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K1A 0S5

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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

Les Terrasses de la Chaudière

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étage/Floor

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Québec

K1A 0S5

Title - Sujet IT Security Services TBIPS	
Solicitation No. - N° de l'invitation B8926-170507/A	Amendment No. - N° modif. 004
Client Reference No. - N° de référence du client B8926-170507	Date 2018-05-24
GETS Reference No. - N° de référence de SEAG PW-\$\$ZM-620-33512	
File No. - N° de dossier 620zm.B8926-170507	CCC No./N° CCC - FMS No./N° VME
Solicitation Closes - L'invitation prend fin at - à 02:00 PM on - le 2018-05-31	
Time Zone Fuseau horaire Eastern Daylight Saving Time EDT	
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: St-Jean Valois, Joanne	Buyer Id - Id de l'acheteur 620zm
Telephone No. - N° de téléphone (613) 858-8273 ()	FAX No. - N° de FAX (819) 956-2675
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

Solicitation No. – N° de l’invitation B8926-170507/A	Amd. No – N° de la modif. 004	Buyer ID – Id de l’acheteur 620ZM
Client Ref. No. – N° de réf. De client B8926-170507	File No. – N° du dossier 620ZM –B8926-170507	CCC No./ N° CCC – FMS No/ N° VME

SOLICITATION AMENDMENT 004

This amendment is raised to:

1. Provide answers to Bidders questions in relation to the above solicitation in Appendix A-8, and
 2. Amend the Request for Proposal (RFP) as detailed in Appendix A-9 below.
-

APPENDIX A-8

QUESTIONS and ANSWERS

Question 19:

With respect to Part 4 – Evaluation Procedures and Basis of Selection, Section 4.3 and 4.4 (pg 19-21) , we strongly believe that CIC has put themselves at huge risk with the financial evaluation methodology of this RFP. One major concern we have with this RFP is using a 60/40 selection methodology and setting the lower median band to 20%. This lowest cost evaluation (if Vendors are scoring equally), typically drives rates down in a market where the demand for expert Security Risk Management resources is High. There are current Federal Government clients that are now victims of significant delivery and performance issues having used a low cost evaluation model less than 18 months ago. Given there are so many clients issuing capacity-based contracts for Security services, demand has increased dramatically and the pool of available resources has decreased to the point where procurement/contracting risk is being escalated to the Senior levels and in some cases re-procurement (time, cost, service interruption) are introducing major project risks. Removing barriers to companies either buying the business or not understanding the business well enough to price their bids properly, is the only way to mitigate this risk. We are aware of many Government clients that have awarded contracts where low price prevailed over quality or substance and the results seem to feature, quite consistently, consultants that do not have the required knowledge, leading to frequent turn-over and client staff pre-occupation with contracting details rather than the outcomes of the work at hand.

In summary, awarding a contract to the lowest cost suppliers does not balance the need for corporate experience in IT Security Risk Management with the practical nature of on-demand specialized resourcing. We are of the firm belief that the evaluated resource grids were not particularly difficult to score full points and therefore, has placed a reasonable emphasis on lowest price. By using this evaluation method, this RFP could be won by a firm bidding lower rates but unprepared for the delivery challenges in the resulting contract, particularly when issuing dual vendor, multi-year contracts in a market when the IT Security pool is shrinking and demand for these resources is increasing exponentially.

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We therefore respectfully request that the Crown reconsider proceeding with this lowest quality method of supply that only attracts less qualified resources and increased turnover and consider the following:

1. Changing the 60/40 selection methodology to 80/20 for less than 3 compliant bids
2. For more than 3 compliant bids, would the Crown consider reducing the 20% below median to 10% below median and award 0 points for all firms 10% below the median? This will prevent bidders from presenting unreasonably low prices and the possible switching out of resources once the contract is awarded and to reflect fair market pricing.

