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K1A 0S5

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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K1A 0S5

Title - Sujet Professional Services - TBIPS 2	
Solicitation No. - N° de l'invitation EP597-180057/A	Amendment No. - N° modif. 005
Client Reference No. - N° de référence du client 20180057	Date 2018-04-06
GETS Reference No. - N° de référence de SEAG PW-\$\$EL-618-32294	
File No. - N° de dossier 618el.EP597-180057	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2018-04-19	Time Zone Fuseau horaire Eastern Daylight Saving Time EDT
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Telephone No. - N° de téléphone (613) 858-9817 ()	FAX No. - N° de FAX () -
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Instructions: See Herein

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The Request for Proposal (RFP) Amendment 005 is raised to answer questions received from Bidders and amend the RFP accordingly.

QUESTIONS AND ANSWERS

Question 28: In Appendix 1 to Attachment 2, the Crown is requiring several resources (Application/Software Architect Level 3, Programmer/Analyst Level 3, System Analyst Level 3, Tester Level 3, Data Conversion Specialist Level 3, and Project Manager Level 3) to demonstrate a minimum of three (3) projects in the last five (5) years with OpenText Content Server version 10.5 or more recent. Given that version 10.5 of OpenText Content Server was only released for production in December 2013, the requirement for three (3) projects since release of OpenText Content Server 10.5 is restrictive, especially because Government of Canada departments/agencies didn't really start upgrading to version 10.5 until 2015. Further, the requirement for three projects with version 10.5 disadvantages qualified resources who have worked on longer term GCDOCS (OpenText Content Server 10.5) development/implementation projects.

Given this, would the Crown please consider amending these requirements in Appendix 1 to Attachment 2 to require a minimum of three (3) projects with a minimum duration of six (6) months or a minimum of two (2) years of experience with OpenText Content Server (version 10.5 or more recent)?

Answer 28: Yes, Canada will accept two years of experience with OpenText Content Server (version 10.5 or more recent) as equivalent to three projects of experience with OpenText Content Server (version 10.5 or more recent) for the WS4 resource categories listed below. **See RFP change no. 16 below.**

- 1. Application / Software Architect (Level 3) (OpenText Content Server)
- 2. Programmer / Analyst (Level 3) (OpenText Content Server)
- 3. System Analyst (Level 3) (OpenText Content Server)
- 4. Tester (Level 3) (OpenText Content Server)
- 6. Data Conversion Specialist (Level 3) (OpenText Content Server)
- 8. Business Process Re-engineering Consultant (Level 3) (Workflow)
- 12. Project Manager (Level 3) (OpenText Content Server)

Question 29: R-2.1 and R-3.2 for Workstream 5 ask for certifications that align to resources who provide Functional Analysis work i.e. SAP FI, MM, CO, FM, HR. However, the RFP also asks to provide experience with SAP Technical Analysis. Moreover the SOW requires strength in SAP Netweaver and Business Intelligence, in addition to SAP Functional Analysis. Will the Crown please confirm that aligning the certifications in R-2.1 and R-3.2 by awarding 5 points for the following SAP Technical certifications that align to SAP Technical Analysis work:

- SAP NetWeaver Business Warehouse
- SAP NetWeaver Business Intelligence
- SAP NetWeaver Portal
- SAP NetWeaver ABAP
- SAP HANA
- SAP Business Objects
- SAP BASIS

Answer 29: The RFP has been amended to add the requested Certifications (with the exception of SAP HANA). **See RFP changes no. 13 & 14 below.**

Question 30: In Appendix 1 to Attachment 2, Bidder Response Table, Requirement 2-3.2: Proposed Resources are requested to demonstrate 5 years of SAP experience in the last 7 years using SAP NetWeaver Business Warehouse (version 7.4 or more recent) and SAP NetWeaver Portal (version 7.4 or more recent).

Version 7.4 of SAP NetWeaver was released in May of 2013, making this requirement unduly restrictive by requiring resources to have been working with version 7.4 of SAP NetWeaver consistently since the day it was released in order to demonstrate 5 years.

Version 7.3 of SAP NetWeaver was released in 2011 – please confirm this requirement should demonstrate experience with Version 7.3 of SAP NetWeaver or later.

Answer 30: The RFP has been amended **See RFP change no. 15 below.**

Question 31: Would the client accept a Certified SAP Solution Consultant Supply Chain Management (SCM) Certification to meet R-2.1 and R-3.2 requirement in Workstream 5?

Answer 31: The request has been reviewed, however the IFMS footprint does not have SCMS functionality. The requirement remains unchanged.

Question 32: Would the client accept the following certifications in addition to the certifications currently listed to meet R-2.1 and R-3.2 requirements in Workstream 5:

- a. SAP Certified Business Warehouse Consultant BW 3.5
- b. SAP Business Warehouse (BW/BI) Solution Consultant
- c. SAP Certified Development Associate – ABAP with SAP NetWeaver 7.0
- d. SAP Certified Development Associate – Business Intelligence with SAP NetWeaver 7.0
- e. SAP NetWeaver 2004s – Exchange Infrastructure & Integration
- f. SAP Certified Application Associate – Business Intelligence (BI) with SAP NetWeaver 7.0
- g. SAP Certified Solution Consultant SAP NetWeaver 2004s – Business Intelligence 7.0
- h. SAP Certified Development Associate – ABAP NetWeaver 7.31

Answer 32: The RFP has been amended to add the additional Certifications. **See RFP changes no. 13 & 14 below.**

Question 33: Would the client please include SAP Sales and Distribution (SD) Certification to meet R-2.1 and R-3.2 requirements in order to be consistent with the rest of the rated requirements (it is listed in R-2.2 and R-3.3)?

Answer 33: The RFP has been amended to add the additional Certifications. **See RFP changes no. 13 & 14 below.**

Question 34: Would the client accept Application Consultant 'Sales and Distribution' for SAP System R/3, Release 4.0 Certification?

Answer 34: The request has been reviewed, the requirement remains unchanged.

Question 35: Would the client accept ABAP Version 4 certification to meet R-2.1 and R-3.2 requirements in Workstream 5?

Answer 35: The request has been reviewed, the requirement remains unchanged.

Question 36: Would the client accept SAP Certified Associate SAP HANA SPS8 certification to meet R-2.1 and R-3.2 requirements in Workstream 5?

Answer 36: The request has been reviewed, the requirement remains unchanged.

Question 37: Would the client accept SAP Certified Application Consultant ABAP/4 Workbench certification to meet R-2.1 and R-3.2 requirements in Workstream 5?

Answer 37: The RFP has been amended to add the additional Certification. See RFP changes no. 13 & 14 below.

Question 38: Would the client accept SAP Certified Application Associate – SAP BusinessObjects Web Intelligence 4.1 and 4.0 certifications to meet R-2.1 and R-3.2 requirements in Workstream 5?

Answer 38: The request has been reviewed, the requirement remains unchanged.

Question 39: Would the client accept Certified Technology Consultant in SAP Security certification to meet R-2.1 and R-3.2 requirements in Workstream 5?

Answer 39: The RFP has been amended to add the additional Certification. See RFP changes no. 13 & 14 below.

Question 40: Our question is pertaining to Amendment 3 Answer 17. As re-iterated in Amendment 1 Answer 4, it is clear that the definition of Bidder does not extend to the parent, subsidiary or affiliate of the Bidder. Further, corporate experience is only valid if it is that of the Bidder and can be confirmed by the client for the services. So please confirm that for all the corporate requirements the end-client contract for the services (of the resources presented) must have been held directly by the Bidder.

Answer 40: Answer 4 under RFP Amendment Number 001 is correct. Answer 17 under RFP Amendment 003 is incorrect and is replaced as follows:

The Bidder definition remains unchanged as stated under section 04 of the 2003 (2017-04-27) Standard Instructions - Goods or Services - Competitive Requirements: "Bidder" means the person or entity (or, in the case of a joint venture, the persons 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. (RFP Amendment 003 - Answer 17 revised as follows: The Bidder must have provided the services of the resource directly to an end client).

Question 41: In Workstream 5, Corporate Criteria M-1 requires the Bidder to demonstrate a minimum of three (3) Customer Reference Contracts with a cumulative billed value of \$5,000,000 within the last 5 years where one (1) contract must have been for a Government of Canada Department or Agency. Would the Crown please consider amending the criteria to read "Of the three Customer Reference Contracts provided, at least one contract must have been for a Canadian government client (Federal, Provincial, or Municipal department/agency) and had a minimum billed value of \$1,000,000.00 (Canadian, including taxes)"?

Answer 41: The RFP has been designed to foster competition while respecting trade agreements. The request has been reviewed, the RFP remains unchanged.

Question 42: We have invested in building local resource capability here in Ottawa that meet the resource requirements of this RFP, and thus request that the definition of bidder be extended to include parent and affiliates to demonstrate our world class projects that bring relevant experience leveraged by our local resource team for Government of Canada clients. How we are structured should not be a handicap to our ability to participate in this competitive process. We recommend the definition of bidder be extended to included Parent and affiliates to provide the Government of Canada a broader base of suppliers with experience in implementations and upgrades of versions of Software that it is planning e.g. PeopleSoft HCM v. 9.1 and 9.2.

Answer 42: Refer to Answer 4 under RFP Amendment 001.

Question 43: Would the Crown consider updating the Definition of Bidder extracted from a previous Canada Federal solicitation as follows?

For the purposes of the mandatory technical criteria and the point-rated criteria, the definition of "Bidder" per SACC 2003 Definition of Bidder of Standard Instructions 2003 is replaced with the following definition of Bidder:

"Bidder" means the person or entity (or, in the case of a joint venture, the persons or entities) submitting a bid to perform a contract for goods, services or both. It also includes the parent, subsidiaries or other affiliates of the Bidder, and association of entities*.

*An "Association of Entities" means separate legal entities within a formally organized professional services network, where all members of the network operate using a common brand, with shared access to intellectual property and talent resources and integrated technology, methodology, strategies and policies across the network.

Answer 43: Refer to Answer 4 under RFP Amendment 001.

Question 44: It is our observation that the minimum M-1 mandatory requirements differ significantly per workstream although expected resource utilization seems fairly consistent across each. The exception is Workstream 3 however which requires only \$750,000 billed contract value with no associated 12-month surge minimum. The minimum contract value of a Tier 2 contract in this field is \$2M for this supply arrangement. This does not seem to be a sufficient minimum criteria value for the type of work that PSPC is seeking through this procurement vehicle and may unfortunately qualify Bidders who do not have the necessary internal capacity and experience at the anticipated level and volume.

- a) Can Canada provide clarity regarding the minimum requirements for Workstream 3 which differ significantly to the other workstreams?
- b) Would Canada consider raising the minimum billed contract value to \$5M which is more consistent with the other workstreams as well as establish a minimum 12 month period surge value of \$1,000,000?
- c) Can Canada further confirm that all contract values provided in support of this requirement have to have been delivered and invoiced prior to the issuance date of the RFP and not just reflective of the total contract value?

Answer 44:

a) and b) The RFP has been designed to foster competition and as such Canada has established the minimum thresholds for each workstream separately to reflect maturity of the local market. The request has been reviewed, the RFP remains unchanged.

c) Confirmed, the amount must be the billed amount as of the RFP issuance date as stipulated in the requirement, not the potential value of the contract.

RFP AMENDMENT

13. At Attachment 2 Bid Evaluation Criteria, Workstream 5 Financial Systems Professional Services, R-2
SAP ECC Experience of Identified Resources

DELETE:

R-2.1	<p>Certification</p> <p>The identified resource holds one of the following SAP technical certifications:</p> <ul style="list-style-type: none"> • SAP NetWeaver – SAP Security Certified Technology Consultant; • SAP FI Academy Certification; • SAP Material Management (MM) Certification; • SAP Financial Accounting (FI) Certification; • SAP Project Systems (PS) Certification; • SAP Controlling (CO) Certification; • SAP Funds Management (FM) Certification; • SAP Human Resources (HR) Certification
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INSERT:

R-2.1	<p>Certification</p> <p>The identified resource holds one of the following SAP technical certifications:</p> <ul style="list-style-type: none"> • SAP NetWeaver – SAP Security Certified Technology Consultant • SAP FI Academy Certification • SAP Material Management (MM) Certification • SAP Financial Accounting (FI) Certification • SAP Project Systems (PS) Certification • SAP Controlling (CO) Certification • SAP Funds Management (FM) Certification • SAP Human Resources (HR) Certification • <u>SAP NetWeaver Business Warehouse</u> • <u>SAP NetWeaver Business Intelligence</u> • <u>SAP NetWeaver Portal</u> • <u>SAP NetWeaver ABAP</u> • <u>SAP Business Objects</u> • <u>SAP BASIS</u> • <u>SAP Certified Business Warehouse Consultant BW 3.5</u> • <u>SAP Business Warehouse (BW/BI) Solution Consultant</u> • <u>SAP Certified Development Associate – ABAP with SAP NetWeaver 7.0</u> • <u>SAP Certified Development Associate – Business Intelligence with SAP NetWeaver 7.0</u> • <u>SAP NetWeaver 2004s – Exchange Infrastructure & Integration</u> • <u>SAP Certified Application Associate – Business Intelligence (BI) with SAP NetWeaver 7.0</u> • <u>SAP Certified Solution Consultant SAP NetWeaver 2004s – Business Intelligence 7.0</u> • <u>SAP Certified Development Associate – ABAP NetWeaver 7.31</u>
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	<ul style="list-style-type: none"> • <u>SAP Sales and Distribution (SD) Certification</u> • <u>SAP Certified Application Consultant ABAP/4 Workbench</u> • <u>SAP Certified Technology Consultant in SAP Security</u> • <u>SAP Certified Technology Associate -Authorization and Auditing Certification</u>
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14. At Attachment 2 Bid Evaluation Criteria, Workstream 5 Financial Systems Professional Services, R-3 Bench Strength (SAP Financial Systems)

DELETE:

R-3.2	Certification The identified resource holds one of the following SAP technical certifications: <ul style="list-style-type: none"> • SAP NetWeaver – SAP Security Certified Technology Consultant; • SAP FI Academy Certification; • SAP Material Management (MM) Certification; • SAP Financial Accounting (FI) Certification; • SAP Project Systems (PS) Certification; • SAP Controlling (CO) Certification; • SAP Funds Management (FM) Certification; • SAP Human Resources (HR) Certification
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INSERT:

R-3.2	Certification The identified resource holds one of the following SAP technical certifications: <ul style="list-style-type: none"> • SAP NetWeaver – SAP Security Certified Technology Consultant • SAP FI Academy Certification • SAP Material Management (MM) Certification • SAP Financial Accounting (FI) Certification • SAP Project Systems (PS) Certification • SAP Controlling (CO) Certification • SAP Funds Management (FM) Certification • SAP Human Resources (HR) Certification • <u>SAP NetWeaver Business Warehouse</u> • <u>SAP NetWeaver Business Intelligence</u> • <u>SAP NetWeaver Portal</u> • <u>SAP NetWeaver ABAP</u> • <u>SAP Business Objects</u> • <u>SAP BASIS</u> • <u>SAP Certified Business Warehouse Consultant BW 3.5</u> • <u>SAP Business Warehouse (BW/BI) Solution Consultant</u> • <u>SAP Certified Development Associate – ABAP with SAP NetWeaver 7.0</u> • <u>SAP Certified Development Associate – Business Intelligence with SAP NetWeaver 7.0</u> • <u>SAP NetWeaver 2004s – Exchange Infrastructure & Integration</u>
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	<ul style="list-style-type: none"> • <u>SAP Certified Application Associate – Business Intelligence (BI) with SAP NetWeaver 7.0</u> • <u>SAP Certified Solution Consultant SAP NetWeaver 2004s – Business Intelligence 7.0</u> • <u>SAP Certified Development Associate – ABAP NetWeaver 7.31</u> • <u>SAP Sales and Distribution (SD) Certification</u> • <u>SAP Certified Application Consultant ABAP/4 Workbench</u> • <u>SAP Certified Technology Consultant in SAP Security</u> • <u>SAP Certified Technology Associate -Authorization and Auditing Certification</u>
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15. At Attachment 2 Bid Evaluation Criteria, Workstream 5 5 Financial Systems Professional Services, Appendix 1 to Attachment 2, M-1 Bidder Response Tables (Identified Resources, WS5), Table 3. ERP Technical Analyst (Level 3) (SAP)

INSERT:

Attachment 2 - 1.2	<p>Minimum experience with SAP.</p> <p>The identified resource must have a minimum of five years of experience, within the seven years preceding the issuance date of this RFP, monitoring and performing administrative tasks required to maintain an SAP landscape including, at a minimum, the following environments:</p> <ul style="list-style-type: none"> • SAP ECC (version 6 or more recent); • SAP Solution Manger (version 7.1 or more recent); • SAP NetWeaver Business Warehouse (version 7.4 or more recent); and • SAP NetWeaver Portal (version 7.4 or more recent).
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INSERT:

Attachment 2 - 3.2	<p>Minimum experience with SAP.</p> <p>The identified resource must have a minimum of five years of experience, within the seven years preceding the issuance date of this RFP, monitoring and performing administrative tasks required to maintain an SAP landscape including, at a minimum, the following environments:</p> <ul style="list-style-type: none"> • SAP ECC (version 6 or more recent); • SAP Solution Manger (version 7.1 or more recent); • SAP NetWeaver Business Warehouse (<u>version 7.3</u> or more recent); and • SAP NetWeaver Portal (<u>version 7.3</u> or more recent).
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16. At Attachment 2 Bid Evaluation Criteria, Workstream 4 GCDOCS Document Management Professional Services, Appendix 1 to Attachment 2, Bidder Response Tables (Identified Resources, WS4)

INSERT: The following note to each of the applicable resource categories as indicated:

Attachment 2-1.2	Minimum experience with OpenText Content Server. Note: Canada will accept as equivalent to three projects, two years of experience that meets the stated requirement.
Attachment 2-2.2	Minimum experience with OpenText Content Server. Note: Canada will accept as equivalent to three projects, two years of experience that meets the stated requirement.
Attachment 2-3.2	Minimum experience with OpenText Content Server. Note: Canada will accept as equivalent to three projects, two years of experience that meets the stated requirement.
Attachment 2-4.2	Minimum experience with OpenText Content Server. Note: Canada will accept as equivalent to three projects, two years of experience that meets the stated requirement.
Attachment 2-6.2	Minimum experience with OpenText Content Server. Note: Canada will accept as equivalent to three projects, two years of experience that meets the stated requirement.
Attachment 2-8.2	Minimum experience with OpenText Content Server. Note: Canada will accept as equivalent to three projects, two years of experience that meets the stated requirement.
Attachment 2-12.2	Minimum experience with OpenText Content Server. Note: Canada will accept as equivalent to three projects, two years of experience that meets the stated requirement.

ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED.