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11 Laurier St. / 11, rue Laurier

Place du Portage, Phase III

Core 0B2 / Noyau 0B2

Gatineau

Quebec

K1A0S5

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 solicitation 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 Street

11, rue Laurier

Place du Portage, Phase III, 4C2

Gatineau

Quebec

K1A0S5

Title - Sujet TBIPS FOR CANSOFCOM	
Solicitation No. - N° de l'invitation W6399-17JA86/A	Amendment No. - N° modif. 001
Client Reference No. - N° de référence du client W6399-17JA86	Date 2017-04-20
GETS Reference No. - N° de référence de SEAG PW-\$IPS-001-31361	
File No. - N° de dossier 001ips.W6399-17JA86	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2017-05-10	Time Zone Fuseau horaire Eastern Daylight Saving Time EDT
F.O.B. - F.A.B. Plant-Usine: <input type="checkbox"/> Destination: <input type="checkbox"/> Other-Autre: <input type="checkbox"/>	
Address Enquiries to: - Adresser toutes questions à: Potter, David	Buyer Id - Id de l'acheteur 001ips
Telephone No. - N° de téléphone (873) 469-4883 ()	FAX No. - N° de FAX () -
Destination - of Goods, Services, and Construction: Destination - des biens, services et construction:	

Instructions: See Herein

Instructions: Voir aux présentes

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

AMENDMENT NO. 001

This amendment is raised to revise the RFP as follows:

A. RFP REVISIONS

1. **At Page 1 of the RFP, Telephone No. – N° de téléphone**

Delete: 613-944-4482

Insert: 873-469-4883

B. BIDDER Q&AS

Q1: In regards to the subject solicitation, is there an incumbent performing or incumbent company providing similar or related work/services currently or in the past? If so, could you provide the name of the incumbent company and the duration and value of the contract(s)?

A1: As stated in the solicitation notice, there is no incumbent for this requirement.

Q2 In Part 1, Section 1.2 Summary (ii), states the intent is to award up to two (2) contracts for a total period of five (5) years, however, the remainder of the bid reads as if the intention is to award one contract. Most GOC Supply arrangements of this size are held by one (1) supplier. Please confirm the number of contracts to be awarded?

A2: In accordance with (IAW) Article 1.2ii) of the RFP, it is the Crown's intention to award two contracts.

Q3: If it is the Crown's intention to award two (2) contracts, could you please provide further details as to how the two contract holders will manage tasks, activities and deliverables? Will it follow a waterfall methodology or will both contract holders compete at the TA stage?

A3: IAW Article 7.2 b. ii), Canada will make a reasonable effort to ensure that the dollar value of the TAs issued to the Contractors are proportionally balanced based each individual contract funding allocation.

Q4: DND is using a 60/40 selection methodology. This lowest cost evaluation typically drives rates down in a market where the demand for Snr IT resources is high. There are current Federal Government clients that are now victims of significant delivery and performance issues having used a low cost evaluation model less than 18 months ago with respect to IT/IM professional services supply arrangements. Given there are so many clients issuing capacity based contracts, demand has increased and the pool of available resources has decreased to the point where procurement/contracting risk is being escalated to the Senior levels and in some cases re-procurement (time, cost, service interruption) are introducing major project risks. Removing barriers to companies either buying the business or not understanding the business well enough to price their bids properly, is the only way to mitigate this risk, therefore 80/20 financials helps out enormously. DND is fortunate to be in a position to avoid similar problems downstream with regards to low price/delivery issues by revising the current selection methodology.

Solicitation No. - N° de l'invitation
W6399-17JA86/A

Amd. No. - N° de la modif.
001

Buyer ID - Id de l'acheteur
001IPS

Client Ref. No. - N° de réf. du client
W6399-17JA86

File No. - N° du dossier
001IPSW6399-17JA86/A

CCC No./N° CCC - FMS No/ N° VME

Given this information, we strongly recommend the following modifications to the solicitation to ensure that DND obtains the right vendor for the right price: Would DND consider changing section 4.4 Basis of Selection- Highest Responsive Combined Rating of Technical Merit and Price Evaluation of Bid Selection Process (ii) From a 60/40 model to a 80/20 financial evaluation model?

A4: The selection methodology will remain as stated in the RFP.

Q5: With respect to Part 4, section 4.3 Financial Evaluation paragraph (b, ii) on page 18/19 of 112; we believe that this Firm Per Diem Median Rate Evaluation method drives the industry to offer rates that are not sustainable in sourcing the right resources and retaining such resources for a five (5) year period. While price is a key element to ensuring value for money, the -20% lower median band goes to an extreme that would, in our opinion, be detrimental to the success of this procurement and its impact on various projects. We strongly recommend that this lower band not be lower than - 10% of the median?

A5: The Firm Per Diem Median Rate Evaluation will remain as stated in the RFP.

ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME.

NOTE: A BID ALREADY SUBMITTED MAY BE AMENDED PRIOR TO THE CLOSING DATE. AMENDING CORRESPONDENCE MUST ADDRESS THE SOLICITATION NUMBER AND THE CLOSING DATE AND MUST BE ADDRESSED TO:

**BID RECEIVING
PUBLIC WORKS AND GOVERNMENT SERVICES CANADA
11 LAURIER STREET
PLACE DU PORTAGE, PHASE III
MAIN LOBBY, CORE 0B2
GATINEAU, QUEBEC K1A 0S5**