Answer 19:

1. If we obtain only 2 compliant bids, they would both get a contract per the intent of the RFP and the requested change will have no impact on the evaluation. For this reason, the 60/40 ratio remains unchanged.
2. Reducing the lower band to -10% would not have much impact on the financial evaluation. First, there is no point allocated to the pricing in this RFP and hence, no point will be awarded for scoring a financial rate above or below the lower medium band limit. As well, if a bidder can substantiate or justify its price under the -20% limit, that same bidder will also be able to provide the same justification if the lower band is set at -10%. For these reason, the lower band limit will remain at minus 20 percent (-20%).

Question 20:

The Bidder seeks clarification to the answer provided pursuant to amendment #2, question #3 as it would appear that it contravenes the Standard Acquisition Clauses and Conditions (SACC) manual and Part 3 – Bid Preparation Instructions to the RFP in relation to joint venture instructions. Given that a joint venture bidder may rely on the experience of one of its members to meet any given technical criterion of the bid solicitation, would the Crown please confirm that MTC1 mandatory technical criterion can be met by any member of the joint venture?

Answer 20:

We suggest you to follow carefully the instructions of the joint venture experience in part 3 of the RFP to meet the mandatory technical criterion for MTC1.

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Question 21:

Ref Attachment 4.3, Pricing Schedule - The estimated number of resources for the C.5 PKI Specialist category is quantity one (1) for the two contract periods and option periods year 3 and year 4 yet is increased to a quantity of five (5) for option period year 5. Is this correct? Please confirm.

Answer 21:

This is an administrative error, therefore, the estimated number of resources for the C.5 PKI Specialist category is quantity one (1) for the two contract periods option period year 5 and not five (5).

Question 22:

RE: TRA and SA&A Analyst

Would the Crown accept the following certification:

- ✓ Certified Information Privacy Professional/Canada

Answer 22:

The following certification will be added to the list:

- IAPP Certified Information Privacy Professional (CIPP)

Question 23:

RE: Methodology, Policy & Procedures Analyst

Would the Crown accept the following certification:

- ✓ Certified Governance of Enterprise IT (CGEIT)

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Answer 23:

The suggested certification will not be accepted.

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APPENDIX A-9

Amend the RFP as follow:

At Attachment 4.3 **ATTACHMENT 4.3**

PRICING SCHEDULE

- 1. At Attachment 4.3, Pricing Schedule for Option year 5 is amended as follows:**
For C.5 PKI Specialist the Estimated number of Resources have been revised from 5 to 1

INSERT:

Option Period - Year 5					
(A)	(B)	(C)	(D)	(E)	(F)
Resource Category	Level of Expertise	Estimated Number of Resources	Estimated Number of Days per resource	Firm Per Diem Rate or Median Rate (if applicable)	Total Cost (CxDxE)
C.1 IT Strategic IT Security Planning and Protection Consultant	3	1	240	\$	\$
C.2 IT Security Methodology, Policy & Procedures Analyst	2	2	240	\$	\$
C.3 IT Security TRA and SA&A Analyst	3	5	240	\$	\$
C.5 PKI Specialist	3	1	240	\$	\$
C.11 IT Security VA Specialist	3	1	240	\$	\$
C.12 Incident Management Specialist	2	2	240	\$	\$
Total Price (Option Period - Year 5):					\$(To be determined)

- 2. At Attachment 4.2 Point-Rated Technical Criteria RTC5, Resource #2 – C.3 IT Security TRA and Security Assessment and Authorization (SA&A) Analyst, Level 3 is amended as follows:**

INSERT the following certification:

- IAPP Certified Information Privacy Professional (CIPP)

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3. At Attachment 4.2 Point-Rated Technical Criteria RTC7, Resource #3 – C.3 IT Security TRA and Security Assessment and Authorization (SA&A) Analyst, Level 3 is amended as follows:

INSERT the following certification:

- IAPP Certified Information Privacy Professional (CIPP)

4. At Annex C Security Requirement Check List is amended as follows:

DELETE is in entirety

INSERT: Annex C Revised May 22 2018

Government
of CanadaGouvernement
du Canada

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146609

Security Classification / Classification de sécurité

Unclassified

SECURITY REQUIREMENTS CHECK LIST (SRCL)

