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**RETOURNER LES SOUMISSIONS À:**

**Bid Receiving - PWGSC / Réception des soumissions  
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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

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| <b>Title - Sujet</b><br>TBIPS FOR CANSOFCOM  |  |
| <b>Solicitation No. - N° de l'invitation</b><br>W6399-17JA86/A   | <b>Amendment No. - N° modif.</b><br>003      |
| <b>Client Reference No. - N° de référence du client</b><br>W6399-17JA86  | <b>Date</b><br>2017-05-04                    |
| <b>GETS Reference No. - N° de référence de SEAG</b><br>PW-\$IPS-001-31361  |  |
| <b>File No. - N° de dossier</b><br>001ips.W6399-17JA86   | <b>CCC No./N° CCC - FMS No./N° VME</b>       |
| <b>Solicitation Closes - L'invitation prend fin</b><br><b>at - à 02:00 PM</b><br><b>on - le 2017-05-17</b>   |  |
| <b>F.O.B. - F.A.B.</b><br><b>Plant-Usine:</b> <input type="checkbox"/> <b>Destination:</b> <input type="checkbox"/> <b>Other-Autre:</b> <input type="checkbox"/> |  |
| <b>Address Enquiries to: - Adresser toutes questions à:</b><br>Potter, David   | <b>Buyer Id - Id de l'acheteur</b><br>001ips |
| <b>Telephone No. - N° de téléphone</b><br>(873) 469-4883 ( )   | <b>FAX No. - N° de FAX</b><br>( ) -          |
| <b>Destination - of Goods, Services, and Construction:</b><br><b>Destination - des biens, services et construction:</b>  |  |

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

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## AMENDMENT NO. 003

This amendment is raised to revise the RFP as follows:

### A. RFP REVISIONS

#### 1. At Attachment 4-1 Bidder Mandatory Requirements Section 2:

##### a. Section 2.1 Technical Architect –VTC (Level 2)

**Insert:** new criteria M7 as follows:

“In accordance with (IAW) the TBIPS Supply Arrangement, the proposed resource must have a minimum of 5 years of demonstrated experience performing the role of a technical architect.”

##### b. Section 2.2 Technology Architect – Positional Awareness (Level 3)

**Insert:** new criteria M11 as follows:

“In accordance with (IAW) the TBIPS Supply Arrangement, the proposed resource must have a minimum of 10 years of demonstrated experience performing the role of a technology architect”

##### c. Section 2.3 Network Analyst – Security (Level 3)

**Insert:** new criteria M12 as follows:

“In accordance with (IAW) the TBIPS Supply Arrangement, the proposed resource must have a minimum of 10 years of demonstrated experience performing the role of a network analyst”

##### d. Section 2.4 System Administrator #1 – Systems and Virtualization (Level 3)

**Insert:** new criteria M11 and,

##### Section 2.5 System Administrator #2 – Storage and Security (Level 3)

**Insert:** new criteria M12 and,

##### Section 2.6 System Administrator #3 – Enterprise Applications (Level 3)

**Insert:** new criteria M10 as follows:

“In accordance with (IAW) the TBIPS Supply Arrangement, the proposed resource must have a minimum of 10 years of demonstrated experience performing the role of a system administrator”

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**2. At Page 1 of Solicitation:**

**DELETE:** Solicitation Closes at 02:00 p.m. on 2017-05-10

**INSERT:** Solicitation Closes at 02:00 p.m. on 2017-05-17

**B. BIDDERS Q&As**

Q13: There appears to be an insignificant penalty for bids that are more than 20% below the lower median band. Currently, if a company scores below the lower band, then the financial evaluation will be conducted using the per diem rate equal to the Median rate. We do not feel that such an inconsequential outcome for low bidding will serve the Crown well.

We propose that if a company scores below the lower median band limit, the Crown applies a penalty that is respective to the percentage below that limit. For example, a company who scores 25% below the median should be penalized by 25%.

**A13: The RFP will remain as stated.**

Q14: With respect to Technical Architect- VTC Level 2 (Page 82 of 112, Rated requirement R7), DND requires the Bidder to demonstrate that its proposed resource has successfully completed formal training in Information Technology from a recognized post-secondary institution. Points are allocated for a Master's Degree, Bachelor's Degree and College Diploma in Computer Sciences, Engineering or related field. We are aware that there are currently Technical Architect consultants working at DND who are secret cleared who previously won on an evaluation criteria that did not require any formal education but had to demonstrate contextual business experience combined with relevant industry experience.

