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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 DOCUMENT 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 PMESS - TBIPS		
Solicitation No. - N° de l'invitation W6369-16DE18/A		Amendment No. - N° modif. 003
Client Reference No. - N° de référence du client W6369-16DE18		Date 2017-11-06
GETS Reference No. - N° de référence de SEAG PW-\$IPS-002-31906		
File No. - N° de dossier 002ips.W6369-16DE18	CCC No./N° CCC - FMS No./N° VME	
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2017-11-23		Time Zone Fuseau horaire Eastern Standard Time EST
F.O.B. - F.A.B. Plant-Usine: <input type="checkbox"/> Destination: <input checked="" type="checkbox"/> Other-Autre: <input type="checkbox"/>		
Address Enquiries to: - Adresser toutes questions à: Francoeur-Massia, Diane		Buyer Id - Id de l'acheteur 002ips
Telephone No. - N° de téléphone (613) 944-5687 ()		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

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Purpose:

To respond to various enquiries regarding this solicitation and to make changes to the evaluation criteria.

QUESTIONS AND ANSWERS

QUESTION 19

Regarding the category for Business Process Re-Engineer Level 3, R6 Would the client consider including a valid Project Management Professional (PMP) Certification as a listed option as well?

ANSWER 19

Canada will not accept a PMP certification as requested. In Canada's opinion, the PMP credentials are not relevant to the work associated with this category.

QUESTION 20

Project Manager – Level 2 and Level 3. M1 on both the PM Level 2 and Level 3 ask for experience *"...performing project management tasks during the initiation and planning phases in a large Information Technology (IT) environment that has 10,000 or more users, with a project budget of \$10 Million or more."* From the data made available by the Federal Government, there are approximately 7 organizations who would have over 10,000 users. As such, this severely limits the quality of resources that will be received by the Crown. Would the Crown please change this to state 5000 or more users in order to remain more transparent and to allow for the Crown to receive the best value?

ANSWER 20

The requirements for this criteria are not limited to experience with the Federal Government of Canada. Therefore the number of IT environments that have the required number of users is likely greater. That said, Canada has an operational requirement for resources with this level of experience. However, in order to remain consistent with the experience requirements between category levels, Canada agrees to reduce the required level of experience under M1 for the Level 2 Project Manager only. See changes section below for revision.

QUESTION 21

With regards to the Project Manager Level 2 and Level 3 Requirements: R1. States that *"...the contractor should clearly demonstrate that the proposed resource has one of the following academic credentials: A degree from a recognized University in the sciences, engineering or information management, or..."* Could you specify what degrees *in the sciences* would be deemed acceptable? i.e. would a degree in Social Sciences be valid? Also, since this is a Project Management position, would a Master's Degree in Project Management be a valid degree?

ANSWER 21

Given the potential number of degrees, Canada is not able to list what degrees in the sciences would be deemed acceptable at this time. However, for the purpose of this criteria, Canada will accept a Degree in Social Sciences from a recognized University as well as a Master's Degree in Project Management from a recognized University, provided all the requirements of this criteria are met.

QUESTION 22

With respect to P.9 Project Manager Level 3, Point-Rated Requirement R1: Can the Crown please confirm that an MBA, from a recognized university, with a specialization in IT, General/International

Business Management would be accepted as an appropriate academic credential to meet this requirement?

ANSWER 22

Yes, for the purpose of this criteria, Canada will accept an MBA, from a recognized university, with a specialization in IT, General/International Business Management, provided all the requirements of this criteria are met.

QUESTION 23

With respect to A.8 System Analyst Level 3: Can the Crown please confirm that a Computer Programming diploma, obtained from a recognized college and through a 2 year program, would be accepted as meeting the required academic credentials?

ANSWER 23

Yes, for the purpose of this criteria, Canada will accept a 2-year Computer Programming diploma, obtained from a recognized college, provided all the requirements of this criteria are met.

QUESTION 24

Based on the pricing schedule provided to bidders, Canada is estimating over 8160 billable days or 61,200 hours of work under Workstream A in the first year under this supply arrangement. Despite this high level of estimated delivery, Canada has grouped 4 distinct "classes" under a single workstream – Workstream A. Given that the incumbent value of this contract totals over \$28 million, will Canada allow bidders to bid on individual classes, to enable greater competition and avoid the perception that special treatment is being granted to the incumbent provider? Allowing bidders to submit to individual classes will enable better, adequate, and more comprehensive service delivery under the contract, as providers will be encouraged to focus on their unique capabilities within the National Capital Region.

Will Canada accept pending status under the TBIPS re-compete for one resource category if all other 52 categories are held by the bidder?

Canada has stated that "up to three contracts" will be rewarded for Workstream A. Please confirm that this doesn't mean that Canada guarantees that 3 suppliers will be awarded contract under Workstream A, and that **3 or less bidders** can obtain a contract for the work outlined in Workstream A?

Based on our evaluation of the RFP, Canada has compiled multiple separate TBIPS work streams into a larger work stream entitled "Workstream A". This has combined Application Services, Geomatics Services, IM/IT Services, Business Services and Project Management services into one single stream. This is contrary to the TBIPS supply vehicle requirements for services. Canadian Businesses must work hard to qualify for each of these streams. If Canada releases a competition for project management services it cannot preclude vendors that offer project management services from competing simply because they do not supply geomatics services. This unfairly benefits large, legacy/Incumbent suppliers and prevents fair competition for Canadian businesses. We recommend Canada abide by the TBIPS requirements for services and allow vendors to compete by a TBIPS stream by stream basis. Not only does this ensure fair competition for all qualified TBIPS suppliers, but also ensures Canada gets the best qualified supplier for each stream, at the best value.

