



## 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

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

### 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

<b>Title - Sujet</b> Search & Rescue Mission Mgmt System	
<b>Solicitation No. - N° de l'invitation</b> W8474-17SM06/B	<b>Amendment No. - N° modif.</b> 004
<b>Client Reference No. - N° de référence du client</b> W8474-17SM06	<b>Date</b> 2017-11-16
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$IPS-004-31878	
<b>File No. - N° de dossier</b> 004ips.W8474-17SM06	<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 2017-12-18</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> Patel, Ankoor	<b>Buyer Id - Id de l'acheteur</b> 004ips
<b>Telephone No. - N° de téléphone</b> (873) 469-4970 ( )	<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>

<b>Solicitation No. – N° de l'invitation</b> W8474-17SM06/B	<b>Amd. No – N° de la modif.</b> 004	<b>Buyer ID – Id de l'acheteur</b> 004ips
<b>Client Ref. No. – N° de réf. De client</b> W8474-17SM06	<b>File No. – N° du dossier</b> 004ips W8474-17SM06	<b>CCC No./ N° CCC – FMS No/ N° VME</b>

## AMENDMENT NO. 004

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This amendment is raised to revise the RFP and answer Bidders' questions.

### RFP REVISIONS:

#### 1. At Page 1 of the RFP, Solicitation Closes:

Delete: 2017-11-27

Insert: 2017-12-18

#### 2. Changes to the Security Requirement will be made in subsequent amendments to follow soon.

### QUESTIONS AND ANSWERS:

#### Question 15:

Section 2.1 – Definition of Bidder in SACC 2003 (2017-04-24) Standard Instructions - Goods or Services - Competitive Requirements:

The definition of "Bidder" as used in the above referenced SACC Manual clauses, excludes subcontractors and prevents a Systems Integrator (SI) and COTS vendor combination to bid. We believe that the experience of COTS subcontractors/partners should be taken into consideration and encouraged to provide the best solution and value to the Crown. We, as a global firm, work with a large eco-system of industry leading COTS providers, some of which develop Search and Rescue Mission Management Systems that the Crown would benefit from.

Where the Crown's requirements are as extensive as set out in the RFP, and the bidders are required to declare all software components, the proven experience of industry leading COTS solutions providers should be allowed. We therefore seek confirmation that the experiences of subcontractors of a Bidder and/or SI and COTS vendor combinations will be accepted as part of an RFP response for the mandatory and rated criteria evaluation.

#### Answer 15:

After review, Canada has decided to keep the RFP the same.

#### Question 16:

Canada has stated that only the bidder's experience and qualifications are eligible to meet the mandatory criteria outlined in the RFP. This approach is extremely unusual in a procurement of this nature. Canada has further stated that a Joint Venture is the only mechanism where a team's qualifications may be used to meet the mandatory requirements, despite the fact that joint ventures are highly improbable arrangements, requiring significant investment, complex legal structures and time to establish for a bid with such a short (and inflexible) duration bid period. It seems that Canada is intent on

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eliminating Small and Medium Enterprise's (SME's) who on their own cannot meet the mandatory requirements but who may by entering into traditional Prime – Sub relationships. This approach seems to be contrary to all published policies on open and fair competitions, support for innovation and SME's and deriving the best value for Canada. Please explain the rationale and benefit to Canada of restricting the definition of the bidder as described in amendment 002?

**Answer 16:**

After review, Canada has decided to keep the RFP the same. The rationale of the definition of the Bidder as described in amendment 002 is because Canada does not have a contractual relationship with any sub-contractors that would require performance from them. With regards to a joint-venture, if applicable, please also see instructions on how to bid as a joint-venture in subsection 17 of 2003, Standard Instructions - Goods or Services - Competitive Requirements of the SACC manual, which is referenced in Part 2 of the bid solicitation.

**Question 17:**

For all questions regarding an extension of the RFP closing date.

**Answer 17:**

A 3-week extension will be granted.

**Outstanding Questions:**

Outstanding questions will be answered in subsequent amendments to follow soon

**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**

**PLACE DU PORTAGE, PHASE III**

**MAIN LOBBY, ROOM 0A1**

**11 LAURIER STREET**

**GATINEAU, QUEBEC K1A 0S5**