with the following security clearances specified:

- a. Secret

**INSERT:**

For evaluation purposes, the Bidder must propose 3 resources in total for **Level 3**

	<p><b>Business Analyst</b> with the following security clearances specified:</p> <ul style="list-style-type: none"><li>a. Secret</li></ul> <p><b>Table 3: Level 3 IT Project Manager</b></p> <p><b>DELETE:</b></p> <p>For evaluation purposes, the Bidder must propose 5 resources in total for <b>Level 3 IT Project Manager</b> with the following security clearances specified:</p> <ul style="list-style-type: none"><li>a. Secret</li></ul> <p><b>INSERT:</b></p> <p>For evaluation purposes, the Bidder must propose 3 resources in total for <b>Level 3 IT Project Manager</b> with the following security clearances specified:</p> <ul style="list-style-type: none"><li>a. Secret</li></ul> <p><b>c) ATTACHMENT 4.2 - POINT-RATED TECHNICAL CRITERIA</b></p> <p><b>Table 2: Level 3 Business Analyst</b></p> <p><b>DELETE:</b></p> <p>For evaluation purposes, the Bidder must propose 5 resources in total for <b>Level 3 Business Analyst</b> with the following security clearances specified:</p> <ul style="list-style-type: none"><li>a. Secret</li></ul> <p><b>INSERT:</b></p> <p>For evaluation purposes, the Bidder must propose 3 resources in total for <b>Level 3 Business Analyst</b> with the following security clearances specified:</p> <ul style="list-style-type: none"><li>a. Secret</li></ul> <p><b>Table 3: Level 3 IT Project Manager</b></p> <p><b>DELETE:</b></p> <p>For evaluation purposes, the Bidder must propose 5 resources in total for <b>Level 3 IT Project Manager</b> with the following security clearances specified:</p> <ul style="list-style-type: none"><li>a. Secret</li></ul> <p><b>INSERT:</b></p> <p>For evaluation purposes, the Bidder must propose 3 resources in total for <b>Level 3 IT Project Manager</b> with the following security clearances specified:</p> <ul style="list-style-type: none"><li>a. Secret</li></ul>
00	<b>ATTACHMENT 4.2 - POINT-RATED TECHNICAL CRITERIA</b>

<b>5</b>	<p><b>Table 2: Level 3 Business Analyst</b></p> <p><b>R9</b></p> <p><b>DELETE:</b></p>		
<b>R9</b>	<p>The Bidder should demonstrate that the proposed resource holds a valid professional certification / designation in business analysis:</p> <p>Internal Institute of Business Analysis (IIBA), and/or</p> <p>Certified Business Analyst Professional (CBAP), and/or</p> <p>Project Management Institute – Project Business Analyst (PMI-PBA), and/or</p> <p>Certification in Competency in Business Analysis (CCBA).</p>	<p>With certification – 5 points</p> <p>No certification – 0 points</p>	
<p><b>INSERT:</b></p>			
<b>R9</b>	<p>The Bidder should demonstrate that the proposed resource holds a valid professional certification / designation in business analysis:</p> <p>International Institute of Business Analysis (IIBA), and/or</p> <p>Certified Business Analyst Professional(CBAP), and/or</p> <p>Project Management Institute – Project Business Analyst (PMI-PBA), and/or</p> <p>Certification in Competency in Business Analysis (CCBA), and/or</p> <p>Business Analyst Master Certificate from a recognized University degree, and/or</p> <p>Advanced Certificate of Completion in Business Analysis from a recognized University degree,</p>	<p>With certification – 5 points</p> <p>No certification – 0 points</p>	

Solicitation No. - N° de l'invitation  
35035-161272/A  
Client Ref. No. - N° de réf. du client  
35035-161272

Amd. No. - N° de la modif.  
3  
File No. - N° du dossier  
625zm35035-161272

Buyer ID - Id de l'acheteur  
625zm  
CCC No./No CCC – FMS No./No VME

	and/or			
	Business Process Management Professional Certificate from a recognized University degree.			

**ALL OTHERS TERMS AND CONDITIONS REMAIN UNCHANGED.**