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**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**

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

**Issuing Office - Bureau de distribution**  
Business Management and Consulting Services  
Division / Division des services de gestion des affaires  
et de consultation  
11 Laurier St. / 11, rue Laurier  
10C1, Place du Portage  
Gatineau, Québec K1A 0S5

<b>Title - Sujet</b> TRAINING CAPABILITY DEVELOPMENT	
<b>Solicitation No. - N° de l'invitation</b> W8486-163226/D	<b>Amendment No. - N° modif.</b> 004
<b>Client Reference No. - N° de référence du client</b> W8486-163226	<b>Date</b> 2017-10-25
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$\$ZG-402-31860	
<b>File No. - N° de dossier</b> 402zg.W8486-163226	<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 2017-11-20</b>	
<b>Time Zone</b> <b>Fuseau horaire</b> Eastern Standard Time EST	
<b>F.O.B. - F.A.B.</b> <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> Lalonde, Martin	<b>Buyer Id - Id de l'acheteur</b> 402zg
<b>Telephone No. - N° de téléphone</b> (873) 469-3955 ( )	<b>FAX No. - N° de FAX</b> (819) -
<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>

**Amendment 004 is raised to answer the following questions:**

**Question 11:** With reference to RFP, Part 3, Requirement RT.1.2 (Training Activities) We are not clear what is being asked for, and how it will influence the evaluated score. Please consider the following:

**Question 11A:** Is Canada asking the Bidder to break down each of the five contracts' dollar value month-by-month over the life of each contract, for periods of multiple months of some duration, or is Canada asking for some other kind of financial information?

**Answer 11A:** Yes, Canada requires not only the overall contract value for each contract, but a breakdown of the monthly costs as some contracts may have little to no activity during certain months or periods.

**Question 11B:** Since the only scoring points awarded are for the number of resources deployed or activities performed in up to five contracts in up to the past 5 years, could you please clarify how Canada will use any financial information over the life of 5 contracts to assess the Bidder's evaluated score?

**Answer 11B:** Although the financial information provided by the bidder will not affect the scoring criteria of MT.1.2, it is important in assessing a bidder's overall training delivery experience.

**Question 11C:** The final listed point values (for 600 points) identifies 401 training activities, whereas all the other point values identify the number of resources. We think this might be an error. Could you please clarify?

**Answer 11C:** Yes, this is an error in the English version of the RFP only. All the points should refer to resources and not training activities. *The English version of the RFP will be updated accordingly.*

**Question 12:** With reference to RFP, Part 3, Requirement RT.1.4 and RT.1.5, Could you please clarify how Canada will consider the contract value(s) in its assessment of the evaluated points?

**Answer 12:** See answers 11A and 11B.

**Question 13:** With reference to personal security clearance requirements, please confirm Canada will accept a pending security clearance and/or a duplicate clearance in process from another government department at time of bidding?

**Answer 13:** A personal security clearance request that is in process for a renewal is acceptable. A new security clearance request that is in process is unacceptable as there is a significant risk that it may be refused. We are not sure of what is implied in the term "duplicate clearance in process from another government department", only Government of Canada security clearances are acceptable.

**Question 14:** With reference to Q&A #6, Please confirm that the Contract Authority will sponsor our organization for the COSMIC facility security clearance.

**Answer 14:** Indeed, the Contract Authority, Martin Lalonde will sponsor your organization for the COSMIC facility security clearance. Please contact him via email to request the appropriate form to complete and for further information in regards of the sponsorship process.

**Question 15:** With reference to the RFP, Part 3, Section IV, Number 5, which states "for each individual who will require access to classified or protected information, assets or sensitive work sites" Please confirm this requirement applies to core resources only.

**Answer 15:** No, this applies to both Core and non-Core resources.

**Question 16:** With reference to RFP, Part 3, Requirement RT.2.1 requires, among other things:

- risk management assessment;
- tasks to be accomplished during the Transition Phase; and
- a time schedule.

With reference to RFP Part 3, Requirement RT.2.2 requires, among other things:

- risk management assessment;
- A list and description of transition activities to be completed; and
- timelines or timeframes for all activities

Could you please provide amplifying information on how bidders should answer these separate but seemingly similar sets of requirements, and clarify how Canada will evaluate the separate responses?

**Answer 16:** We acknowledge the fact that these requirements are similar, however RT.2.1 outlines in general terms how the bidder is to undertake the transition in a general manner, while RT.2.2 provides the specifics on the transition plan and its execution, to include Core and Non-Core resources. The evaluation criteria and scoring is in accordance with the details at the top of the RT.2 section (page 71/208).

