

Solicitation # PW-18-00839529 Production Insertion Equipment

Agile Bid Compliance Pilot Bidders' Conference

27 August 2018

Powering Technology for the
Government of Canada



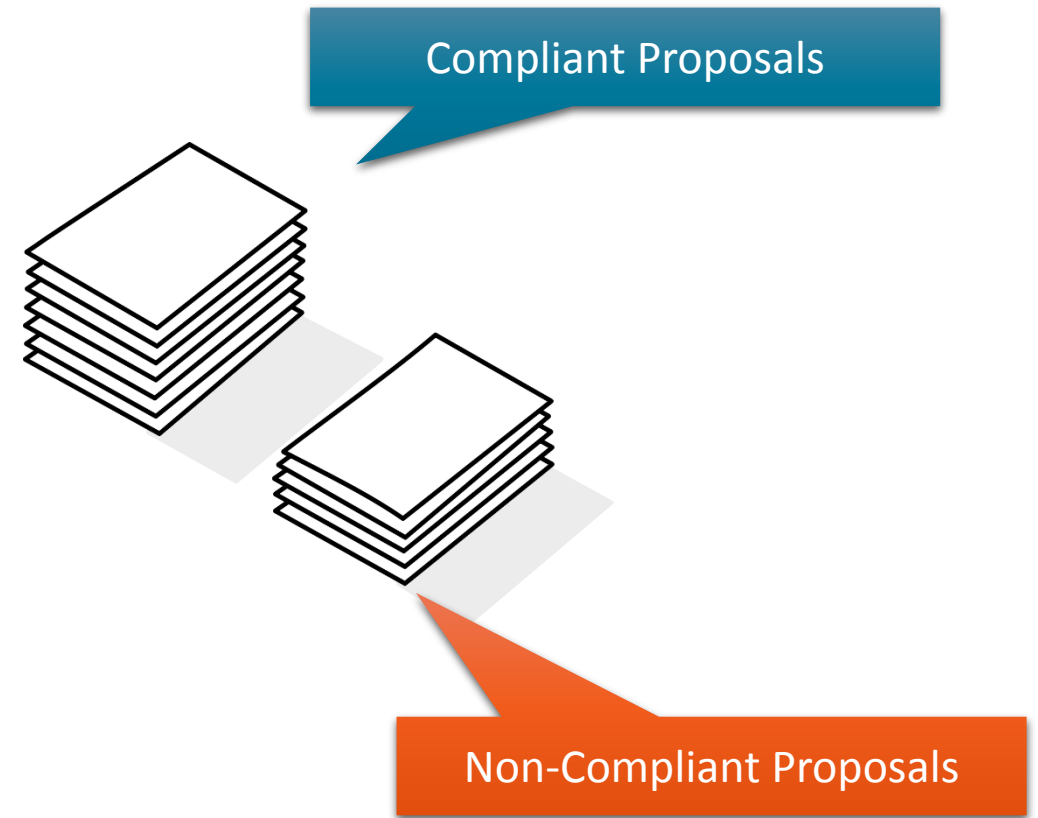
Shared Services
Canada

Services partagés
Canada

Canada

Presentation Objectives

- Present the Agile Bid Compliance mechanism
- Answer any questions bidders may have
- In case of contradiction between this presentation and the RFP, the terms and conditions of the RFP take precedence



Why do we need to do this ?

1

Too often in the past, the Government of Canada has been “forced” to reject a bid because the bidder omits to provide information needed to support its compliance or has made a minor administrative mistake.

2

The traditional approach to RFPs and the rigidity of mandatory requirements sometimes obliges our department to reject good proposals, which in turn decreases the efficiency of the procurement process (sometimes leading to a need to re-tender and in other cases not resulting in the best value to Canada) and potentially increases the level of frustration on the supplier side.