Subsequent to Amendment 1, question 1, Canada has refused to divide the service class into independent workstreams, where multiple firms can submit a response; and this is despite the very clear and distinct differences between service classes outlined, such as those between Geomatics and Project Management. Based on the way this RFP is currently written, Canada is precluding the majority of large IM/IT providers in the National Capital Region from competition. Given the estimated value of over \$28 Million, it is imperative that Canada does not contravene regulations on fair competition in IM/IT procurement. Will Canada allow bidders to respond to independent work classes to foster deeper

competition within our marketplace? The justification under amendment 1 that "dividing this Workstream into smaller requirements would not meet client needs" does not offer a sufficient reason to the concerns outlined by prospective bidders, and it underlines the responsibility that Canada has to conduct this procurement in a fair manner.

The current limitation Canada has imposed that vendors holds all resource categories (ranging from Geomatics to Project Management) will limit the number of bids that Canada receives to (potentially) less than 3. Given this, the rates that Canada ends up with will end up being unfairly high when taken in comparison to market norms. Will Canada enable bidders to respond to independent work classes to ensure it receives fair pricing for the services described?

ANSWER 24

Will Canada allow bidders to bid on individual classes, to enable greater competition and avoid the perception that special treatment is being granted to the incumbent provider? Will Canada allow bidders to respond to independent work classes to foster deeper competition within our marketplace?

See Answer 10 of amendment 002.

Will Canada accept pending status under the TBIPS re-compete for one resource category if all other 52 categories are held by the bidder?

No. See article 1.2(g) of the solicitation and Answer 6 of Amendment 002.

Canada has stated that "up to three contracts" will be rewarded for Workstream A. Please confirm that this doesn't mean that Canada guarantees that 3 suppliers will be awarded contract under Workstream A, and that **3 or less bidders** can obtain a contract for the work outlined in Workstream A?

Please refer to Article 4.4 – Basis of Selection for the selection process to be utilised for each Workstream. Note as well that sub article (d) states "A maximum of three contract(s) for Workstream A, and one contract for Workstream B, may be awarded in total as a result of this solicitation."

The current limitation Canada has imposed that vendors holds all resource categories (ranging from Geomatics to Project Management) will limit the number of bids that Canada receives to (potentially) less than 3.

Our review indicates that the number of TBIPS SA holders eligible to compete for all the Resource Categories under Workstream A is substantially greater than the amount of bids estimated in this enquiry.

QUESTION 25

Would DND allow vendors to bid on this RFP with a Controlled Goods Program certification in progress?

ANSWER 25

Please refer to SACC Manual clause A9130T (2014-11-27) Controlled Goods Program – Bid which is incorporated by reference into this solicitation. The full text of the subject clause may be found at the following address: <https://buyandsell.gc.ca/policy-and-guidelines/standard-acquisition-clauses-and-conditions-manual/5/A/A9130T/9>.

QUESTION 26

With respect to Part 7 – Resulting Contract Clauses; 7.2 Task Authorization, paragraph (b) sub paragraph (ii) on page 28 of the solicitation:

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If a contractor refuses a TA under the contract, it is our understanding from the above clause that the funds would be reallocated as follows (building on the example provided by the Crown):

Contractor	Total Funds	TA Value	Comment	Funds reallocation	Funds Remaining on Contract after TA
X	\$7,314,000.00	\$250,000	Contractor X refuses TA	$\$7,314,000.00 - \$250,000.00 = \$7,064,000.00$	\$7,064,000.00
Y	\$6,642,000.00		Contractor Y offered the TA and accepts	$\$6,642,000.00 + \$250,000 = \$6,892,000.00$	\$6,642,000.00
Z	\$6,044,000.00		Contract Z was never offered the TA		

Can the Crown please confirm that our understanding of the above clause is correct? If contractor X accepts the TA and submits a candidate, but the candidate is rejected, does the Crown submit the TA to Vendor Y and/ or Z? Would vendor X effectively loose the TA Value against their allocation?

ANSWER 26

The "re-allocation" provisions described in this clause are discretionary on the part of the Contracting Authority therefore Canada is not in a position to further define, and/or reword, and/or speculate on how funds will be re-allocated under the subject clause based on a future scenario that may or may not occur. Re-allocation, if applicable, will be determined during contract performance in accordance with the contract terms and conditions.

Since multiple provisions under the contract may apply to refusal and/or rejection of resources, Canada is not in a position to describe at this time how a particular scenario will be interpreted for a potential future event.

CHANGES

Based on questions received from Bidders, Canada agrees to make the following changes:

P.9 PROJECT MANAGER LEVEL 2		CONTRACTOR'S RESPONSE	
ITEM #	MANDATORY CRITERIA	DEMONSTRATED EXPERIENCE (CONTRACTOR TO INSERT DATA)	INSERT PAGE # OF RESUME

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M1	The Contractor must clearly demonstrate that the proposed resource has a minimum of five years' experience, within the last ten years, performing project management tasks during the initiation and planning phases in <u>an large</u> Information Technology (IT) environment that has <u>at least 5,000</u> 10,000 or more users, with a project budget of \$10 Million or more.		
M2	The Contractor must clearly demonstrate that the proposed resource has a minimum of five years' experience, within the last ten years, managing the implementation of Information Technology systems projects.		
M3	The Contractor must clearly demonstrate that the proposed resource has a minimum of five years' experience, within the last ten years, implementing release management processes supporting the delivery of Information Technology systems project.		
M4	The Contractor must clearly demonstrate that the proposed resource has a minimum of five years' experience, within the last ten years, implementing risk and issue management processes supporting the delivery of Information Technology systems project.		

ALL OTHER TERMS AND CONDITIONS REMAIN THE SAME