The current R7 requirement significantly depletes the pool of highly skilled and qualified Technical Architect consultants that would be available to DND. Therefore, would the Crown consider changing R7 to also accept an equivalency of nine (9+) years of Technical Architect experience (as defined by the category requirements of TBIPS) in lieu of the educational requirements so that maximum points can be awarded for relevant industry experience and still allow individuals with the relevant skills to compete for these positions?

The TBIPS category defines a Technical Architect level 2 by 5-< 10 years of experience developing technical architectures, frameworks and strategies, identifying policies and requirements to drive out a solution, analyzing alternative technology solutions, etc. Would the Crown accept years of experience in the Technical Architect category as equivalent to the education and allocate points above five (5) years as follows:

5 Points: 9+ years of experience  
4 Points: 7-< 9  
3 Points: 5-< 7 yrs

**A14: The Rated Evaluation Criteria will remain as stated in the RFP. For clarification purposes, the TBIPS Supply Arrangement mandatory experience requirement has been added to each individual resource category.**

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Q15: With respect to Technology Architect – Positional Awareness Level 3 (Page 87 of 112, Rated requirement R8), DND requires the Bidder to demonstrate that its proposed resource has successfully completed formal training in Information Technology from a recognized post-secondary institution. Points are allocated for a Master's Degree, Bachelor's Degree and College Diploma in Computer Sciences, Engineering or related field. We are aware that there are currently Technology Architect consultants working at DND who are secret cleared who previously won on an evaluation criteria that did not require any formal education but had to demonstrate contextual business experience combined with relevant industry experience.

The current R8 requirement significantly depletes the pool of highly skilled and qualified Technology Architect consultants that would be available to DND. Therefore, would the Crown consider changing R8 to also accept an equivalency of fourteen (14+) years of Technology Architect experience (as defined by the category requirements of TBIPS) in lieu of the educational requirements so that maximum points can be awarded for relevant industry experience and still allow individuals with the relevant skills to compete for these positions?

The TBIPS category defines a Technology Architect Level 3 by 10+ years of experience developing technical architectures, frameworks and strategies, identifying policies and requirements to drive out a solution, analyzing alternative technology solutions, etc. Would the Crown accept years of experience in the Technology Architect category as equivalent to the education and allocate points above ten (10) years as follows:

5 Points: 14+ years of experience  
4 Points: 12-< 14  
3 Points: 10-< 12 yrs

**A15: See response A14 above.**

Q16: We strongly believe that DND has put themselves at risk with this RFP. Given the number of mandatory and rated requirements listed, it is clear that the Crown is looking for high quality resources to achieve high quality outcomes that DND wants, and that are in the best interest of taxpayers. However, there is a distinct disconnect in what is being requested in this RFP and we believe the outcomes will not be aligned with those mandates. This desired quality is greatly impacted when the Crown seeks only a minimum pass score of 50% per role, effectively lowering the bar and exacerbating the low cost delivery problem in a market where demand for IT resources is high.

Most TBIPS RFP's focus on corporate mandatory's (a critical test of corporate capability and capacity) and resource categories with a minimum pass score between 70 and 80 percent for the evaluation criteria.

We respectfully request that the minimum passing score for the resource evaluation criteria be raised from 50% as follows:

|                                   |               |
|-----------------------------------|---------------|
| Technical Architect (Level 2)     | Recommend 80% |
| Technology Architect (Level 3)    | Recommend 80% |
| Network Analyst (Level 3)         | Recommend 80% |
| System Administrator #1 (Level 3) | Recommend 80% |
| System Administrator #2 (Level 3) | Recommend 80% |
| System Administrator #3 (Level 3) | Recommend 80% |

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**A16: The RFP will remain as stated.**

Q17: With regard to the Systems Administrator #1-Systems and Virtualization Level 3 rated requirement R8 (Page 96 of 112), The Bidder should clearly demonstrate that its proposed resource has previous combined experience in a secure production environment configuring, integrating and implementing Cisco Blade Server, a resource would require 5 years of experience in order to achieve maximum points. Few secure networks actually use Vblock systems/Cisco blades, so in our opinion, 5 years of experience would significantly limit the pool of resources who could score well. Would the Crown consider amending the scoring as follows?

2 Points per completed 6 months up to a maximum of 2 completed years.

Therefore:

24 months - 10 points  
18 <24 months – 8 points  
12 <18 months – 6 points  
6 <12 months – 4 points  
<6 months – 2 points

**A17: The RFP will remain as stated.**

**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**