3

The Agile Bid Compliance mechanism is in line with the goal of ensuring that bidders who are capable of performing the work are not declared non-compliant without an opportunity to address any deficiencies in their bids, which should increase the number of compliant bids in a given evaluation process.

What are the advantages ?



What's in it for you ?

- Possibility to correct your bid prior the final closing date
- Possibility to ensure your bid fully reflects your capabilities
- Less cost to learn how to bid

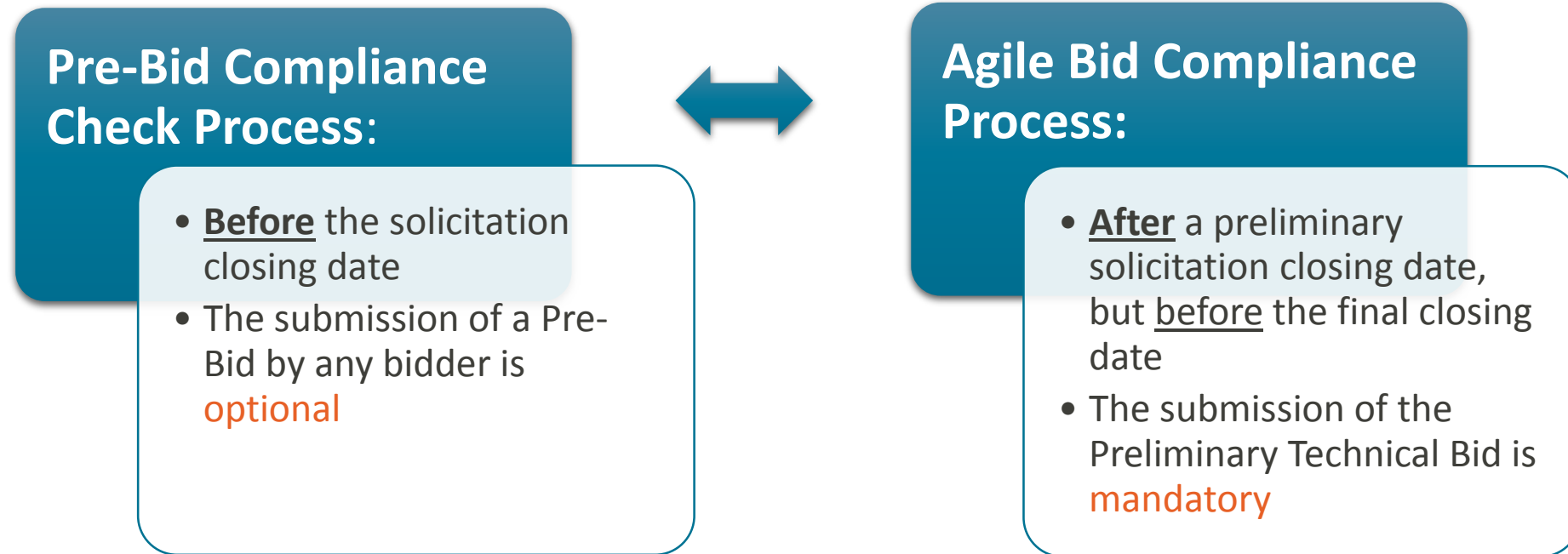


What's in it for SSC ?

- More compliant bids (hopefully)
- Allow for procurement processes to be simpler and less administratively burdensome (e.g., fewer re-tenders)
- Encourage greater competition
- Obtain better outcomes and better value

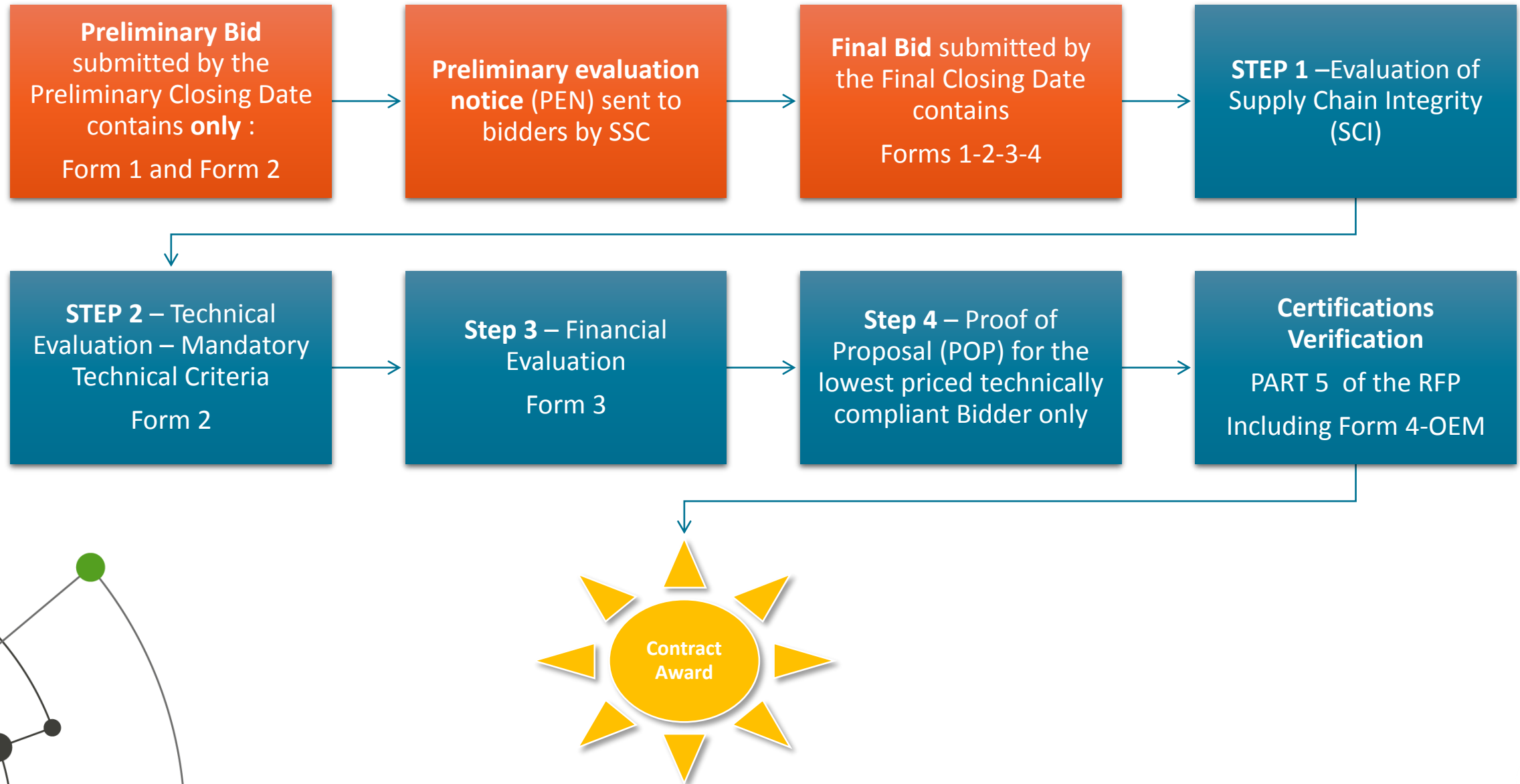
How will we do this?

Two new bid compliance mechanisms have been developed with the goal of giving bidders an opportunity to ensure that their bid fully demonstrates compliance if they are capable of meeting the requirements:

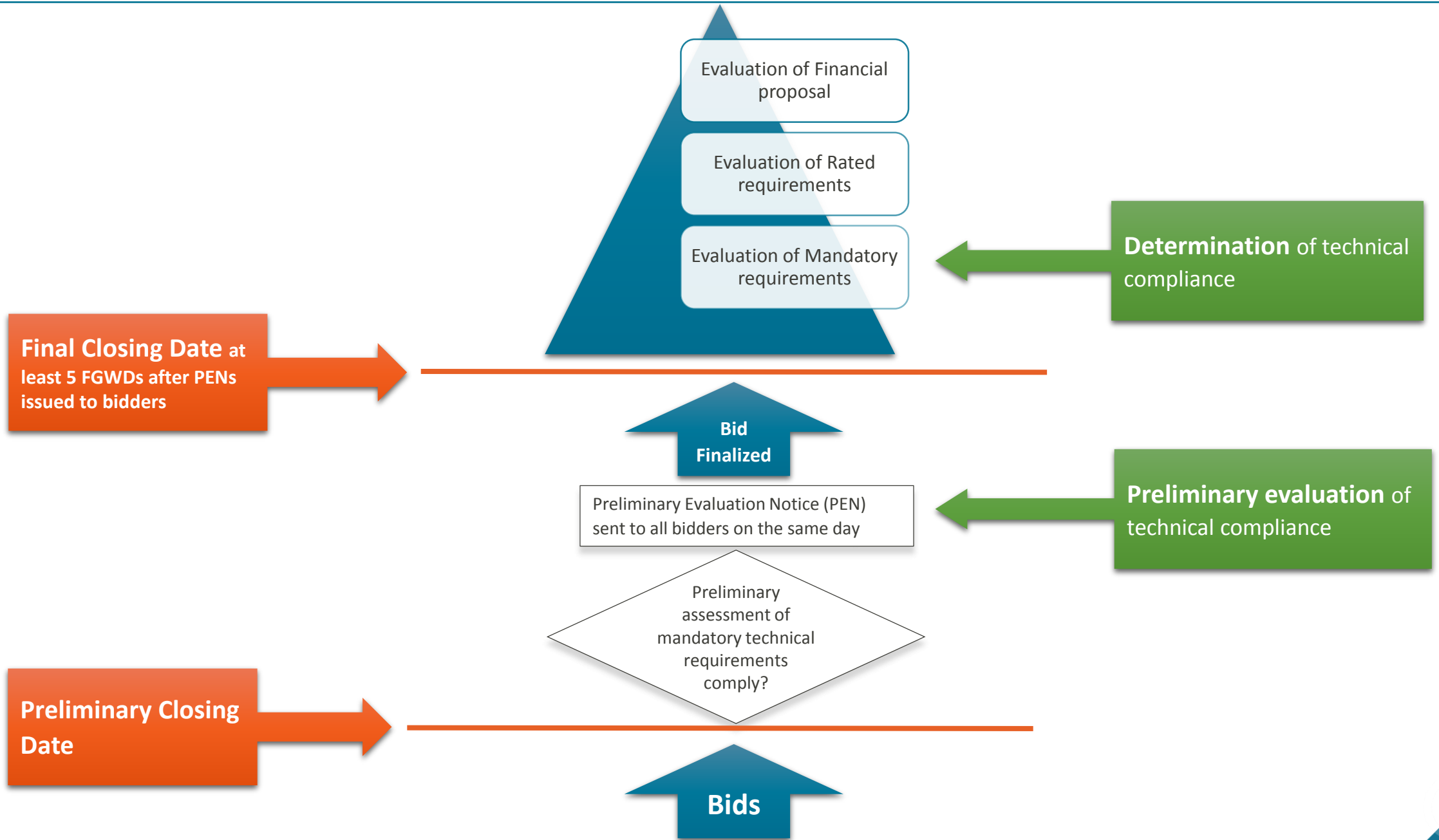


SSC is piloting the Agile Bid Compliance (ABC) Process under the current RFP

Agile Bid Compliance (ABC) Process and the Proposals Evaluation Process



Agile Bid Compliance Process





What will be reviewed ?

The Preliminary Technical Bid.



