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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

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Division/Services professionnels en informatique - division EL
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Title - Sujet NEW TBIPS-MANAGEMENT SERVICE	
Solicitation No. - N° de l'invitation E60ZR-173104/A	**Amendment No. - N° modif.** 004
Client Reference No. - N° de référence du client 20173104	**Date** 2017-08-08
GETS Reference No. - N° de référence de SEAG PW-$$EL-638-31698	
File No. - N° de dossier 638el.E60ZR-173104	**CCC No./N° CCC - FMS No./N° VME**
Solicitation Closes - L'invitation prend fin **at - à 02:00 PM** **on - le 2017-08-30**	**Time Zone** **Fuseau horaire** Eastern Daylight Saving Time EDT
F.O.B. - F.A.B. **Plant-Usine:** ☐ **Destination:** ☑ **Other-Autre:** ☐	
Address Enquiries to: - Adresser toutes questions à: Mao, Lan	**Buyer Id - Id de l'acheteur** 638el
Telephone No. - N° de téléphone (819) 420-2074 ( )	**FAX No. - N° de FAX** ( ) -
Destination - of Goods, Services, and Construction: **Destination - des biens, services et construction:**	

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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**	

Canada

The Request for Proposal (RFP) Amendment 004 is raised to answer Bidders' questions and amend the RFP.

Question 11:
Rated criteria R.2 for "Workstream 1 – Business Management" requires Bidders to demonstrate $15 million or more using "The Bidder's demonstrated Total Billable Days provided in response to Criteria ID M.1". Under the assumption that the minimum 5,500 billable days are the only days that can be used to achieve the full score associated with >$15 million, in order for a Bidder to score full points they would have had to have placed resources on contracts at an average bill rate of $2,727 per day - $15,000,000 / 5500 = $2,727.27. Because the wording says that the days are limited to "Total Billable Days provided in response to Criteria ID M.1" it technically provides no latitude to use additional days other than those used in M.1, which then would normally require an amount of proof that is 3x – 4x higher than the minimum for M.1 in order to be able to be used for R.2. For example, even if a Bidder had an average bill rate of $1,000 per day, it would still require a Bidder to submit over 15,000 billable days of proof in response to M.1 in order to achieve full points on R.2 - $1000 x 15,000 = $15,000,000. Neither of these scenarios appear to be what was intended to be required to permit a Bidder to achieve the highest score possible on R.2.

The same challenge exists for Workstream 2, but on a larger scale due to the fact it requires less days in total than does Workstream 1.

We believe the intent was that the Bidder would be evaluated on the total cumulative contract values used to prove M.1, but is not how the requirement reads. Could the Crown please review the criteria associated with the wording and associated math of R.2 and provide clarification.

Answer 11:
For R.2 in both workstreams, the Bidder's demonstrated Total Billable Days provided in response to Criteria ID M.1 will be used to evaluate this criterion, not the Minimum Billable Days. The Bidder will be awarded points based on the sum of value of total billable days demonstrated.

Question 12:
With Reference to Attachment 4.1, Bid Evaluation Criteria, Workstream 1 – Business Management, and Workstream 2 – IT Security, Mandatory Requirement M.1 and Rated Requirement R.1: both streams require bidders to demonstrate billable days delivering informatics professional services supplying all resource categories listed in the requirements table. This requirement to demonstrate an approximate average of 1000 billable days in all the categories is restrictive to some companies and will limit the open and fair competitive nature of Tier 2 responses to this Request for Proposals.

Based on other Tier 2 solicitations that precede this RFP, would the Crown consider amending the M.1 and R.1 requirement wording to read as follows:

For Stream 1: The Bidder must have demonstrated contract experience in delivering informatics professional services in any six (6) of the following eight (8) resource categories, listed in the table below for the required minimum billable days per Resource Category.

For Stream 2: The Bidder must have demonstrated contract experience in delivering informatics professional services in any three (3) of the following four (4) resource categories, listed in the table below for the required minimum billable days per Resource Category.

Answer 12:
No, the criteria remain unchanged.

Question 13:
Under Workstream 2, Rated Evaluation Criteria R.3 "The Bidder should demonstrate its contract experience in delivering Cyber Protection Services … For each contract identified, the Bidder must have provided at least 5 resources simultaneously." Given the resource categories required under this Workstream, these resources usually work in small teams. Would the Crown consider amending the requirement to read: "…the Bidder must have provided at least 3 or 4 resources simultaneously"?

Answer 13:
In Workstream 2 – IT Security, 2.2 Corporate Point-Rated Evaluation Criteria, R.3 is amended. See RFP amendment below.

RFP AMENDMENT

1. At Attachment 4.1 Bid Evaluation Criteria, Workstream 2- IT Security, 2.2 Corporate Point-Rated Evaluation Criteria, R.3:

Delete:

> The Bidder should demonstrate its contract experience in delivering Cyber Protection Services as described in Stream 6 of TBIPS.
>
> To be accepted, the bidder must submit a summary of each contract that outlines the scope and key responsibilities. For each contract identified, the Bidder must have provided at least 5 resources simultaneously for a period of at least 3 consecutive months within the last 5 years prior to the solicitation posting date.

Insert:

> The Bidder should demonstrate its contract experience in delivering Cyber Protection Services as described in Stream 6 of TBIPS.
>
> To be accepted, the bidder must submit a summary of each contract that outlines the scope and key responsibilities. For each contract identified, the Bidder must have provided at least 4 resources simultaneously for a period of at least 3 consecutive months within the last 5 years prior to the solicitation posting date.

ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED.