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**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

Terrasses de la Chaudière 4th Floor

10 Wellington Street

Gatineau

Quebec

K1A0S5

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|---|--|
| <b>Title - Sujet</b><br>Informatics Professional Services   |  |
| <b>Solicitation No. - N° de l'invitation</b><br>W6369-17P5LQ/A  | <b>Amendment No. - N° modif.</b><br>006                                    |
| <b>Client Reference No. - N° de référence du client</b><br>W6369-17P5LQ   | <b>Date</b><br>2018-04-19  |
| <b>GETS Reference No. - N° de référence de SEAG</b><br>PW-\$IPS-011-32312   |  |
| <b>File No. - N° de dossier</b><br>011ips.W6369-17P5LQ  | <b>CCC No./N° CCC - FMS No./N° VME</b>                                     |
| <b>Solicitation Closes - L'invitation prend fin<br/>at - à 02:00 PM<br/>on - le 2018-04-30</b>  | <b>Time Zone<br/>Fuseau horaire</b><br>Eastern Daylight Saving<br>Time EDT |
| <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><br>Tardif, Jean-Francois  | <b>Buyer Id - Id de l'acheteur</b><br>011ips                               |
| <b>Telephone No. - N° de téléphone</b><br>(613) 286-6185 ( )  | <b>FAX No. - N° de FAX</b><br>( ) -  |
| <b>Destination - of Goods, Services, and Construction:<br/>Destination - des biens, services et construction:</b><br>To be provided upon contract award |  |

**Instructions: See Herein**

**Instructions: Voir aux présentes**

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| <b>Delivery Required - Livraison exigée</b>  | <b>Delivery Offered - Livraison proposée</b> |
| <b>Vendor/Firm Name and Address<br/>Raison sociale et adresse du fournisseur/de l'entrepreneur</b>   |  |
| <b>Telephone No. - N° de téléphone<br/>Facsimile No. - N° de télécopieur</b>   |  |
| <b>Name and title of person authorized to sign on behalf of Vendor/Firm<br/>(type or print)<br/>Nom et titre de la personne autorisée à signer au nom du fournisseur/<br/>de l'entrepreneur (taper ou écrire en caractères d'imprimerie)</b> |  |
| <b>Signature</b>   | <b>Date</b>                                  |

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| <b>Solicitation No. – N° de l'invitation</b><br>W6369-17P5LQ/A | <b>Amd. No – N° de la modif.</b>                        | <b>Buyer ID – Id de l'acheteur</b><br>011IPS |
| <b>Client Ref. No. – N° de réf. De client</b><br>W6369-17P5LQ  | <b>File No. – N° du dossier</b><br>011IPS. W6369-17P5LQ | <b>CCC No./ N° CCC – FMS No/ N° VME</b>      |

## SOLICITATION AMENDMENT 006

This solicitation amendment is raised to:

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

### 1. Questions & Answers:

**Although the question period is closed, Canada has decided to answer the following question to all Bidders:**

#### **Question #44:**

Form 1 – Contract No: For Bidders using private sector references please confirm it is acceptable to include Not Applicable (N/A) if a contract number is not available.

#### **Answer #44:**

The Bidders must provide the contract number in Form 1 – “Customer Reference Contact Information Form” with their bid. If a contract number does not exist, the Bidder must provide a work order number or a purchase order number that identifies the work that the bidder has done for this client reference.

#### **Question #46:**

Please refer to Mandatory Requirement M3 for Stream 3 (page 15 of the RFP) which states *“Each of the 5 resources worked for a minimum period of 6 consecutive months without a break in service from one month to the next during the 12 months period.”*

With how slow MS Dynamics CRM adoption has been within the Government of Canada, the potential for bidders to have a relevant contract within this requirement is already low. The demand for 6 months rather than 3 exclusively on this stream, as well as the demand that all 6 months be consecutive disqualifies otherwise complaint contracts where the client chose to take a break between phases of a project, or where a certain resource skillset is only required during certain phases of the project. For example, it is not typical for a Tester to be engaged on a CRM project for the entire

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| <b>Client Ref. No. – N° de réf. De client</b><br>W6369-17P5LQ  | <b>File No. – N° du dossier</b><br>0111PS. W6369-17P5LQ | <b>CCC No./ N° CCC – FMS No/ N° VME</b>      |

duration, and thus they do not typically acquire 6 consecutive months of CRM testing experience on a single project.

We ask that the client change this so that each of the 5 resources must have worked for 3 months within a 12 month period to match the requirement in the other streams, which would still demonstrate a bidder's experience recently providing multiple CRM resources under one contract but would allow for more competitive bids of value to the client to be submitted.

**Answer #46:**

Canada will not change the requirement for M3 of Stream #3. Bidders should note that for M3 the contract does not have to be a Government of Canada contract.

**Question #47:**

M1 for Stream 3 does not indicate a dollar value. Can you please confirm the amount of the two references since R1 mentions a value of \$5,000,000.00.

**Answer #47:**

Canada confirms that the dollar value for M1 of Stream # 3 is the same as for all the other Streams i.e. \$5,000,000.00.

Canada hereby corrects an error made in Solicitation Amendment 005 affecting the English version of Attachment 4.1 - Mandatory and Point Rated Technical Criteria (Revised on 13 April 2018):

In Attachment 4.1 Stream #3, M1:

After:

- a) been awarded within the past seven (7) years (as of the original bid issuance date) and have a duration of at least two (2) year within the past five (5) years (as of the original bid issuance date) ; or
- b) been awarded within the past five (5) years (as of the original bid issuance date) and have a duration of at least one (1) year within the past five (5) years (as of the original bid issuance date); and

Add:

- c) a minimum value of \$5,000,000.00 (excluding applicable taxes).

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**Question #48:**

Question 40 clarified that for all streams with the exception of Stream 3, that the requirement for M3 was reduced to three months. Since CRM is the least mature of the Streams, we ask that the Crown reconsider its decision and change it to three months which in the very least puts it on equal footing with the other streams. It seems odd that you are standing firm on six months which puts this at an unfair advantage.

**Answer #48:**

Bidders should note that there has been no change to M3 of Stream #3, the original requirement was for 6 months and it has not changed. In Answer #40, Canada only clarified an ambiguity caused by question #30.

To be clear, in M3 of Stream #3, of Attachment 4.1, Canada requires that: “b) each of the 5 resources worked for a minimum period of **6** consecutive months”. In all the other Streams, the requirement is: “b) each of the 5 resources worked for a minimum period of **3** consecutive months”

For operational reasons, Canada will not change its requirement.