Do I have to provide all the components of the technical bid ?

No! Only the Form 2 - Substantiation of Technical Compliance Form that contains the Mandatory Criteria - Technical Requirements and any additional documentation that demonstrate compliance in accordance with 3.2.1 of the RFP. Form 1 should also be provided.



Is it mandatory to provide the Preliminary Technical Bid ?

Yes ! Only bidders that submit a Preliminary Technical Bid on the Preliminary Closing Date may submit a bid on the Final Closing Date.



By When do I have to provide the Preliminary Technical Bid?

September 11, 2018



Could you look at the rest of my bid ?

No! Only Form 2 will be reviewed. Canada will not provide feedback regarding any additional information.



What type of comments should I expect ?



If No Deficiencies are identified: If Canada does not note any deficiencies during its Preliminary Technical Evaluation, Canada will provide the relevant bidder with a “nil” response.



If Deficiencies are identified: If Canada notes deficiencies during its Preliminary Technical Evaluation, Canada will provide to each bidder a list of the mandatory requirements that:

- have not been addressed at all;
- have not been sufficiently addressed; and
- are addressed in such a way that the Preliminary Technical Bid would be declared non-compliant if submitted on the Final Closing Date.

Preliminary Evaluation Notice (PEN)



The Contracting Authority will provide a confidential “**Preliminary Evaluation Notice**” (PEN) to each bidder.



While Canada will note the mandatory requirement not met by the Preliminary Technical Bid, Canada will not indicate to the bidder how the deficiency can be corrected.



Canada will also not respond to questions about the PEN.



If Canada determines that a Preliminary Technical Bid is substantially deficient (i.e., there are more than **5** deficiencies identified), Canada reserves the right not to conduct a full review



In addressing the information in PENs to finalize their bids, bidders should ensure that the elements of the bid remain consistent following any changes made.

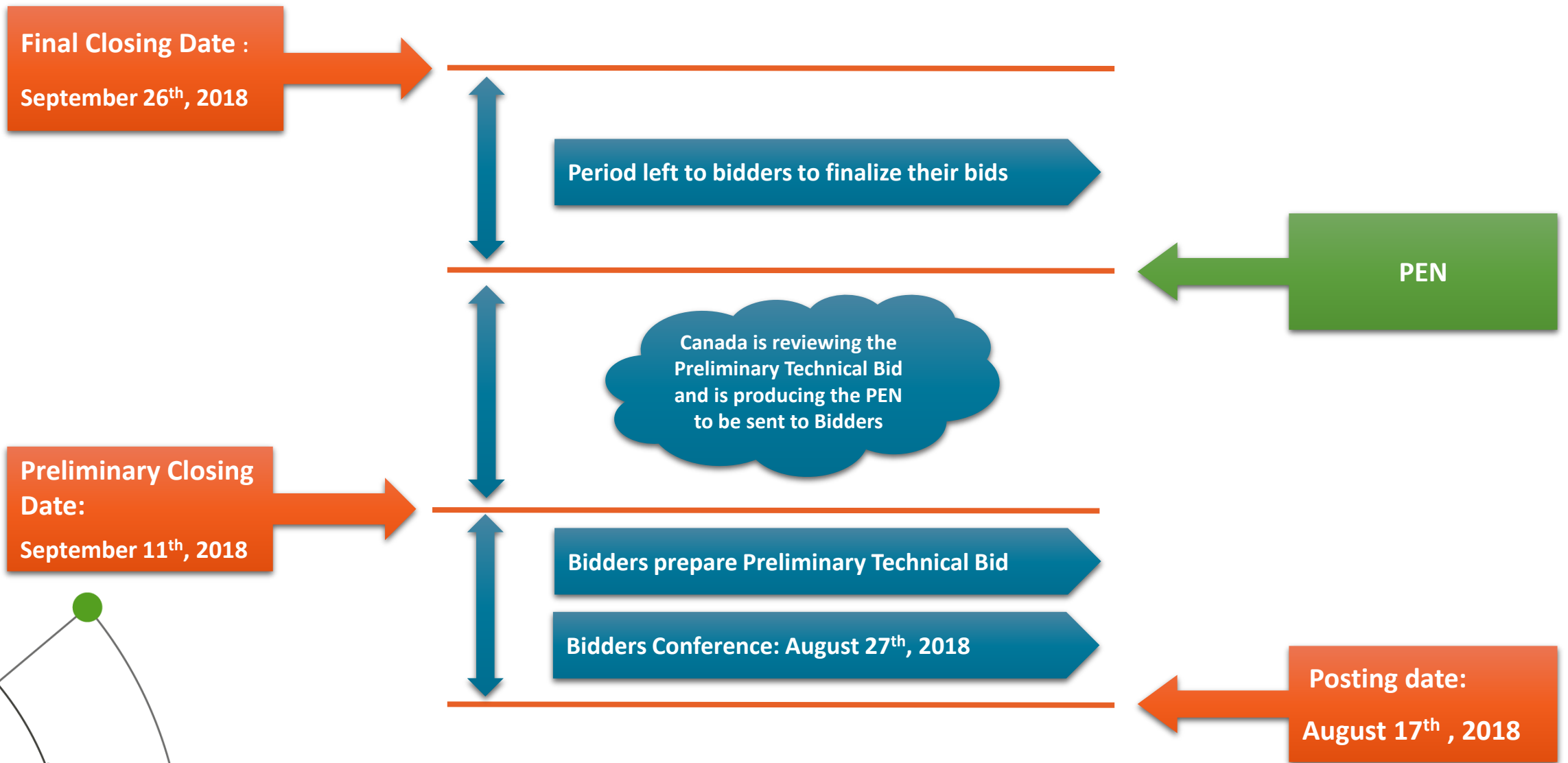


Despite Canada’s issuance of the PENs, **each bidder is solely responsible for ensuring that its bid submitted on the Final Closing Date is accurate, consistent, complete and fully compliant.** Canada does not guarantee that it will identify every deficiency during its Preliminary Technical Evaluation.

Preliminary Evaluation Notice (PEN)- Sample

1.1 Inserter Hardware Capacity			
Ref #	Requirement Description	Canada's Feedback	Specific Feedback (if any)
1.	Each inserter must have a published hourly throughput rate of greater than 12,000 letter mail pieces per hour and a published monthly duty cycle of over 4 million mail pieces.	<input type="checkbox"/> No deficiency identified Or Canada has noted the mandatory requirement: <ul style="list-style-type: none"> <input type="checkbox"/> has not been addressed at all; <input type="checkbox"/> has not been sufficiently addressed; <input type="checkbox"/> is addressed in such a way that the Preliminary Technical Bid would be declared non-compliant if submitted on the Final Closing Date. 	"Observations about the Preliminary Technical Bid and how it contributes (or not) to the demonstration of the mandatory requirement"
2.	The Inserters must not exceed 15% in lost productivity due to misfeeds, jams and other machine related functions.	<input type="checkbox"/> No deficiency identified Or Canada has noted the mandatory requirement: <ul style="list-style-type: none"> <input type="checkbox"/> has not been addressed at all; <input type="checkbox"/> has not been sufficiently addressed; <input type="checkbox"/> is addressed in such a way that the Preliminary Technical Bid would be declared non-compliant if submitted on the Final Closing Date. 	

Typical Deadlines



What to Submit in the Final Bid ?



If the bidder has received a “nil” response, the bidder may submit:

- all the remaining portions of its bid; and
- a statement that its Preliminary Technical Bid submitted on the Preliminary Closing Date form part of its final bid.