LISTE DE VÉRIFICATION DES EXIGENCES RELATIVES À LA SÉCURITÉ (LVERS)

PART A - CONTRACT INFORMATION / PARTIE A - INFORMATION CONTRACTUELLE

1. Originating Government Department or Organization / Ministère ou organisme gouvernemental d'origine		2. Branch or Directorate / Direction générale ou Direction	
CIC		SIMB	
3. a) Subcontract Number / Numéro du contrat de sous-traitance		3. b) Name and Address of Subcontractor / Nom et adresse du sous-traitant	
4. Brief Description of Work / Brève description du travail			
IT Security RFP			
5. a) Will the supplier require access to Controlled Goods? Le fournisseur aura-t-il accès à des marchandises contrôlées?		<input checked="" type="checkbox"/> No <input type="checkbox"/> Yes Non Oui	
5. b) Will the supplier require access to unclassified military technical data subject to the provisions of the Technical Data Control Regulations? Le fournisseur aura-t-il accès à des données techniques militaires non classifiées qui sont assujetties aux dispositions du Règlement sur le contrôle des données techniques?		<input checked="" type="checkbox"/> No <input type="checkbox"/> Yes Non Oui	
6. Indicate the type of access required / Indiquer le type d'accès requis			
6. a) Will the supplier and its employees require access to PROTECTED and/or CLASSIFIED information or assets? Le fournisseur ainsi que les employés auront-ils accès à des renseignements ou à des biens PROTÉGÉS et/ou CLASSIFIÉS? (Specify the level of access using the chart in Question 7. c) (Préciser le niveau d'accès en utilisant le tableau qui se trouve à la question 7. c)		<input type="checkbox"/> No <input checked="" type="checkbox"/> Yes Non Oui	
6. b) Will the supplier and its employees (e.g. cleaners, maintenance personnel) require access to restricted access areas? No access to PROTECTED and/or CLASSIFIED information or assets is permitted. Le fournisseur et ses employés (p. ex. nettoyeurs, personnel d'entretien) auront-ils accès à des zones d'accès restreintes? L'accès à des renseignements ou à des biens PROTÉGÉS et/ou CLASSIFIÉS n'est pas autorisé.		<input checked="" type="checkbox"/> No <input type="checkbox"/> Yes Non Oui	
6. c) Is this a commercial courier or delivery requirement with no overnight storage? S'agit-il d'un contrat de messagerie ou de livraison commerciale sans entreposage de nuit?		<input checked="" type="checkbox"/> No <input type="checkbox"/> Yes Non Oui	
7. a) Indicate the type of information that the supplier will be required to access / Indiquer le type d'information auquel le fournisseur devra avoir accès			
Canada <input checked="" type="checkbox"/>		NATO / OTAN <input type="checkbox"/>	
Foreign / Étranger <input type="checkbox"/>			
7. b) Release restrictions / Restrictions relatives à la diffusion			
No release restrictions Aucune restriction relative à la diffusion <input checked="" type="checkbox"/>		All NATO countries Tous les pays de l'OTAN <input type="checkbox"/>	
Not releasable À ne pas diffuser <input type="checkbox"/>		No release restrictions Aucune restriction relative à la diffusion <input type="checkbox"/>	
Restricted to: / Limité à: <input type="checkbox"/>		Restricted to: / Limité à: <input type="checkbox"/>	
Specify country(ies): / Préciser le(s) pays:		Specify country(ies): / Préciser le(s) pays:	
7. c) Level of information / Niveau d'information			
PROTECTED A PROTÉGÉ A <input checked="" type="checkbox"/>	NATO UNCLASSIFIED NATO NON CLASSIFIÉ <input type="checkbox"/>	PROTECTED A PROTÉGÉ A <input type="checkbox"/>	
PROTECTED B PROTÉGÉ B <input checked="" type="checkbox"/>	NATO RESTRICTED NATO DIFFUSION RESTREINTE <input type="checkbox"/>	PROTECTED B PROTÉGÉ B <input type="checkbox"/>	
PROTECTED C PROTÉGÉ C <input type="checkbox"/>	NATO CONFIDENTIAL NATO CONFIDENTIEL <input type="checkbox"/>	PROTECTED C PROTÉGÉ C <input type="checkbox"/>	
CONFIDENTIAL CONFIDENTIEL <input checked="" type="checkbox"/>	NATO SECRET NATO SECRET <input type="checkbox"/>	CONFIDENTIAL CONFIDENTIEL <input type="checkbox"/>	
SECRET SECRET <input checked="" type="checkbox"/>	COSMIC TOP SECRET COSMIC TRÈS SECRET <input type="checkbox"/>	SECRET SECRET <input type="checkbox"/>	
TOP SECRET TRÈS SECRET <input checked="" type="checkbox"/>		TOP SECRET TRÈS SECRET <input type="checkbox"/>	
TOP SECRET (SIGINT) TRÈS SECRET (SIGINT) <input type="checkbox"/>		TOP SECRET (SIGINT) TRÈS SECRET (SIGINT) <input type="checkbox"/>	



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PART A (continued) / PARTIE A (suite)

8. Will the supplier require access to PROTECTED and/or CLASSIFIED COMSEC information or assets?

Le fournisseur aura-t-il accès à des renseignements ou à des biens COMSEC désignés PROTÉGÉS et/ou CLASSIFIÉS?

☒ No ☐ Yes
Non Oui

If Yes, indicate the level of sensitivity:

Dans l'affirmative, indiquer le niveau de sensibilité :

9. Will the supplier require access to extremely sensitive INFOSEC information or assets?

Le fournisseur aura-t-il accès à des renseignements ou à des biens INFOSEC de nature extrêmement délicate?

☒ No ☐ Yes
Non Oui

Short Title(s) of material / Titre(s) abrégé(s) du matériel :

Document Number / Numéro du document :

PART B - PERSONNEL (SUPPLIER) / PARTIE B - PERSONNEL (FOURNISSEUR)

10. a) Personnel security screening level required / Niveau de contrôle de la sécurité du personnel requis

- | | | | |
|---|---|--|--|
| <input checked="" type="checkbox"/> RELIABILITY STATUS
COTE DE FIABILITÉ | <input type="checkbox"/> CONFIDENTIAL
CONFIDENTIEL | <input checked="" type="checkbox"/> SECRET
SECRET | <input checked="" type="checkbox"/> TOP SECRET
TRÈS SECRET |
| <input type="checkbox"/> TOP SECRET - SIGINT
TRÈS SECRET - SIGINT | <input type="checkbox"/> NATO CONFIDENTIAL
NATO CONFIDENTIEL | <input type="checkbox"/> NATO SECRET
NATO SECRET | <input type="checkbox"/> COSMIC TOP SECRET
COSMIC TRÈS SECRET |
| <input type="checkbox"/> SITE ACCESS
ACCÈS AUX EMPLACEMENTS | | | |

Special comments:

Commentaires spéciaux :

NOTE: If multiple levels of screening are identified, a Security Classification Guide must be provided.

REMARQUE : Si plusieurs niveaux de contrôle de sécurité sont requis, un guide de classification de la sécurité doit être fourni.

10. b) May unscreened personnel be used for portions of the work?

Du personnel sans autorisation sécuritaire peut-il se voir confier des parties du travail?

☒ No ☐ Yes
Non Oui

If Yes, will unscreened personnel be escorted?

Dans l'affirmative, le personnel en question sera-t-il escorté?

☒ No ☐ Yes
Non Oui

PART C - SAFEGUARDS (SUPPLIER) / PARTIE C - MESURES DE PROTECTION (FOURNISSEUR)

INFORMATION / ASSETS / RENSEIGNEMENTS / BIENS

11. a) Will the supplier be required to receive and store PROTECTED and/or CLASSIFIED information or assets on its site or premises?

Le fournisseur sera-t-il tenu de recevoir et d'entreposer sur place des renseignements ou des biens PROTÉGÉS et/ou CLASSIFIÉS?

☒ No ☐ Yes
Non Oui

11. b) Will the supplier be required to safeguard COMSEC information or assets?

Le fournisseur sera-t-il tenu de protéger des renseignements ou des biens COMSEC?

☒ No ☐ Yes
Non Oui

PRODUCTION

11. c) Will the production (manufacture, and/or repair and/or modification) of PROTECTED and/or CLASSIFIED material or equipment occur at the supplier's site or premises?

Les installations du fournisseur serviront-elles à la production (fabrication et/ou réparation et/ou modification) de matériel PROTÉGÉ et/ou CLASSIFIÉ?

☒ No ☐ Yes
Non Oui

INFORMATION TECHNOLOGY (IT) MEDIA / SUPPORT RELATIF À LA TECHNOLOGIE DE L'INFORMATION (TI)

11. d) Will the supplier be required to use its IT systems to electronically process, produce or store PROTECTED and/or CLASSIFIED information or data?

Le fournisseur sera-t-il tenu d'utiliser ses propres systèmes informatiques pour traiter, produire ou stocker électroniquement des renseignements ou des données PROTÉGÉS et/ou CLASSIFIÉS?

☒ No ☐ Yes
Non Oui

11. e) Will there be an electronic link between the supplier's IT systems and the government department or agency?

Disposera-t-on d'un lien électronique entre le système informatique du fournisseur et celui du ministère ou de l'agence gouvernementale?

☒ No ☐ Yes
Non Oui



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PART C - (continued) / PARTIE C - (suite)

For users completing the form manually use the summary chart below to indicate the category(ies) and level(s) of safeguarding required at the supplier's site(s) or premises.

Les utilisateurs qui remplissent le formulaire manuellement doivent utiliser le tableau récapitulatif ci-dessous pour indiquer, pour chaque catégorie, les niveaux de sauvegarde requis aux installations du fournisseur.

For users completing the form online (via the Internet), the summary chart is automatically populated by your responses to previous questions.

Dans le cas des utilisateurs qui remplissent le formulaire en ligne (par Internet), les réponses aux questions précédentes sont automatiquement saisies dans le tableau récapitulatif.

SUMMARY CHART / TABLEAU RÉCAPITULATIF

Category Catégorie	PROTECTED PROTÉGÉ			CLASSIFIED CLASSIFIÉ			NATO				COMSEC					
	A	B	C	CONFIDENTIAL CONFIDENTIEL	SECRET	TOP SECRET TRÈS SECRET	NATO RESTRICTED NATO DIFFUSION RESTREINTE	NATO CONFIDENTIAL NATO CONFIDENTIEL	NATO SECRET	COSMIC TOP SECRET COSMIC TRÈS SECRET	PROTECTED PROTÉGÉ			CONFIDENTIAL	SECRET	TOP SECRET TRÈS SECRET
											A	B	C			
Information / Assets Renseignements / Biens Production																
IT Media / Support TI																
IT Link / Lien électronique																

12. a) Is the description of the work contained within this SRCL PROTECTED and/or CLASSIFIED?
La description du travail visé par la présente LVERS est-elle de nature PROTÉGÉE et/ou CLASSIFIÉE?

☒ No
Non

☐ Yes
Oui

If Yes, classify this form by annotating the top and bottom in the area entitled "Security Classification".
Dans l'affirmative, classifiez le présent formulaire en indiquant le niveau de sécurité dans la case intitulée
« Classification de sécurité » au haut et au bas du formulaire.

12. b) Will the documentation attached to this SRCL be PROTECTED and/or CLASSIFIED?
La documentation associée à la présente LVERS sera-t-elle PROTÉGÉE et/ou CLASSIFIÉE?

☒ No
Non

☐ Yes
Oui

If Yes, classify this form by annotating the top and bottom in the area entitled "Security Classification" and indicate with attachments (e.g. SECRET with Attachments).
Dans l'affirmative, classifiez le présent formulaire en indiquant le niveau de sécurité dans la case intitulée
« Classification de sécurité » au haut et au bas du formulaire et indiquez qu'il y a des pièces jointes (p. ex. SECRET avec des pièces jointes).