



**RETURN BIDS TO:**

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**Bid Receiving - PWGSC / Réception des soumissions - TPSGC**

**11 Laurier St., / 11, rue Laurier**

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**Core 0B2 / Noyau 0B2**

**Gatineau**

**Québec**

**K1A 0S5**

**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 - EL Division/Services

professionnels en informatique - division EL

Terrasses de la Chaudière 4th Floor

10 Wellington Street

Gatineau

Québec

K1A 0S5

<b>Title - Sujet</b> Omnibus (BPA, B2B, CECP) IT Profess	
<b>Solicitation No. - N° de l'invitation</b> 47419-251689/A	<b>Amendment No. - N° modif.</b> 001
<b>Client Reference No. - N° de référence du client</b> 1000341689	<b>Date</b> 2018-09-04
<b>GETS Reference No. - N° de référence de SEAG</b> PW-\$\$EL-606-33760	
<b>File No. - N° de dossier</b> 606el.47419-251689	<b>CCC No./N° CCC - FMS No./N° VME</b>
<b>Solicitation Closes - L'invitation prend fin</b> <b>at - à 02:00 PM</b> <b>on - le 2018-09-17</b>	
<b>Time Zone</b> Fuseau horaire Eastern Daylight Saving 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> Mansour, Silvana	<b>Buyer Id - Id de l'acheteur</b> 606el
<b>Telephone No. - N° de téléphone</b> (613) 858-9935 ( )	<b>FAX No. - N° de FAX</b> ( ) -
<b>Destination - of Goods, Services, and Construction:</b> <b>Destination - des biens, services et construction:</b>	

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

**The Request for Proposal (RFP) Amendment 001 is raised to answer questions received from Bidders.**

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## QUESTIONS AND ANSWERS

**Question 1:**

For corporate criteria M.1.2, will the Crown please confirm that bidders may demonstrate their corporate capability by presenting contract references where the resources on assignment were performing the work of the required resources under different titles?

Many of the resource categories listed under M.1.2 are specific to the Government of Canada and it is not uncommon for resources working in Canadian crown corporations to be performing the duties of these resource categories under different titles.

**Answer 1:**

Yes, job titles can be different but tasks and level of experience should correspond to those identified in the statement of work.

**Question 2:**

Given the complexity of the requirements in the subject solicitation, the volume of other Federal Government solicitations currently undergoing competition, and the upcoming Labour Day holiday, we respectfully request a two-week extension of the closing date to October 1 2018.

**Answer 2:**

The closing date for this solicitation remains unchanged at this time.

**Question 3:**

It mentions that Modis Canada Inc. is the incumbent but at a value of \$138,000.00. Could you please indicate what categories?

**Answer 3:**

A7. Programmer/Analyst (CECP).

**Question 4:**

The Financial Evaluation in Section 4.3 encourages Bidders to propose low rates in the most important resource categories when allocating different points in each of the categories. This weighting can often result in unreasonably low rates for the important resources required. For example, the Programmer/Analyst (Java) – Level 3 and the Programmer/Analyst (Prod Support) – Level 2 categories have significantly higher points which means Bidders will bid very low rates or “tank” the categories in order to achieve the maximum points to increase their Total Points. In doing this, those categories will become unusable because the Bidder won't be able to supply resources at the low rates. To ensure the winning bid has fair market rates and are available to contract qualified professionals over the next four years, would the crown consider changing the points to the same for each category?

**Answer 4:**

Canada has reviewed the request, however the requirement remains unchanged.

**Question 5:**

Referring to Mandatory Corporate M.1.1: The Crown is asking for the bidder to provide two customer reference contracts with a cumulative billed value of \$7,000,000.00. Based on the estimated level of effort outlined on page 5 of the RFP, this requirement does not reflect the true need CBSA will have and the

volume expected from the Bidder. We would like to ask the Crown to change this requirement to two customer reference contracts each with a billed value of \$7,000,000.00. This will ensure CBSA will receive services from Bidders who have demonstrated they have the experience accommodating such a high volume of resources.

**Answer 5:**

Canada has reviewed the request, however the requirement remains unchanged.

**Question 6:**

In Section 4.3 – Financial Evaluation, the Crown will be establishing a lower median band of (-) 20% and upper median band of (+) 30% for each period and each category of personnel. The Crown is running the risk of vendors bidding low rates by allowing a (-)20% lower band which does not reflect rates of intermediate and senior level resources required by the Crown. To encourage proper market rates and quality resources, would the Crown consider reducing the lower median band to (-)10%?

**Answer 6:**

Canada has reviewed the request, however the requirement remains unchanged.

**ALL OTHER TERMS AND CONDITIONS REMAIN UNCHANGED.**