If the bidder received a PEN from Canada about **deficiencies**, the bidder may **submit all the remaining portions of its bid** plus one of the following:

- a complete replacement of its Preliminary Technical Bid submitted on the Preliminary Closing Date;
- a supplement to its Preliminary Technical Bid submitted on the Preliminary Closing Date with additional information and a statement that its Preliminary Technical Bid submitted on the Preliminary Closing Date form part of its final bid.

Internal Recourse Mechanisms and Debriefing



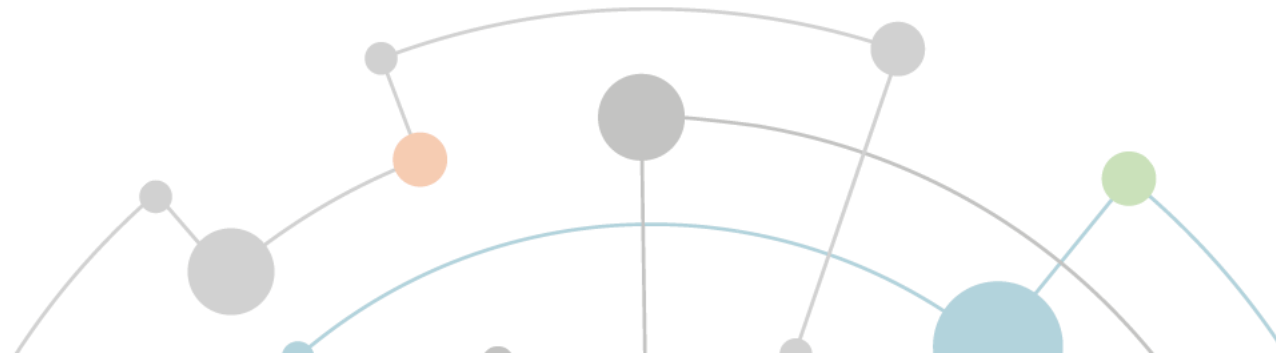
Debriefings

Bidders may request a debriefing on the results of the bid solicitation process. Bidders should make the request to the Contracting Authority within 15 working days of receipt of the results of the bid solicitation process. The debriefing may be provided in writing, by telephone or in person.



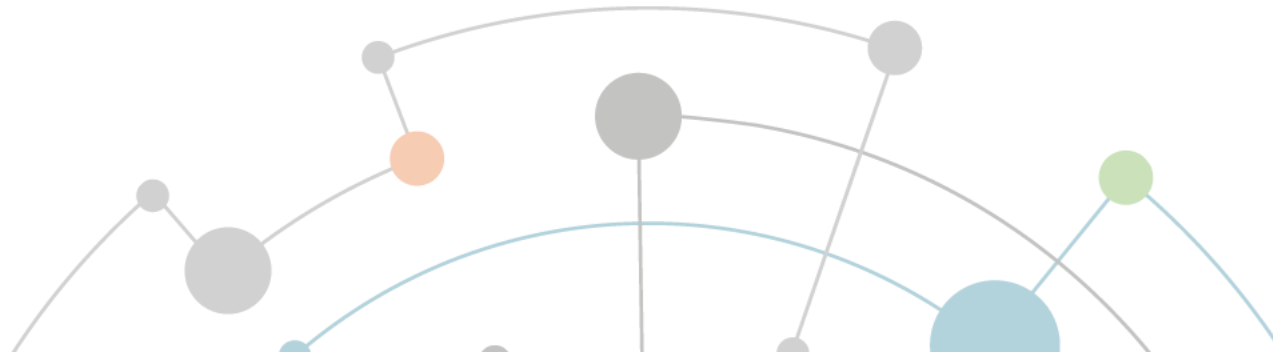
Internal Recourse Mechanisms

Suppliers are also encouraged to bring any concerns about this request for proposals to the attention of the Contracting Authority.



It is a pilot. We need your participation and your feedback

After the award of the contract, bidders who have participated will be invited to provide feedback in writing or verbally.



Discussion about pilots



Modernization

