



## 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

## 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

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

Issuing Office - Bureau de distribution  
Informatics Professional Services - EL  
Division/Services professionnels en informatique -  
division EL  
4C2, Place du Portage  
Gatineau  
Québec  
K1A 0S5

<b>Title - Sujet</b> NEW TBIPS-MANAGEMENT SERVICE	
<b>Solicitation No. - N° de l'invitation</b> E60ZR-173104/A	<b>Amendment No. - N° modif.</b> 002
<b>Client Reference No. - N° de référence du client</b> 20173104	<b>Date</b> 2017-08-01
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$\$EL-638-31698	
<b>File No. - N° de dossier</b> 638el.E60ZR-173104	<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 2017-08-30</b>	
<b>Time Zone</b> Fuseau horaire Eastern Daylight Saving Time EDT	
<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> Mao, Lan	<b>Buyer Id - Id de l'acheteur</b> 638el
<b>Telephone No. - N° de téléphone</b> (819) 420-2074 ( )	<b>FAX No. - N° de FAX</b> ( ) -
<b>Destination - of Goods, Services, and Construction:</b> <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> <b>Raison sociale et adresse du fournisseur/de l'entrepreneur</b>	
<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>

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The Request for Proposal (RFP) Amendment 002 is raised to answer Bidders' questions and amend the RFP.

**Question 1:**

Due to the complexity of this RFP, the higher than normal amount of vacation booked at this time of the year, and the large volume of Tier 2 RFP's that are active in the National Capital Region, we request a 2 week timeline extension to prepare our response.

**Answer 1:**

The closing date of this solicitation has been extended to August 30, 2017.

**Question 2:**

We are currently qualified for Workstream 1 but not Workstream 2. Can we still bid under Workstream 1?

**Answer 2:**

Yes. As per PART 1 - GENERAL INFORMATION, 1.2 Summary, article (f) of the solicitation, TBIPS SA Holders currently holding a TBIPS SA for Tier 2, in one or all the Workstreams and in the National Capital Region under the EN578-170432 series of SAs are eligible to compete.

**Question 3:**

With regards to Attachment 4.1 Bid Evaluation Criteria, Workstream 1 – Business Management, 1.1 Mandatory Evaluation Criteria, M.1 (b): *"Each of the identified contract must have been awarded within the 5 years prior to the solicitation posting date."* This means that the 5 contracts to be demonstrated must have been awarded after July 27, 2012. This is very restrictive and eliminates otherwise compliant contracts that were awarded before this date but were still ongoing during the past 5 years. Please note as an example, that the current contract for Business Services at PWGSC that this solicitation seeks to replace, was awarded on January 27<sup>th</sup> 2012 (prior to the cutoff date). As a result this contract, which is entirely relevant to the RFP, is non-compliant to M.1 as it is currently written. This is very unfair given the SOW and categories, and the client environment are the same as this RFP. Additionally, many other large contracts that are relevant to this requirement have been in place for longer than 5 years but because of this time frame restriction, these contract cannot be presented in M.1 although they have been active within the past 5 years.

We request that M.1 (b) be amended to accept contracts that have been active within the past 5 years even if the award date is earlier. **OR** that M.1 (b) be amended to accept contracts that have been awarded within the past 10 years.

**Answer 3:**

Workstream 1 – Business Management, 1.1 Corporate Mandatory Evaluation Criteria, M.1 (b) is amended to change the 5 years to 10 years. See RFP amendment below.

**Question 4:**

With regards to – Attachment 4.1 Bid Evaluation Criteria, Workstream 2 - IT Security 2.1, Mandatory Evaluation Criteria, M.1 (b): *"Each of the identified contract must have been awarded within the 5 years prior to the solicitation posting date."*

For the same reason as indicated in Question 1, we request that M.1 (b) be amended to accept contracts that have been active within the past 5 years even if the award date is earlier. **OR** that M.1 (b) be amended to accept contracts that have been awarded within the past 10 years.

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**Answer 4:**

Workstream 2 - IT Security, 2.1 Corporate Mandatory Evaluation Criteria, M.1 (b) is amended to change the 5 years to 10 years. See RFP amendment below.

**Question 5:**

Regarding Attachment 4.1: in M.1 of each stream, it states "(a) The services demonstrated where provided under a maximum of 5 contracts; if more than 5 contracts are provided, only the first 5 will be considered."

Given the number of categories and required billable days associated with each (including excess days required for R.1 and total billable value for R.2) can the Crown confirm that the limitation of 5 contracts is per category and not for the entire stream.

**Answer 5:** The maximum of 5 contracts is per category, not the entire stream.

**Question 6:**

Regarding Workstream 1 – 1.1 Corporate Mandatory Evaluation Criteria, M.1 c) the work delivered under each Resource Category must include at least 50% of the associated tasks listed in the SOW at Annex A of this bid solicitation for that resource category.

