



**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> Professional Services Resources	
<b>Solicitation No. - N° de l'invitation</b> W8474-187474/A	<b>Amendment No. - N° modif.</b> 007
<b>Client Reference No. - N° de référence du client</b> W8474-187474	<b>Date</b> 2017-12-11
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$IPS-011-31974	
<b>File No. - N° de dossier</b> 011ips.W8474-187474	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2017-12-14</b>	<b>Time Zone</b> Fuseau horaire Eastern Standard Time EST
<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> Tardif, Jean-Francois	<b>Buyer Id - Id de l'acheteur</b> 011ips
<b>Telephone No. - N° de téléphone</b> (819) 420-6351 ( )	<b>FAX No. - N° de FAX</b> ( ) -
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b> To be inserted upon award	

**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 (type or print)</b> <b>Nom et titre de la personne autorisée à signer au nom du fournisseur/ de l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b>	
<b>Signature</b>	<b>Date</b>

Solicitation No. – N° de l'invitation W8474-187474/A	Amd. No – N° de la modif.	Buyer ID – Id de l'acheteur 011IPS
Client Ref. No. – N° de réf. De client W8474-187474	File No. – N° du dossier 011IPS. W8474-187474	CCC No./ N° CCC – FMS No/ N° VME

## Amendment to the Solicitation 007

This amendment to the solicitation is raised to:

1. Provide answers to Bidders questions in relation to this Request for Proposal (RFP).

### 1. Answers to Questions 22 and 23 (Question #21 is a Proprietary question).

\*\*\*\*\*

#### Question #22:

RE: CM2 On-boarding

We respectfully request that DND allow a four month start up period to on-board resources. We have contracts that otherwise qualify but start around holiday periods (summer, end of the year) so there was a break in project staffing.

RE: Contract Duration

Please consider reducing the minimum contract duration from 24 to 18 months for CM1 and CM2 only. If a Bidder can show that it can on-board 6 or more resources in an initial 3 month period and sustain that level of resourcing for at least 6 months then the capability that DND seeks to assess is met. By requiring a 24 month duration DND is not allowing Bidder to present recent contracts. It is effectively saying that experience on-boarding PeopleSoft resources 5 years ago is more relevant than experience within in the last year and a half. We believe that allowing more recent contracts is a better assessment of a Bidder's performance in the current marketplace. Further, DND's CPR-1 already measures a Bidder's experience in holding a contract over two years. By allowing the contracts presented in CM1 to be of an 18 month duration then Bidders can present more recent and relevant experience in CM2.

#### Answer #22:

Solicitation No. – N° de l’invitation W8474-187474/A	Amd. No – N° de la modif.	Buyer ID – Id de l’acheteur 011IPS
Client Ref. No. – N° de réf. De client W8474-187474	File No. – N° du dossier 011IPS. W8474-187474	CCC No./ N° CCC – FMS No/ N° VME

Canada has already considered the question and has decided that no changes will be made to CM2 for operational reasons.

\*\*\*\*\*

### Question #23:

Answer #20 of Amendment #6 indicates that the estimated total number of resources is not factored in the calculation and that only Columns D and E are being calculated to total Column F. While it is true that only Columns D and E are in the formula to calculate Column F, the formula in Column D is factoring the number of resources taken from Column C – therefore, Column C is factored into the calculation of Column F.

INITIAL CONTRACT PERIOD:					
Initial Contract Period Year 1					
(A)	(B)	(C)	(D)	(E)	(F)
Resource Category	Level of expertise	Estimated Number of resources	Estimated Numbers of Days per resource	Firm Per Diem Rate	TOTAL COST (D x E)
A.1 Application/Software Architect	Level 3	1	220		\$ -
A.2 ERP Functional Analyst	Level 3	8	=220*C10		\$ -
A.2 ERP Functional Analyst	Level 2	4	880		\$ -
A.3 ERP Programmer Analyst	Level 3	7	1540		\$ -
A.3 ERP Programmer Analyst	Level 2	4	880		\$ -

By including differences in the Number of Resources between all the categories, it encourages vendors to “underprice” rates for the categories with higher Number of Resources in order to keep their Total Price down for financial evaluation.

To ensure the winning bid includes fair market rates which are available to contract qualified professionals over the next three years, would the Crown consider removing the weighting factor (Number of Resource) or adjust it to be the same number for each resource category?

### Answer #23:

The estimated number of resources for each category is provided in order to show the potential scope of the requirement. Should any of the proposed rates be determined to be unreasonably low in accordance with Article 4.3 (d) of this bid solicitation, Canada may request price support. As such, the Pricing Schedule will not be adjusted.

<b>Solicitation No. – N° de l’invitation</b> W8474-187474/A	<b>Amd. No – N° de la modif.</b>	<b>Buyer ID – Id de l’acheteur</b> 011IPS
<b>Client Ref. No. – N° de réf. De client</b> W8474-187474	<b>File No. – N° du dossier</b> 011IPS. W8474-187474	<b>CCC No./ N° CCC – FMS No/ N° VME</b>

\*\*\*\*\*