**Question 17:** RFP, Annex A, Section 4.2.1 states "The Transition Phase will commence at Date of Contract award and be for a duration of approximately eight (8) to ten (10) months following

contract award", however RFP, Part 3, Requirement 2.2 states "Phase 1: Transition is defined as a period of approximately five (5) months." Could you please clarify this discrepancy?

**Answer 17:** This is an error on our part. The correct answer is in line with Annex A in that the Transition Phase will commence at Date of Contract award and be for a duration of approximately eight (8) to ten (10) months following contract award. *The current contract is scheduled to expire on March 31, 2019*

**Question 18:** We respectfully ask for a 30-day extension to the RFP closing date, to compile the extensive amount of required information and supporting documentation.

**Answer 18:** Canada is currently considering the request of extension and will respond in an upcoming amendment.

**Question 19:** Please refer to Amendment 2, Q&As 7 and 8. The bidder fully supports and welcomes both the spirit and intent of CANADA to engender an open and fair competition by permitting bidders to use experience acquired through contracts with defence agencies in NORAD (NORAD, Northern Command, US Armed Services), Europe (NATO), and ABCA (Australia, UK, Canada, New Zealand and the USA) to support the specifics of the bid requirements at MT2 and MT3. It is in this context that the following clarifications are requested regarding acceptable experience to demonstrate compliance.

a. Refer to Part 1, General Information, 1.2 Summary paragraph 1.2.2 whereby it indicates that "The national security exemption and Canadian Eyes Only restriction provided for in the trade agreements have been invoked; therefore, this procurement is excluded from all of the obligations of all the trade agreements. Competition will be restricted to Canadian companies who satisfy the security requirements described in this bid solicitation. "Canadian companies" refers to Canada - based companies, operating in Canada, and incorporated, registered, or recognized as such, under federal or provincial legislation and which carry out activities in Canada."

b. In addition, CISD confirms that in a JV, each member company must meet the facility security requirements specified in the RFP at the highest level specified, and if it is a "Canadian Eyes Only" requirement, then all JV members must be Canadian companies. For example, each firm within the JV must have a facility security clearance to the Secret II level at bid closing, and subsequently each member of the JV must be cleared to the Cosmic Top Secret Level in accordance with Part 7 Resulting contract clause at contract award (pursuant to Amendment 2, Q&A 6).

c. Furthermore, as per the SACC manual, Standard Instructions, Goods or Services, Competitive Requirements, (2003-2017-04-27) Section 04, Definition of Bidder - the term 'bidder' means "the person or entity (or in the case of a joint venture, the person or entities) submitting a bid to perform a contract for goods, services or both. It does not include the parent, subsidiaries, or other affiliates of the Bidder, or its subcontractors"

This being the case, the bidder seeks clarification and asks CANADA to confirm that in order to use experience acquired through contracts with defence agencies in NORAD (NORAD, Northern Command, US Armed Services), Europe (NATO), and ABCA (Australia, UK, Canada, New Zealand and the USA) that:

### **Questions**

**19A.** Experience must have been gained directly by a Canadian company that is the sole bidder or in the case of a JV arrangement, the experience cited for MT2 and MT3 must have been gained directly by a Canadian company that is part of the Joint Venture.

**19B.** JV members must be Canadian companies to ensure compliance with the security requirements (i.e. JV members must each hold Canadian government facility clearances).

**19C.** Only the experience of proponents counts (not subsidiaries, affiliates or parent companies, or subcontractors).

To summarize, our understanding of the responses provided at amendment 2, Q&A 7 and 8 – is that work performed outside of Canada counts only if it was performed directly by a Canadian company who is the proponent or by a Canadian company who is a member of a JV. Please confirm.

### **Answers 19:**

**19A.** YES, the company that has delivered training in support of events outside of Canada, must be a Canadian Company.

**19B.** YES, to meet the security caveats within the RFP, specifically CANADIAN EYES ONLY, Joint Venture bids must be Canadian Companies.

**19C.** YES, the experience of the proponent is the sole focus of the evaluation criteria, not subsidiaries, affiliates or parent companies, or subcontractors.

In summary, YES, work performed outside of Canada only counts if it was performed directly by a Canadian Company, who is the proponent or by a Canadian Company who is a member of a JV

**All other terms and conditions remain unchanged**

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