In several previous TBIPS RFP's, the Crown revised this statement to say that if a Bidder is using TBIPS contracts to demonstrate experience, listing the resource categories will suffice.

But For non-TBIPS contracts, the work performed must be similar to the generic tasks described for the applicable resource category under TBIPS. The bidder must indicate the equivalent TBIPS resource category in its response. Would the Crown consider this change for this RFP statement in CORP Mandatories M.1 c) as above?

**Answer 6:**

If a Bidder is using TBIPS contracts to demonstrate experience, listing the TBIPS resource categories will suffice. But For non-TBIPS contracts, the work delivered under each Resource Category must include at least 50% of the associated tasks listed in *Annex A - Requirements for Services* of TBIPS SA EN578-170432 for that resource category. See RFP amendment below.

**Question 7:**

Regarding 4.3 Financial Evaluation c) Method A...(i) Step 1 - Establishing the lower and upper median band limits for each period and each resource category. The median rate range being used for evaluation is any rate to a value of minus (-) 20% of the median, and an upper median rate to a value of plus (+) 30% of the median.

Would the Crown consider an adjustment in the median band to minus (-) 10% of the median? Several other Departments have had success with this small change to the evaluation criteria. In the current evaluation the highest points are awarded to the Bidder with a price closest to minus (-) 20% below the median, a change to minus (-) 10% of the median will prevent bidders from presenting unreasonably low prices and to provide the Crown with a more reasonable and fair market value contract, and allowing the Crown to get more qualified resources and less resource turnover.

**Answer 7:**

No. The criteria remains unchanged.

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### **RFP AMENDMENT**

1. At Attachment 4.1 Bid Evaluation Criteria, Workstream 1- Business Management, 1.1 Corporate Mandatory Evaluation Requirements, M1:

**Delete:**

To be accepted, the Bidder must demonstrate the following:

- (a) The services demonstrated were provided under a maximum of 5 contracts; If more than 5 contracts are provided, only the first 5 will be considered.
- (b) Each of the identified contract must have been awarded within the 5 years prior to the solicitation posting date; and
- (c) The work delivered under each Resource Category must include at least 50% of the associated tasks listed in the Statement of Work at Annex A of this bid solicitation for that resource category.

**Insert:**

To be accepted, the Bidder must demonstrate the following for each resource category:

- (a) The services demonstrated were provided under a maximum of 5 contracts; If more than 5 contracts are provided, only the first 5 will be considered.
- (b) Each of the identified contract must have been awarded within the 10 years prior to the solicitation posting date; and
- (c) If the Bidder is using TBIPS contracts to demonstrate experience, listing the TBIPS resource categories will suffice. For non-TBIPS contracts, the work delivered under each resource category must include at least 50% of the associated tasks listed in Annex A - Requirements for Services of TBIPS SA EN578-170432 for that Resource Category.

2. At Attachment 4.1 Bid Evaluation Criteria, Workstream 2- IT Security, 2.1 Corporate Mandatory Evaluation Requirements, M1:

**Delete:**

To be accepted, the Bidder must demonstrate the following:

- (a) The services demonstrated were provided under a maximum of 5 contracts; If more than 5 contracts are provided, only the first 5 will be considered.
- (b) Each of the identified contract must have been awarded within the 5 years prior to the solicitation posting date; and
- (c) The work delivered under each Resource Category must include at least 50% of the associated tasks listed in the Statement of Work at Annex A of this bid solicitation for that resource category.

**Insert:**

To be accepted, the Bidder must demonstrate the following for each resource category:

- (a) The services demonstrated were provided under a maximum of 5 contracts; If more than 5 contracts are provided, only the first 5 will be considered.
- (b) Each of the identified contract must have been awarded within the 10 years prior to the solicitation posting date; and

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(c) If the Bidder is using TBIPS contracts to demonstrate experience, listing the TBIPS resource categories will suffice. For non-TBIPS contracts, the work delivered under each resource category must include at least 50% of the associated tasks listed in Annex A - Requirements for Services of TBIPS SA EN578-170432 for that Resource Category.

3. At Attachment 4.2 Bidder Response Templates, 2. Bidder Response Template for Corporate References:

**Delete:**

The Bidder is requested to cross-reference its response to Rows (A) and (B) to the number of tasks identified in the SOW in Annex A for the workstream and resource category being evaluated. The substantiation must not simply be a repetition of the tasks, but must explain responsibilities and demonstrate how the Bidder carried out the work while performing the tasks.

**Insert:**

The Bidder is requested to cross-reference its response to Rows (A) and (B) to the number of tasks identified in Annex A - Requirements for Services of TBIPS SA EN578-170432 for the workstream and resource category being evaluated. The substantiation must not simply be a repetition of the tasks, but must explain responsibilities and demonstrate how the Bidder carried out the work while performing the tasks.

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